

Fay-Penn

Economic Development Council

**1998
Annual
Report**



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President's Message



Message From the President

On behalf of the board of directors, it is my distinct honor to present to you the 1998 annual report for the Fay-Penn Economic Development Council. This report to the community details the accomplishments of the organization involving many companies and projects that will further enhance Fayette County's ability to grow economically for many years into the future. All of the achievements described in the annual report could not have been realized without the support and encouragement of the general membership and the cooperation of many other organizations working together to move Fayette County Forward.

In 1998, Fay-Penn assisted 18 companies in making over \$2.4 million in new capital investment. These companies project to generate or retain 219 jobs. In total, since 1992, Fay-Penn has assisted 90 companies in 109 different economic development projects involving more than 3,500 jobs.

The cumulative results of our efforts are having a profound impact on our community. Last year, Fayette County's unemployment rate dropped to its lowest rate in 25 years. The total investment from these projects exceeds \$10.5 million. Despite these accomplishments, a 7.2% unemployment rate is still too high. With a robust national economy, there is a great opportunity for us to further reduce our unemployment rate by capitalizing on the investments that we have and are continuing to make in Fayette County.

The ground work has been laid for establishing new tax free zones which will provide an unprecedented economic incentive for companies to expand in our area. However, competition between states for companies and jobs continues to escalate making our task even more challenging. Tax free zones alone will not be enough to meet our job growth expectations. We need to continue to make investments in new sites and in our work force to create an environment that is attractive to businesses. This year, a major section of the Mon-Fayette Expressway will open, greatly improving our transportation system. But without ready-to-move into sites with water, sewer, gas, electric, and telecommunication utilities needed for businesses to operate, we will experience very little positive economic impact from this \$100 million investment.

Last year as in previous years, significant progress was made and results were achieved, but major challenges still remain. From site development to marketing to job training, there is a great deal that needs to be done. The board of directors and general membership along with our affiliated organizations are committed to doing everything that they can to continue to make a positive difference in the lives of the residents of our community. With everyone's continued support, the next five years in Fayette County will prove to be one of the most exciting times in our history.

Board of Directors



HARRY E. ALBERT
Fayette County Commissioner



PAUL BACHARACH
Uniontown Hospital



DAVE BERISH
Berish Agency, Inc.



DAVID L. CALE
Fayette Industrial Fund



RAYMOND CHESSE
Pres., Chess
Coal Company



IRA B. COLDREN, JR., ESQ.
Coldren Adams



REP. PETER J. DALEY, II (D)
Dist. 49 - PA House of
Representatives



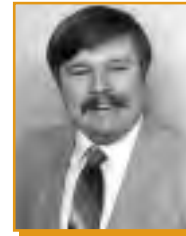
NANCY DECKER
Laurel Business Institute



C. EDWARD DEMUTH
Pres., Connellsville Industrial
Enterprises



REP. H. WM. DEWEESE (D)
Dist. 50 - PA House of
Representatives



THOMAS DUNCAN
Mayor, City of Connellsville



RICHARD ELLSWORTH
Pres., Stahls' Hotronix



JOHN A. FIESTA
Pres., Fiesta Insurance Agency



JAMES R. FOUTZ, CPA
McClure & Wolf



JAMES GABRIEL
Pres., Gabriel Brothers



JOHN HART
Gallatin Fuels



WILLIAM JACKSON
Pres., Jackson Farms Dairy



SEN. RICHARD KASUNIC (D)
District 32 State Senator



BARBARA RAITANO
The Daily Courier



GEORGE RATAY
Steam Fitters Union



HARRY REAGAN
Second National Bank
of Masontown



DONALD REDMAN
Fayette County
Register of Wills



FRANK RICCO
Sec.-Treas., Ricco
Tire Service



REP. LARRY ROBERTS (D)
Dist. 51 - PA House
of Representatives



PHIL SAVINI
Brownsville School District



BARRY SENERI
Sensus Technologies



REP. JAMES E. SHANER (D)
Dist. 52 - PA House of
Representatives



ELI SHUMAR, JR.
Pres., Shumar Welding &
Machine Service, Inc.



JAMES SILEO
Mayor, City of Uniontown



REP. JESS STAIRS (R)
Dist. 59 - PA House
of Representatives



LARRY STUCKLAGER
Fay. Co. Board of
Supervisors



WILLIAM ULMER
E.W. Bowman, Inc.



VINCENT A. VICITES
Chairman, Fayette County
Board of Commissioners



EDWARD YANKOVICH
United Mine Workers of America

The 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 below summarize initiatives in which Fay-Penn is involved and do not include many action items contained in the more comprehensive Fayette County Strategic Plan - Fayette Forward.

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 over approx. 200 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.
- ❖ Building 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.
- ❖ Conduct the "Team PA" outreach to businesses throughout Fayette County to offer assistance as part of an aggressive business retention and expansion effort.

Expand tourism in Fayette County to generate new commerce and jobs, revitalize commercial areas and support new development.

- ❖ Advance the tourist industry of Fayette County and the Laurel Highlands 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 historical societies, 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 worldclass industry.

- ❖ Serve as a facilitator for companies to coordinate workforce delivery system services.
- ❖ Increase the use of existing programs by companies and assist in securing available job training funds.
- ❖ Support the development of employer driven workforce training programs.
- ❖ Encourage 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 tax free sites through improved planning, marketing and financing techniques.

Financing Assistance:

A variety of low-interest financing programs are available for companies in Fayette County through the Pennsylvania Department of Community and Economic Development (PA DCED). Funds may be used for land, buildings, equipment, working capital, and job training. Fay-Penn's staff works hands-on with each company guiding them through the necessary procedures and coordinating efforts with the company's private lending institution. Other funds are available through various financing programs. The Fay-Penn staff knows which programs can be used to fit a company's specific needs.

Business Technical Assistance:

Fay-Penn, with the support of a regional and state economic development team, under the "Team PA" umbrella, offers technical assistance to businesses of all types and sizes throughout the County. The staff will do whatever is possible to assist companies in meeting their needs and accommodating their business development projects. This includes areas of financing, marketing, process improvement, government procurement, exporting, quality improvement, as well as others.

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 Governor's Action Team and Penn's Southwest Association on potential projects and networks with realtors and property owners to keep abreast of the industrial real estate market. Site proposals are prepared with current market, utility and quality of life information.

Tourism Development:

Fay-Penn is working with businesses, historical societies, Fayette Forward 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 are all part of the initiatives to help the Fayette County tourism industry grow.

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

Loan Funds:

Fay-Penn administers a \$4.34 million loan fund to assist qualified businesses with financing. Low interest loans of up to \$375,000 can be made. Specific guidelines have been developed and approved by the PA DCED to determine the project eligibility. For very small businesses, Fayette County entrepreneurs can turn to the Small Business Administration Microloan Program for assistance.

Business Park Development:

The location of new and expanding businesses and related infrastructure development is an important function of Fay-Penn. Working with the Fayette Industrial Fund, Connellsville Industrial Enterprises, the Redevelopment Authority of the County of Fayette, and local municipal authorities, the Fay-Penn staff acquires and develops new land and infrastructure with special focus on industrial and business parks in the county.

Small Business Technical Assistance:

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

Workforce Development Assistance:

Fay-Penn's Workforce Development Specialist provides services that address the job training needs of both the workforce and local businesses. The staff also coordinates meetings for local companies with experts from other regional economic development organizations specializing in workforce training, ISO 9000 standards and other worldclass, quality training.



From Left to Right (sitting): Denise King, Sec.; Michael W. Krajovic, Ex.V.P.; Robert C. Urban, Jr., Mgr. Loan & Acct. Serv.; and Shauna Soom, Small Business Dev. Special.; Second Row (Standing): Margaret Fusco, Sec.; Teresa Hann, Bookkeeping Asst.; Pat Stewart, Sec.; Louise D'Isidoro, Workforce Dev. Special.; Peggy Hidock, Admin. Asst.; and Barb Gible, Eco. Dev. Special.; Third Row (Standing): Deborah Hanna, Fayette Enterprise Community Mgr.; Robert Bakos, Business Dev. Special.; Daniel T. Visnauskas, Fayette Forward Coordinator; Tina W. Wargo, Tech. Assist. Special.; and Lori Omatick, Project Manager.

Financial Statements

Fay-Penn Economic Development Council

Statement of Activities
January 1, 1998 thru December 31, 1998

Statement of Financial Position
as of December 31, 1998

| CHANGES IN NET ASSETS: | | TOTALS | ASSETS | |
|--|--------------------------------|-------------|-------------------------------------|-------------|
| Support | | | Cash | \$253,602 |
| | Contributions | \$1,069,697 | Accounts Receivable | \$47,090 |
| | Grants | \$517,026 | Net Fixed Assets | \$5,006,504 |
| | Member Contributions | \$42,161 | Revolving Loan Fund | |
| Revenues | | | -Cash | \$1,595,969 |
| | Loan and Administration Fees | \$339,294 | -Loan Receivable: | |
| | Interest-Revolving Loan Fund | \$171,656 | Capital Loans | \$2,396,398 |
| | Interest-Other | \$8,553 | Fay-Penn IDC | \$150,000 |
| | Recovery of Bad Debt Expense | \$57,917 | -Investments-Loan Guarantee Program | \$200,000 |
| | Miscellaneous | \$10,442 | Other Assets | \$3,305 |
| Total Support and Revenues | | \$2,216,746 | TOTAL ASSETS | \$9,652,868 |
| EXPENSES | | | LIABILITIES AND NET ASSETS | |
| Program: | | | Liabilities: | |
| | Industrial Park Infrastructure | \$75,660 | Accounts Payable: | |
| | Fayette Forward Administration | \$60,294 | Operating | \$7,039 |
| | Revolving Loan Fund | \$430,000 | Mortgage Payable | \$4,180,994 |
| | Small Business Programs | \$77,101 | Total Liabilities | \$4188,033 |
| | Enterprise Zone Program | \$60,427 | Net Assets: | |
| | Team PA Program | \$29,031 | Operating: | |
| | Tourism Development | \$78,302 | Unrestricted | \$823,254 |
| | Multi-Tenant Buildings | \$350,009 | Temporarily restricted | \$299,214 |
| | Total Program Expenses | \$1,160,824 | Total operating | \$1,122,468 |
| Support Services: | | | Revolving Loan Fund: | |
| | General Administration | \$152,796 | Unrestricted | \$3,342,367 |
| | Business Assistance | \$157,131 | Temporarily restricted | \$1,000,000 |
| | Tourism Development | \$81,275 | Total Revolving Loan Fund | \$4,342,367 |
| | IDC Administration | \$150,630 | | |
| | Total Support Services | \$541,832 | Total Net Assets | \$5,464,835 |
| Total Expenses | | \$1,702,656 | TOTAL LIABILITIES AND NET ASSETS | \$9,652,868 |
| Increase in Net Assets | | \$514,090 | | |
| Net Assets: | | | | |
| Net Assets - January 1, 1998 | | \$4,520,745 | | |
| Assets Invested in Revolving Loan Fund | | \$430,000 | | |
| Increase in Net Assets | | \$514,000 | | |
| Net Assets - December 31, 1998 | | \$5,464,835 | | |

Fay-Penn Industrial Development Corporation

Statement of Activities
January 1, 1998 thru December 31, 1998

| CHANGES IN NET ASSETS: | TOTALS |
|------------------------------------|-------------|
| Revenues | |
| Rail asset liquidation | \$26,828 |
| Rail rehabilitation grant proceeds | \$250,000 |
| Contributions | \$75,000 |
| Gain on sale of asset | \$780 |
| Land easements | \$15,421 |
| Shortline operator lease | \$6,816 |
| Investment Income | \$5,629 |
| Other | \$772 |
| Total Support and Revenues | \$380,986 |
| EXPENSES | |
| Management and general | \$42,900 |
| Rail rehabilitation project | \$333,388 |
| Tourist train project | \$3,008 |
| Total Expenses | \$379,296 |
| Increase in Net Assets | \$1,690 |
| Net Assets: | |
| Net Assets - January 1, 1998 | \$5,444,738 |
| Increase in Net Assets | \$1,690 |
| Net Assets - December 31, 1998 | \$5,446,428 |

Statement of Financial Position
as of December 31, 1998

| | |
|----------------------------------|-------------|
| ASSETS | |
| Cash | \$78,421 |
| Cash - Escrow | \$16,469 |
| Accounts Receivable | \$126,487 |
| Grants Receivable | \$150,000 |
| Net Fixed Assets | \$5,378,500 |
| TOTAL ASSETS | \$5,749,435 |
| LIABILITIES AND NET ASSETS | |
| Liabilities: | |
| Accounts Payable | \$136,980 |
| Escrow | \$16,027 |
| Notes Payable: | |
| Rail Purchase | \$150,000 |
| Total Liabilities | \$303,007 |
| Total Net Assets - Unrestricted | \$5,446,428 |
| TOTAL LIABILITIES AND NET ASSETS | \$5,749,435 |

Fay-Penn undergoes a complete financial audit every year to ensure that its financial obligations are in full compliance with generally accepted accounting principles and that all grants were properly administered according to contract conditions and relative state and federal requirements.



Fayette Industrial Fund

Leo T. Krantz
President

Statement of Revenues, Expenses and Changes in Net Assets for the Period January 1, 1998 thru December 31, 1998

| REVENUES: | TOTALS |
|--|------------------------|
| Interest on Mortgages | \$1,205 |
| Interest on Temporary Investments | \$32,269 |
| Membership Dues | \$13,750 |
| Meeting Reimbursements | \$712 |
| Service Fees | \$10,091 |
| Miscellaneous | \$49 |
| Total Revenues | \$58,076 |
| | |
| EXPENSES | |
| Administration Fees | \$28,920 |
| Service Fees | \$10,091 |
| Insurance | \$2,522 |
| Real Estate Taxes | \$16,541 |
| Office Expense | \$1,059 |
| Legal and Accounting | \$2,640 |
| Meetings | \$1,057 |
| Property Operations | \$3,550 |
| Total Expenses | \$66,380 |
| Excess of revenues over (under) expenses | (\$8,304) |
| Gain on Sale of Land | <u>\$130,277</u> |
| Excess of Revenues Over (Under) Expenses including Gain on Sale of land | \$121,973 |
| | |
| Net Assets | |
| Net Assets - January 1, 1998 | \$1,603,260 |
| Excess of revenues over (under) expenses including gain on sale of land | \$121,973 |
| Net Assets - December 31, 1998 | \$1,725,233 |
| | |
| Balance Sheet as of December 31, 1998 | |
| | |
| ASSETS | |
| Cash in Bank | \$208,169 |
| Temporary Investments | \$500,000 |
| Current Portion of Mortgage Receivables | \$3,273 |
| Accrued Interest Receivable | \$3,675 |
| Prepaid Expenses | \$2,500 |
| Noncurrent Portion of Mortgage Receivables | \$27,245 |
| Fixed Assets - Land | \$2,108,146 |
| Total Assets | \$2,853,008 |
| | |
| LIABILITIES AND NET ASSETS | |
| Liabilities | |
| Deferred Revenue | \$27,775 |
| Note Payable | \$1,100,000 |
| Total Liabilities | \$1,127,775 |
| | |
| Net Assets | |
| Contributed capital | \$786,852 |
| Unrestricted fund equity | \$938,381 |
| Total Net Assets | \$1,725,233 |
| Total Liabilities and Net Assets | \$2,853,008 |

Connellsville Industrial Enterprises



C. Edward DeMuth
President

Summary of Combined Statement of Support, Revenues, Expenses and Change in Net Assets for the Period October 1, 1997 thru September 30, 1998

| Unrestricted Net Assets Revenue | TOTALS |
|--|------------------|
| Interest Income | \$14,806 |
| Miscellaneous Income | \$24 |
| Total Unrestricted Revenue | \$14,830 |
| | |
| EXPENSES | |
| Dues | \$460 |
| Insurance | \$1,380 |
| Consulting Fees | \$3,000 |
| Professional Fees | \$708 |
| Rent/Lease Expense | \$134 |
| Real Estate Taxes | \$614 |
| Utilities | \$140 |
| Office Expenses | \$123 |
| Total Operating Expenses | \$6,559 |
| Excess of Revenues Over (Under) Expenses | \$8,271 |
| Loss on Sale of Land | (\$33,676) |
| Excess of Revenues Over (Under) Expenses including Loss on Sale of Land | (\$25,405) |
| | |
| Net Assets | |
| Net Assets - October 1, 1997 | \$460,480 |
| Excess of Revenues Over (Under) Expenses including Loss on Sale of Land | (\$25,405) |
| Net Assets - September 30, 1998 | \$435,075 |
| | |
| Summarized Combined Balance Sheet as of September 30, 1998 | |
| | |
| Assets | |
| Cash | \$387,321 |
| Land - Industrial Park | \$31,938 |
| Land Improvements - Industrial Park | \$15,816 |
| Total Assets | \$435,075 |
| | |
| Liabilities and Net Assets | |
| Liabilities | |
| | |
| Total Liabilities | \$0 |
| | |
| Net Assets | |
| Unrestricted | \$435,075 |
| Total Liabilities and Net Assets | \$435,075 |

- ▀ **Keeping your taxes lower by increasing the tax base in your local community.**
- ▀ **Providing businesses with new customers and sales opportunities.**
- ▀ **Generating new job opportunities for local residents.**
- ▀ **Improving your community's overall quality of life.**

When a job is created or retained, over 50% of those payroll dollars will be spent in the retail and service sectors. Each time a dollar is spent in the local economy it circulates 5 to 7 times over, positively impacting every business and person in Fayette County. Over \$205 million of impact to date.

Increased Tax Base

- ◆ Local School Taxes
- ◆ Municipal Wage Taxes
- ◆ County Real Estate Taxes
- ◆ Municipal Property Taxes
- ◆ State Retail Taxes
- ◆ State Wage Taxes
- ◆ Federal Wage Taxes

Increased Services

- ◆ Insurance
- ◆ Maintenance Services
- ◆ Accounting Services
- ◆ Legal Services
- ◆ Car Repairs
- ◆ Real Estate Sales
- ◆ Wholesale Distributors
- ◆ and more . . .

Increased Retail Sales

- ◆ Dry Cleaning
- ◆ Home Purchases
- ◆ Restaurants
- ◆ Furniture
- ◆ Groceries
- ◆ Video Rentals
- ◆ Automobiles
- ◆ Hardware and more . . .



Recreation



Retail



Service



Real Estate



Construction



Restaurants



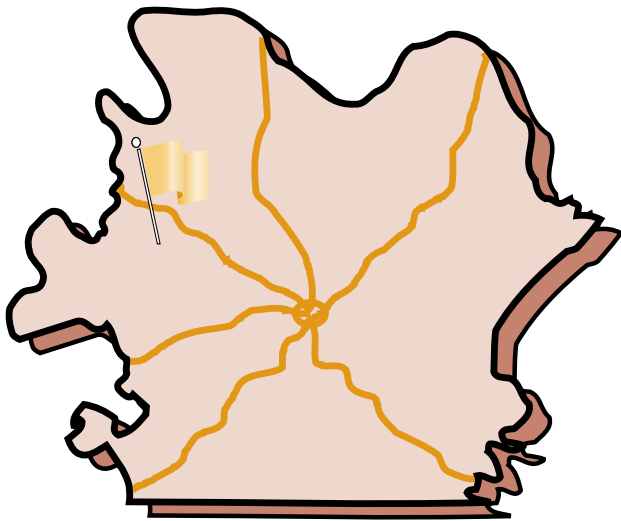
Health Care



Maintenance

Summary

of Completed Projects - 1998



Number of Projects and General Locations

1998 Business Development Projects

| | |
|---------------------------|-----|
| A & I Sales, Inc. | 3 |
| Berkley Surgical Corp. | 5 |
| Dance Tree Studio | 1 |
| Dynamic Materials Corp. | 125 |
| EZ Welding Co., Inc. | 2 |
| Houze Glass Corp. | - |
| Kloremus | 1 |
| Laurel Machine Co. | 4 |
| Lenora's | 4 |
| Lilley | 1 |
| Mu-Metric Instrumentation | 15 |
| Reed Tool & Die | 10 |
| Sew Special | 3 |
| Terri | 2 |
| George Smalley Co. | 3 |
| Wihelm & Kruse, Inc. | 40 |

Total: 219

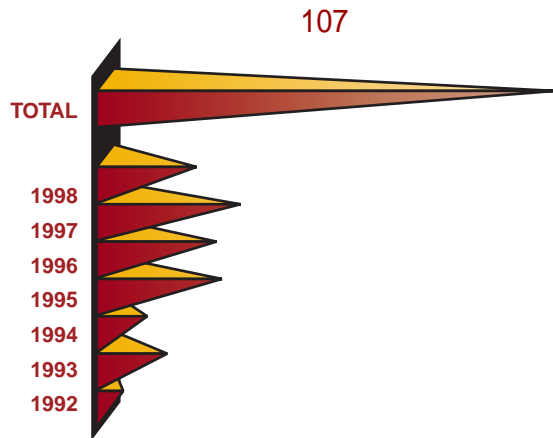
NEW PROJECT RESULTS OVERVIEW – 1998 TOTALS

| | |
|---|---------------------|
| Completed Projects | 24 |
| Jobs Created and Retained* | 219 |
| Increase in Annual Payroll Dollars | \$ 6,459,000 |
| Increase in Annual Tax Dollars | \$ 254,124 |
| New Investment | \$10,505,820 |
| Public Financing Utilized | \$ 8,126,500 |
| Private Investment | \$ 2,379,320 |

Key Performance Indicators

1992-1998

Total Completed Project



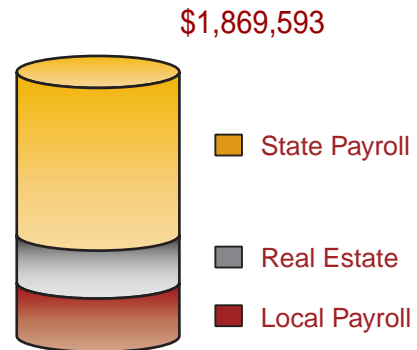
New Construction Dollars



New Annual Payroll Dollars Generated



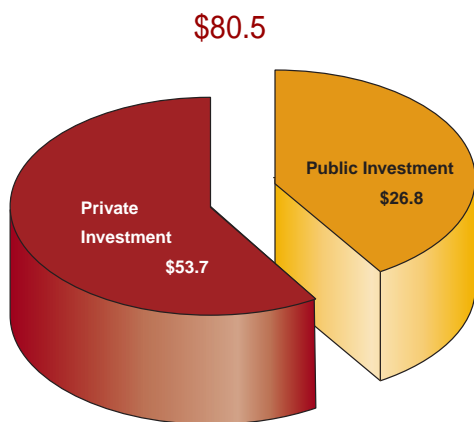
New Annual Taxes Generated



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

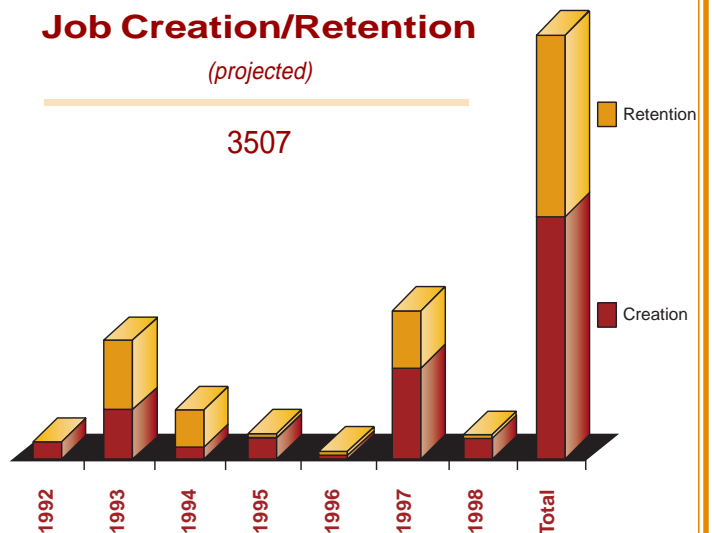
New Investment Dollars

(in millions)



Job Creation/Retention

(projected)



Business Development

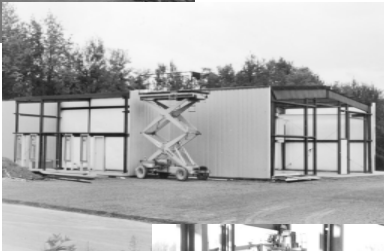
Wilhelm and Kruse, Inc.

Wilhelm and Kruse, Inc., a leader in the metal fabricating industry, purchased the vacant HBC Barge facility in Brownsville, PA. Fay-Penn assisted Wilhelm and Kruse in the financing of the acquisition and renovation project utilizing a \$420,250 Pennsylvania Industrial Development Authority loan and a \$200,000 loan from Fay-Penn's loan fund. The company also used tax-exempt bond financing through the Fayette County Industrial Development Authority to finance the balance of the project. Not only will this expansion project result in the creation of forty (40) new jobs at the facility, it will also reuse a facility abandoned over three years ago in one of the most distressed areas of Fayette County.

Laurel Machine Company, Inc.

In 1994, Laurel Machine Company, Inc. constructed a new manufacturing facility in Mt. Braddock. During 1998 Laurel Machine undertook a second expansion to the facility. Fay-Penn assisted in this expansion project with a \$55,000 loan through the Fay-Penn Revolving Loan Fund (\$25,000 of the loan came from the Fay-Penn Enterprise Zone Loan Fund.)

Laurel Machine expects this expansion project to result in the creation of four (4) new jobs at the facility.



Dynamic Materials Corp. (DMC)

DMC, headquartered near Boulder, Colorado, began construction of a 54,250 sq. ft. manufacturing facility in the Greater Uniontown Business Park. The company currently bonds dissimilar metals using explosives at a local mine three (3) miles away, near Dunbar. Fay-Penn spearheaded the project with the Governor's Action Team helping to secure various state grants and tax-credits from the Commonwealth, including a \$150,000 Opportunity Fund Grant, \$150,000 Customized Job Training Grant, \$23,500 Rail Freight Assistance Grant, and \$250,000 in tax credits through the State's Enterprise Zone Program. The project is expected to create 125 new jobs within the next three (3) years.

TeleTech Customer Care Management (PA)

Highlighting the end of 1997 was the announcement that TeleTech Holdings, Inc. will locate a customer service call center in Fayette County. To assist with leasehold improvements and for the purchase of furniture and equipment for the facility, Fay-Penn approved a \$375,000 loan through the Fay-Penn Revolving Loan Fund. In operation since February, the company has already created the 600 jobs expected from this project when it was announced in 1997.

Berkley Surgical Corporation

Berkley Surgical Corporation has been located in Fayette County since 1987. This diverse manufacturing company deals in specialty non-wovens for the medical, industrial, and food service industries. A \$55,000 loan through the Fay-Penn Revolving Loan Fund, was approved to assist with the purchase of machinery and equipment and for manufacturing facility renovations. This expansion project expects to create five (5) new jobs at Berkley Surgical Corporation.

Wilhelm & Kruse, Inc.
Laurel Machine Co., Inc.
Dynamic Materials, Corp.
TeleTech Customer Care Mgmt.
Berkley Surgical Corp.

C.F.R. Acquisitions, Inc.

The purchase of two carbon material reclamation businesses in Fayette County was completed by C.F.R. Acquisitions, Inc. in 1997. At that time, a \$250,000 application was submitted to the Commonwealth of Pennsylvania Enterprise Zone Competitive Grant Program to assist with the financing of the project. In November, 1998 the application was approved and the funds were loaned to the company through the Fay-Penn Enterprise Zone Loan Fund. These funds were used to reduce the original bank debt in the project. Fifty-six (56) existing jobs were retained at the two companies purchased through this financing assistance.

EZ Welding and Fabrication

EZ Welding and Fabrication provides its customers with all types of steel and aluminum supplies, structural steel fabrication and commercial railing. The company needed to purchase machinery and equipment to address increased sales. A \$40,000 loan through Fay-Penn's Revolving Loan Fund was used to assist with the financing of this purchase. Two (2) new jobs will be created as a result of this expansion project.

Nu-Metrics, Inc.

Nu-Metrics, Inc. constructed a 20,000-sq. ft. manufacturing and administration facility in Mt. Braddock in 1995. Continued sales growth over the past three years resulted in the need to expand the facility for additional manufacturing and warehouse space. In 1998 a 6,200 sq. ft. addition was completed. A \$175,000 loan through the Fay-Penn Revolving Loan Fund assisted with the financing for this expansion project. Nu-Metrics, Inc. expects to create fifteen (15) new jobs as a result of this project.



Houze Glass Inc.

Houze Glass Inc. has been growing consistently since the purchase of the company in 1994 by the current owners. Over the past two years, Houze Glass Inc. has tripled its product line, increased sales, and now offers nationwide distribution through two affiliates. To help finance working capital needs associated with this growth, Houze Glass Inc. was assisted through the Fay-Penn Loan Guarantee Program with a \$100,000 pledge against a revolving bank credit note.

Lenora's, Inc.

The first capital expansion project to be financed through the newly established Fay-Penn Tourism Revolving Loan Fund Program was an 12-room country inn to be constructed by Lenora's, Inc. Lenora's, Inc. received a \$40,000 loan from Fay-Penn to assist with construction of the Inn, purchase of furniture and fixtures, and working capital. A \$100,000 loan through The Progress Fund, a regional tourism loan program, was also used to finance this project. This project will create four (4) new tourism related jobs in Fayette County. In addition to coordinating financing assistance, Fay-Penn also provided technical assistance through its Small Business Development Program.

*CFR Acquisitions, Inc.
EZ Welding and Fabrication
Nu-Metrics, Inc.
Houze Glass, Inc.
Lenora's Inc.*



*George R. Smalley Company
Reed Tool & Die, Inc.
A&I Sales*



George R. Smalley Company

George R. Smalley Company, an industrial electrical systems contractor, has experienced significant sales growth since it was established in 1958. Continually expanding its services and service area, the company was in need of additional space for its operations and warehouse area. A \$32,500 loan through the Fay-Penn Revolving Loan Fund assisted with the construction of a 4,800 sq. ft. facility addition. This expansion project will result in the creation of three (3) new jobs.

Reed Tool & Die, Inc.

Reed Tool & Die, Inc. recently underwent its second business expansion project within the last four years. An \$85,000 loan through the Fay-Penn Revolving Loan Fund assisted with the purchase of machinery and equipment another \$105,000 loan was made to John & Minnie Reed to expand the manufacturing facility. Reed Tool & Die, Inc., a manufacturer specializing in made-to-order high speed or carbide cutting tools, expects to create ten (10) new jobs as a result of this expansion project.

A&I Sales

A&I Sales, established in 1979, sells industrial air filter products and Ansul Fire Extinguisher Systems throughout the tri-state area. In addition to providing small business technical assistance, Fay-Penn assisted A&I Sales with a \$35,000 loan through the Fay-Penn Revolving Loan Fund for the purchase and renovation of an office/warehouse facility in a highly visible site in the City of Uniontown. Participation in this project will help retain the three (3) existing jobs.

Small Business Development

During 1998, the Small Business Development Program at Fay-Penn received 240 inquiries from individuals, entrepreneurs and small companies. Thirteen (13) of these businesses received technical assistance, with seven (7) additional businesses securing financing in the amount of \$526,405. As a result, 15 jobs were created and/or retained. The companies that have invested in Fayette County include, but are not limited to, Sew Special, Little Moe Crown & Bridge, Prescription Solutions, and Terri's New Image Salon. Fay-Penn also continues to provide monthly new business workshops for those wanting to learn more about starting and growing a business.

SBA Microloan

The Small Business Administration Microloan Program continues to provide an alternative source of financing to small business owners. The



program was established in 1993 as a cooperative effort among Fay-Penn Economic Development Council, Washington County Council on Economic Development, and Greene County. It was expanded to include the Westmoreland Economic Development Corporation, the Morgantown Area Economic Partnership, the Monongalia County Development Authority, and the Preston County Economic Development Authority. In 1998, three (3) Fayette County businesses secured financing bringing the total financing to \$275,420 through loans made since the inception of the program. This program has allowed a total of 17 businesses to invest in the community.

Underground Storage Tanks

December 22, 1998 marked the date that owners of regulated underground storage tanks (USTs) needed to have their tanks in compliance with new Federal Environmental Protection Agency regulations. To assist tank owners in upgrading equipment to meet these requirements, the Commonwealth of Pennsylvania established the Underground Storage Tank Indemnification Upgrade Loan Program. This is a low-interest loan program that provides funding for activities necessary to bring regulated USTs into compliance. Fay-Penn assisted tank owners in preparing the loan applications and necessary documentation. Fay-Penn is currently working with six (6) tank owners to assist them in obtaining loans to upgrade their equipment and continue operating their businesses.

Fay-Penn Revolving Loan Fund

Originally established in 1993, Fay-Penn has successfully added new programs within the \$4.34 million Revolving Loan Fund (RLF). The Fay-Cap Loan Fund, Enterprise Zone Loan Fund (EZLF), and Fayette County Commissioners Loan Fund (FCCLF) Programs assist eligible businesses by funding capital expansion projects involving fixed assets, such as new equipment and facilities at low interest rates. The Loan Guarantee Program (LGP) can guarantee a percentage of private lending institution loans to eligible companies. The goal of the fund is to encourage job growth in the private sector. To date, 40 projects have been financed through the program resulting in over \$22 million in private investment and the potential creation and/or retention of over 1,300 jobs. During 1998 the fund grew from \$3.66 million to \$4.34 million thanks to the Enterprise Zone Grants and a Community Revitalization Assistance Program Grant secured with the support of the Fayette County Board of Commissioners and the Fayette County Legislative Delegation. In 1998, thirteen loans were made through the Revolving Loan Fund. These projects resulted in the creation and/or retention of 686 jobs. The RLF programs have proven to be an important funding tool to help companies make new capital investment in Fayette County.

Tourism Revolving Loan Fund

Fayette County's economy has benefited immensely over the years from income generated through the tourism industry. Fayette County has abundant outdoor recreational opportunities and tourism and cultural attractions. Building upon these quality of life strengths will help support other business development efforts. In 1998, Fay-Penn established the Tourism Revolving Loan Fund (TRLF) Program, designed to encourage tourism commerce development in Fayette County. Applicants to the TRLF Program must provide evidence that revenues generated are derived from tourism activity. Unrestricted funds were transferred from the Fay-Cap Loan Fund account to establish the Tourism Revolving Loan Fund Program.

Enterprise Zone Loan Fund

After a successful effort by Fay-Penn, with the support of the Pennsylvania Department of Community and Economic Development, parts of Fayette County were designated as a state Enterprise Zone for the 1st time since 1996. In 1997, the Enterprise Zone Loan Fund was established within Fay-Penn's Revolving Loan Fund (RLF) Program to administer grants received by Fayette County from the Pennsylvania Departments of Community and Economic Development Enterprise Zone Program. With the support of the Fayette County Board of Commissioners, \$525,000 was secured through the Enterprise Zone Program in 1998. Projects eligible to access these loan funds must be located within the designated Fayette County Enterprise Zone. During 1998, funds were secured for loans to C.F.R. Acquisitions, Inc., Laurel Machine Company and Fay-Penn's 32,400 sq.ft. multi-tenant project. These projects will result in the creation/retention of 110 jobs. As the loans are repaid, the funds will be used to recapitalize the Fay-Penn RLF for use by other companies located in the Fayette County Enterprise Zone.

Community Revitalization Assistance Program Grant

During 1998, Fay-Penn contracted with the Pennsylvania Department of Community and Economic Development to receive a \$150,000 Community Revitalization Assistance Program Grant from thanks to the efforts of Fayette County's State Legislative Team in Harrisburg. The grant funds was used to capitalize the Fay-Penn Revolving Loan Fund.



*Fay-Penn's Multi-Tenant Facilities
Fayette Business Park.*



*Fay-Penn's Multi-Tenant Facility
Greater Uniontown Business Park*

Fay-Penn Multi-Tenant Facilities

During 1998, Fay-Penn completed construction of Phase I of a new 32,400 sq. ft. multi-tenant building located in the Fayette Business Park. Fay-Penn's Board of Directors authorized this second multi-tenant building in an effort to address the ongoing need for quality, readily available building space. This new facility, located directly adjacent to Fay-Penn's first multi-tenant building, can house up to six occupants with the potential for an estimated 50 new jobs at the site. In March 1998, Fay-Penn completed the

acquisition of a 115,000 sq. ft. vacant manufacturing facility in North Union Township. During 1999, the facility will undergo extensive renovations and improvements to transform the facility into a multi-tenant building. Once renovations are completed, the facility can house up to six occupants with a potential for an estimated 150 jobs at the site. The multi-tenant projects were made possible by financial contributions from the Eberly Foundation.

Industrial Park Development

In an effort to increase the number of available sites for potential business expansion/location projects, and to generate economic development activity in many of Fayette County's most distressed communities, Fay-Penn invested, financed or committed up to approximately \$4.3 million to acquire vacant properties for development as future business parks. Until now, except for the remaining 150 acres in the Fayette Business Park, there was virtually no significant acreage available in the five (5) existing business parks in Fayette County. The majority of the existing parks are nearly filled to capacity. Fay-Penn acquired an additional 700 acres of land from local property owners at various locations along the Route 119 corridor for development and marketing as new, tax-free quality business location sites.



Fayette Business Park.

Industrial Park Marketing

Fay-Penn provides ongoing assistance to Fayette Industrial Fund, Connellsville Industrial Enterprises, and the Fayette County Redevelopment Authority by marketing their respective industrial park sites to potential businesses. Fay-Penn regularly develops and provides customized site proposal packages, brochures, maps, photos, demographic information, etc. to each individual business looking for potential sites in the Fayette County area. In addition, Fay-Penn maintains a listing of vacant buildings and available sites for industrial and commercial development.



Future Fayette Technology Park

Fayette Enterprise Community (FEC) Federal Designation

Fay-Penn invested hundreds of hours of time to lead a successful county-wide effort to receive Federal Enterprise Community status as a result, Fayette County was granted this significant national designation by the President's Community Empowerment Board, chaired by Vice President Al Gore. Six (6) census tracts and three (3) development sites in Fayette County have received the federal government's attention through its recent designation as a Rural Federal Enterprise Community. Part of an elite, national group of approximately 60 acres, federal empowerment zones and enterprise communities will receive special funding consideration and the potential for significant set-aside funding from virtually all of the federal departments, such as: education, agriculture, housing, economic development, etc. The purpose of the program is to provide distressed communities with the tools necessary for the residents of those communities to empower themselves through a strategic plan and implementation process. Fayette County was successful in winning one of twenty designations, during a national competition of approximately 160 applicants thanks to the efforts of our local, state and federal elected officials, Fayette Forward, and the following organizations that worked to develop the application: Connellsville Redevelopment Authority, Fayette County Community Action Agency, Inc., Fayette County Office of Community and Economic Development, Fayette County Redevelopment Authority, Uniontown Business District Authority and Uniontown Redevelopment Authority. Fay-Penn will serve as the responsible administering agency for the program.



Fayette County Enterprise Zone

Now in its third year, the Fayette County Enterprise Zone designation by the Commonwealth of Pennsylvania has been a valuable tool to the county's economic development efforts. Administered by Fay-Penn, the Fayette County Enterprise Zone designation gives projects located within the 14 municipality designated area priority consideration when applying for assistance under state programs. The Zone spans from the Westmoreland County border to Smithfield Borough, following the Route 119/Southwest Pennsylvania Railroad corridor. In 1998, businesses in Fayette County received \$580,000 in Enterprise Zone funding, raising the total funds received to \$780,000 since inception in 1996. The funds were loaned through Fay-Penn to companies located within the Fayette County Enterprise Zone for job creation and retention projects.

Keystone Opportunity Zone (KOZ) Designation

Feb. 25, 1999 was an exciting day for Fayette County. Gov. Tom Ridge announced the state's 12 new Keystone Opportunity Zones (KOZs) - where state and local taxes will be eliminated to stimulate job creation and community renewal in some of Pennsylvania's most challenged communities. Fayette County received approval for KOZ designation for approximately 3,000 acres. The acreage is comprised of several different sites located throughout Fayette County. The Fayette County sites were included in a regional application representing six other southwestern Pennsylvania counties, coordinated by Southwestern Pennsylvania



Commission. Businesses located in the Fayette County KOZ sites will not have to pay state corporate net income, capital stock and franchise, state sales, local real estate, net profits, and business gross receipts taxes through December 31, 2010. This is a true example of public/private partnerships. Much of the credit for the success of the KOZ designation belongs to our state and local elected officials and local school boards. Through their strong commitment and financial support of the KOZ program, these progressive leaders have illustrated a true desire to see their communities' progress into the next millennium. In addition to property owned by Connellsville Industrial Enterprises, Fayette Industrial Fund, South Union Township, and Fayette County, Fay-Penn invested, financed or committed to approximately \$4.3 million in the KOZ program by purchasing additional land to maximize the amount of tax-free acreage for inclusion as KOZ sites. Fay-Penn would not have been able to afford the investment without the support of Robert E. Eberly, who personally guaranteed a portion of the financing for the KOZ properties.



Workforce Development

Workforce quality and technical proficiency are critical issues for today's companies and are critical issues for any communities economic vitality. In 1998, with the assistance of an Appalachian Regional Commission grant, Fay-Penn was able to sponsor training for thirty-five companies who met the small business criteria. This effort supports our mission to develop employer led workforce training programs. 1998 was also the year that the Human Resource (HR) Network was established. The purpose of the HR Network is to bring together business owners and human resource professionals, identify issues, and prioritize needs, then provide the resources that meet those needs. A local wage and salary survey was also completed in 1998. Fay-Penn works continuously with companies providing technical assistance in the area workforce data, labor market information, education and training resources, and coordinates workforce delivery system services. Providing useful information to both local companies and companies evaluating the area.

Information/Training: The Key to Success

In an effort to support local business needs, Fay-Penn cosponsored several information, training and networking seminars and programs over the past six (6) years which were widely attended by local businesses. The following events were held in 1998:

- * Dale Carnegie Communications and Leadership Training
- * Telephone Skills Training
- * Future training programs will include:



Human Resource Network

A new initiative in 1998 was the development of the Fayette Human Resource Network. The network was formed as a cooperative effort between Fay-Penn Economic Development Council and the Central Fayette Chamber of Business and Industry. Business owners and managers are invited to a roundtable discussion on issues. The group of Human Resource Professionals and Managers holds quarterly meetings addressing topics such as insurance and benefits; recruiting and interviewing; workforce development; and legal concerns. The network is open to anyone concerned with the topics mentioned.

Tourism Development

In 1998, Fay-Penn worked diligently to assist in servicing \$50,000 through the Rivers of Steel/Pennsylvania Heritage Parks Program for the development of the Brownsville Wharf. In addition to funds raised in 1997, the effort will provide \$87,000 toward the completion of this project.

Distribution of the Fayette County Tourist Brochure began in 1998, with more than 40,000 copies handled out at 40 locations throughout the county. The brochure, describes everything from restaurants, to bed and breakfast establishments, to antique shops, to attractions, is designed to educate visitors about Fayette County's small business to increase the length of time visitors spend in Fayette County. By increasing the length of stay, economic impact is greatly enhanced.

Fay-Penn has also provided technical assistance to other local organizations for the planning and development of projects such as the Sheepskin Trail, the Heritage Trail, Touchstone Center for Crafts, the State Theatre for the Arts and Fort Necessity.

Pittsburgh Laurel Highlands - Regional Sign System Development

Planning for the Laurel Highlands Sign System was completed in 1998 and sign installation will begin in the summer of 1999.

Southwest Pennsylvania Railroad

On September 13, 1996, Fay-Penn acquired 24.9 miles of rail line

from CSX. Since that time, over \$730,000 in rehabilitation has been completed, including a \$334,000 rehabilitation project in 1998, that culminated in a realignment of track through Uniontown. In 1998, PennDOT approved a \$43,500 grant to assist in financing an additional \$58,000 in rehabilitation work to be completed by the end of 1999. The 65-mile, two county rail system, now known as the Southwest Pennsylvania Railroad, provides Fayette and Westmoreland County businesses with access to two class-one carriers --- CSX in Connellsville and Conrail in Greensburg. The pending sale and division of Conrail system to CSX and Norfolk Southern will be an added benefit to users by expanding the rail system to include all of Norfolk Southern's track. This merger will effectively give Fayette County users access to three class-one carriers, making rail freight shipping more cost effective. The short line system will serve the Sony plant in Westmoreland County, the Fayette Business Park to the south, and a conglomerate of additional users in between. Rail service is currently offered five days per week in Fayette County.



Team Pennsylvania

As the Commonwealth's contracted "Team PA" organization for Fayette County, Fay-Penn continued the business calling program initiated by Governor Tom Ridge in 1997. This initiative involves calling upon local businesses to assess their needs and provide direction to available services. The data collected in these interviews is reported to, and tracked by, the Commonwealth using state-of-the-art technology. In 1998, Fay-Penn's Business Development Coordinator met with 103 businesses, thirty (30) of which received services from Fay-Penn and other organizations through the "Team Pennsylvania" network.



Fayette Forward

Fayette Forward, in existence for the past four years, has been accomplishing its goal of maintaining an up-to-date, active Strategic Plan for Fayette County. A new printing of the Plan was published in 1998. The informal, community-driven organization started with a group of approximately 500 concerned citizens. Today, the level of involvement organization has grown to over 4000 people.

Since inception, Fayette Forward and the Fayette County Strategic Plan have been extended with the creation of two additional committees, i.e. Agriculture and Environment, and two community outreach centers located at the Uniontown Mall and Laurel Mall.

But, as with any strategic plan, there's no "resting on our laurels." The Strategic Plan is continually updated by re-scanning the environment, identifying areas of need and opportunity, developing new responses for changing conditions, and documenting the progress-to-date.

Fayette Forward has used a community empowerment approach with the strategic planning process for years. The county residents must be involved in all stages of the process. Citizen participation gives ownership, responsibility, and accountability needed to make the programs successful.

The county-wide strategic plan also laid the ground work for the Federal Enterprise Community application that was successful in receiving the national designation.



Contribution 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 a strong supporter of Fay-Penn since its inception in 1991. In 1998, The Eberly Foundation contributed over \$650,000 in support of Fay-Penn's administration and an additional \$350,000 designated for specific projects undertaken in 1998. Fay-Penn takes this opportunity to say "Thank You" to the following who have provided significant financial support to both projects and program, in 1998.

\$1,000 - \$10,000

- ❖ Bell Atlantic
- ❖ Columbia Gas of PA, Inc.
- ❖ First Federal Savings & Loan of Greene Co.
- ❖ Laurel Bank
- ❖ Laurel Business Institute
- ❖ National City Bank of PA

\$10,001 - \$100,000

- ❖ Commonwealth of Pennsylvania - Enterprise Zone Grant Program Team PA Partnership
- ❖ Mr. & Mrs. Robert E. Eberly
- ❖ Howard Heinz Endowment

Over \$100,000

- ❖ The Eberly Foundation
- ❖ Commonwealth of Pennsylvania - Community Revitalization Assist. Program Enterprise Zone Competitive Grant Program
- ❖ U.S. Appalachian Regional Commission

Fay-Penn acknowledges, with much thanks, the nearly 200 area businesses, organizations and individuals listed on this page whose annual financial contributions have aided in Fay-Penn's success and accomplishments to date.

Alden Oil Company
American Ambulance
American Legion
Anchor Glass Container Corp.
Assad Iron & Metals, Inc.
Bell Atlantic
Berish Agency, Inc.
Blaney Farms, Inc.
Bone & Joint Surgical Assoc. P.C.
Perryopolis Borough
Smithfield Borough
E.W. Bowman, Inc.
Bradley Paint Company
Brodak's Shop N' Save
Brownsville Area Chamber of Commerce
Brownsville Area Revitalization Corp.
Brownsville Bus Lines
Brownsville General Hospital
Brownsville School District
BT Financial
Cardello Electric Supply Co.
F.P. Cardenas, MD
Cavert/Quincy Acquisition Co.
Cellular One
Centennial Chevrolet-Geo-Dodge, Inc.
Central Fayette Chamber of Business & Industry
Ceramic Fiber Technologies
Champion Lumber Co., Inc.
Chess Coal Company
Christopher Resources, Inc.
James Edward Clarke
O.C. Cluss Lumber
Coca Cola Bottling Corp.
Coldren Adams
Columbia Gas of PA., Inc.
Commercial Stone Co., Inc.
Conn Realty
Connellsville Chamber of Commerce
Connellsville Industrial Enterprises
Connellsville Printing Company
Connellsville Redevelopment Authority
City of Connellsville
David S. Cooper Real Estate
Crown Cork & Seal Company, Inc.
Daily Courier
Rep. Peter Daley, II
Daniel's
Davis & Davis
Demco Excavating, Inc.
DeMuth Florist, Inc.
Detweiler Pontiac, Inc.
Rep. H. William DeWeese
Donald M. Miller, Inc.
Dow Construction Company
Eat N' Park Restaurant
Eberly & Meade
Fayette County Airport Authority
Fayette County Community Action Agency, Inc.
Fayette County Medical Society
Fayette County Mental Health/Mental Retardation
Fayette County Redevelopment Authority
Fayette Engineering Co.
Fayette Fuel, Inc.
Fayette Institute of Commerce & Technology
Fayette Parts Service
Fayette Positive Action Citizens
Fayette Radiation Therapy Mgmt. Inc.
Fayette Tire Company
Fay-West Travel, Inc.
John A. Fiesta Agency, Inc.
R. Bruce Fike & Sons Dairy, Inc.
Fike Insurance Agency
First Federal Savings & Loan of Greene Co.
First Federal Savings Bank
Fox Glass Company
Frank's Auto Supply
Gabriel Brothers
Gallatin Fuels, Inc.
Garbart Consulting Services, Inc.
Gerome Manufacturing Co., Inc.
Goodwill Industries
Haky Funeral Home
Hazemag, USA, Inc.
Helicon Cablevision
Helicopter Aviation Services, Corp.
Highlands Hospital & Health Center
Holiday Inn
Honisek Tool Co., Inc.
Houze Glass Corporation
Dr. Ronald E. Hugh, DDS
Interim Personnel
Jackson Dairy Farm
Thomas Kalman
William B. Kania Associates
Senator Richard A. Kasunic
Leo T. Krantz, Jr.
Laurel Business Institute
Laurel Caverns
Laurel Highlands School District
Laurel Highlands, Inc.
Robert Lynn Construction
Lynn's Dairy Queen Franchiser
M&Y Services, Inc.
Margolis, George & Port
Masontown Industrial Development Corp.
Masontown Trophy Co.
McClure & Wolf
McMillen Engineering
Meloni's Restaurant
MONY
N.A.A.C.P.
National City Bank of PA
National Road Heritage Park Project
Neubauer's Flowers, Inc.
North Fayette Co. Municipal Authority
Nu-Metrics Instrumentation
Oglevee, Ltd.
Ohiopyle Prints
PA-American Water Company
Parker/Hunter, Inc.
Park's Moving & Storage, Inc.
PennState Fayette
Peoples Natural Gas Company
Perma-Cote Plastics
PNC Bank
Plumbers & Pipe Fitters Union No.354
Poulos Painting Company
Private Industry Council of Westmoreland/Fayette,
PSI Packaging Services, Inc.
Dr. Mark Rabatin, DDS
Donald Redman
Republic Chamber of Commerce
Rep. Lawrence Roberts
Romeo & Sons
Rupp Medical Associates
Norma Santore, County Sheriff
Scottdale Bank & Trust Company
Seaton & Bowman, Inc.
Second National Bank of Masontown
Sensus Technologies, Inc.
Dr. Ronald R. Sepic, DDS, LTD
Shady Side Inn
Rep. James E. Shaner
Shumar's Welding & Machine Service, Inc.
Smithfield Hardware & Appliance
Smithfield State Bank
Art Snyder Sanitary Supply
Solomon Accounting Service
Spartan Construction
Paul Sprowls Agency
Stahls' Special Projects, Inc.
Rep. Jess Stairs
Stefano's Printing
Stone & Company
Summit Inn Mountain Resort
Summit Products Co.
Swan's Appliance & Furniture
Tedesco Manufacturing Company
The Insurance People, Inc.
The Medicine Shoppe
Mark Thompson Distributing
Brownsville Township
Connellsville Township
Dunbar Township
Georges Township
Jefferson Township
Luzerne Township
Saltlick Township
Stewart Township
Upper Tyrone Township
Wharton Township
Tri-Town Industries, Inc.
City of Uniontown
Uniontown Area School District
Uniontown Downtown Business Authority
Uniontown Hospital
Uniontown Mall
Uniontown Motor Club
Uniontown Newspapers, Inc.
Uniontown Redevelopment Authority
United Defense LP
United Mine Workers
Unlimited Housing for the Elderly
Valley Welding
Whitby, Inc.
White Swan Flower Shop
Widmer Engineering Co.
Williamhouse Regency of Delaware, Inc.
Wright Poster Advertising
Yezbak Lumber Co.

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
- ❖ Allegheny Conference on Community Development
- ❖ Allegheny Heritage Development Corporation
- ❖ Ben Franklin Technology Center of Western PA
- ❖ Brownsville Area Revitalization Corp.
- ❖ Brownsville Area Chamber of Commerce
- ❖ Builders Association of Fayette County
- ❖ California University of PA Entrepreneurial Assistance Center
- ❖ Career Link
- ❖ Carnegie Mellon University
- ❖ Central Fayette Chamber of Business and Industry
- ❖ Community Loan Fund of Southwestern PA, Inc.
- ❖ Connellsville Chamber of Commerce
- ❖ Connellsville Industrial Enterprises
- ❖ Connellsville Job Service
- ❖ Connellsville Redevelopment Authority
- ❖ Duquesne University Small Business Development Center
- ❖ Enterprise Corporation of Pittsburgh
- ❖ Fayette Association of Positive Action Citizens
- ❖ Fayette County Board of Commissioners
- ❖ Fayette County Board of Township Supervisors
- ❖ Fayette County Business and Education Partnership
- ❖ Fayette County Community Action Agency, Inc.
- ❖ Fayette County Historical Society
- ❖ Fayette County Industrial Development Authority
- ❖ Fayette County Office of Community and Economic Development
- ❖ Fayette County Redevelopment Authority
- ❖ Fayette Festival Association
- ❖ Fayette Forward
- ❖ Fayette Industrial Fund
- ❖ Fay-Penn Industrial Development Corporation
- ❖ Goodwill Industries
- ❖ Greene County Redevelopment Authority
- ❖ Laurel Business Institute
- ❖ 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
- ❖ Office of Vocational Rehabilitation
- ❖ 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 Job Service Center
- ❖ PA Legislative Delegation
- ❖ PA Small Business Development Centers
- ❖ PennState Fayette
- ❖ Penn's Southwest Association
- ❖ PennTAP
- ❖ Pittsburgh High 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
- ❖ Southwestern PA Commission
- ❖ Southwestern PA Growth Alliance
- ❖ Southwestern PA Hardwoods Council
- ❖ Southwestern PA Heritage Preservation Commission
- ❖ Southwestern PA Industrial Resource Center
- ❖ Saint Vincent College Small Business Development Center
- ❖ Steel Valley Heritage Corporation
- ❖ 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. Small Business Administration
- ❖ U.S.D.A. Forest Service
- ❖ U.S.D.A. Rural Development
- ❖ Uniontown Downtown Business District Authority
- ❖ Uniontown Redevelopment Authority
- ❖ University of Pittsburgh Small Business Development Center
- ❖ Washington County Council on Economic Development
- ❖ Waynesburg College
- ❖ Westmoreland Economic Development Corporation

Special Thanks

- | | |
|-------------------------------|-----------------------------|
| Pa. Dept. of Labor & Industry | Dunbar Twp. Supervisors |
| Connellsville Airport | Springhill Twp. Supervisors |
| Pittsburgh Regional Alliance | Menallen Twp. Supervisors |
| Working Together Consortium | Redstone Twp. Supervisors |
| Southwest PA. Railroad | City of Uniontown |
| South Union Twp. Supervisors | City of Connellsville |
| Bullskin Twp. Supervisors | Dunbar Borough |
| North Union Twp. Supervisors | Republic Borough |
| Georges Twp. Supervisors | |

Sign System

Work on the Sign System Project had continued through 1998. Planning for the installation of the 1st signs was completed with the installation scheduled to begin the summer of 1999. When completed the project will greatly improve the access and visibility of Fayette County's world-class attractions.

Fay-Penn
Economic Development Council

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Uniontown, PA 15401

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Located in the "Scenic Laurel Highlands"