

BUSINESS INCENTIVES

Fay-Penn can access a variety of business assistance programs and will help you to navigate through them. Many of these incentives are briefly described here with links to more detailed information. For questions or assistance, contact Lori Scott at Fay-Penn: 724.437.7913 or loris@faypenn.org.

GRANTS & LOAN PROGRAMS:

- **[Fay-Penn Economic Development Council](#)**: *Fay-Penn works with businesses on an individual basis to determine the best financing option for their projects.*
- **[PA DCED Programs and Funding Assistance](#)**: *Numerous grant and/or loan programs available to various size and types of businesses for varying purposes ranging from working capital, machinery and equipment, land and building construction and acquisition, environmental assessments, clean energy, etc. [Searchable listing](#). Some of the most used financing programs are listed below:*
 - **[Pennsylvania First \(PA First\)](#)**: *Grant/loan/loan guarantee program for machinery/equipment; job training; infrastructure; land and building improvements; environmental assessment/remediation; acquisition of land, buildings, and rights-of-way; working capital; and site preparation, demolition, and clearance.*
 - **[Pennsylvania Industrial Development Authority \(PIDA\)](#)**: *Low-interest loans and lines of credit for eligible businesses that commit to creating and retaining full-time jobs and for the development of industrial parks and multi-tenant facilities.*
 - **[Business in Our Sites \(BOS\)](#)**: *Empowers communities to attract growing and expanding businesses by helping them build an inventory of ready sites.*
- **[PA DCNR Community Conservation Partnership Program Grants](#)**: *Grants to assist local governments and recreation and conservation organizations with funding for projects such as planning, acquisition, and development of public parks; recreation areas; motorized and non-motorized trails; river conservation and access; conservation of open space; and support regional and statewide partnerships that build capacity to better develop and manage resources.*
- **[PA Redevelopment Assistance Capital Program \(RACP\)](#)**: *Grant program for the construction or acquisition of regional economic, cultural, civic, recreational, and historical improvement projects. Projects must generate substantial increases or maintain current levels of employment, tax revenues, or other measures of economic activity.*
- **[Fayette County Local Share Account \(LSA\)](#)**: *LSA funds may be used for economic development, community improvement and public interest projects in Fayette County.*
- **[Bridgeway Capital](#)**: *Microloans, loans for startups, and loans for business growth.*

BUSINESS INCENTIVES

- [Connellsville Redevelopment Authority](#): Various loan types available
- [Honeycomb Credit](#): Crowdfunding loans for small businesses
- [KIVA](#): Crowdfunding loans for small businesses
- [Pursuit Lending](#): Small business loans
- [US SBA Funding Programs](#)
 - [Loans](#): Start or expand your business with loans guaranteed by the Small Business Administration. Use Lender Match to find lenders that offer loans for your business.
 - [Investment Capital](#): Find an investor for your business through a Small Business Investment Company (SBIC) licensed by the Small Business Administration (SBA).
 - [Grants](#): Grants are available for exporting, as well as research and development..
- [US Manufacturers Economic Development Financing Associates \(MEDFAS\)](#): US Treasury program that provides tax exempt financing to fund expansion projects.
- [Uniontown Downtown Business District Authority](#): Loans to businesses located in the downtown Uniontown Business District.

INVESTMENT CAPITAL:

- [Bridgeway Capital](#): "Financing programs to assist startup entrepreneurs, established small businesses, and nonprofit organizations pursue growth opportunities.
- [Birchmere](#): Venture Capital
- [Idea Foundry](#): Organization that provides **financial support, experienced mentors and a process and tools** to help develop business models in Southwestern PA.
- [Innovation Works \(Ben Franklin Technology Partner of Southwest PA\)](#): Pennsylvania-funded organization that provides direct investments and business expertise to technology entrepreneurs, researchers and small manufacturers.
- [Pennsylvania Angel Network \(PAN\)](#): A coalition of approximately 20 Angel groups throughout the Commonwealth that create an investment eco-system with angels, early stage venture firms, service providers, economic development organizations, tech transfer centers, and higher education institutions that provide resources and support to entrepreneurs.
- [Pittsburgh Life Sciences Greenhouse \(PLSG\)](#): Investment firm provides capital, resources and tools to entrepreneurial life sciences enterprises in western Pennsylvania.

BUSINESS INCENTIVES

TAX RELIEF/CREDITS/ABATEMENTS:

- **[PA Keystone Opportunity Zone \(KOZ/KOEZ/KOIZ\)](#)**: A wide variety of state and local tax credits, waivers, and broad-based abatements for companies located in designated areas.
- **[PA Keystone Innovation Zone \(KIZ\)](#)**: Tax credit program to companies less than eight years old, operating within specific targeted industries, and located in designated areas.
- **[PA Educational Improvement Tax Credit Program \(EITC\)](#)**: Tax credits to eligible businesses contributing to a Scholarship Organization, an Educational Improvement Organization, and/or a Pre-Kindergarten Scholarship Organization.
- **[PA Historic Preservation Tax Credit \(HPTC\)](#)**: Tax credits to qualified taxpayers who will be completing the restoration of a qualified historic structure into an-income producing property.
- **[PA Keystone Special Development Zone \(KSDZ\)](#)**: \$2,100-per-job tax credit to companies who create jobs when revitalizing abandoned or deteriorated commercial and industrial sites.
- **[PA Local Economic Revitalization Tax Assistance \(LERTA\)](#)**: Local taxing authorities provide tax exemption for new construction in deteriorated areas, and for improvements to certain industrial, commercial and other business properties.
- **[PA Manufacturing Tax Credit \(MTC\) Program](#)**: Tax credits to taxpayers who increase their annual taxable payroll by \$1,000,000 through the creation of new full-time jobs.
- **[PA Neighborhood Assistance Program \(NAP\)](#)**: Tax credit program to encourage businesses to invest in projects which improve distressed areas.
- **[PA Enterprise Zones](#)**: An incentive program that provides tax credits to businesses or private companies investing in rehabilitating, expanding, or improving buildings or land located within designated enterprise zones.
- **[PA Opportunity Scholarship Tax Credit Program \(OSTC\)](#)**: Tax credits to eligible businesses contributing to an Opportunity Scholarship Organization.
- **[PA Research and Development](#)**: Pennsylvania tax credit for companies incurring qualified expenses for research and development.
- **[US R&D Tax Credit](#)**: Tax credit given to companies who create new or improve existing functionality, performance, reliability, or quality of a business component.
- **[US Opportunity Zones](#)**: An Opportunity Zone is an economically-distressed community where private investments, under certain conditions, may be eligible for capital gain tax incentives.

BUSINESS INCENTIVES

TECHNICAL ASSISTANCE:

- **[St. Vincent Small Business Development Center](#)**: provides consulting services and educational programs to entrepreneurs looking to start or grow a small business in Westmoreland and Fayette Counties.
- **[PennTAP](#)**: The Pennsylvania Technical Assistance Program (PennTAP) at Penn State is a statewide technical assistance organization charged with supporting Pennsylvania businesses and anchor institutions with two primary areas of expertise: [Energy and Environmental Services](#) and [Innovation Services](#).
- **[Innovation Works](#)**: Support tech entrepreneurs through each stage of their idea — helping them build their startup from scratch, find the resources to grow their company and find the funding they need to keep their idea moving forward. Innovation Works is the largest seed stage investor in the Southwestern Pennsylvania region, and one of the most active in the country.
- **[Ben Franklin Technology Partners Challenge Grant](#)**: Access to capital, business expertise, technology commercialization services to advance the development of new technologies and for the generation, conservation, and transportation of alternative and clean energy.
- **[PA DCED Small Business Assistance](#)**: Pennsylvania Business One-Stop Shop is the go-to resource for planning, registering, operating, and growing a business – while working smart and living happy in Pennsylvania.
- **[U.S. Small Business Administration](#)**: Loans, loan guarantees, contracts, counseling and other forms of assistance to small businesses.
- **[SCORE](#)**: Service Corps of Retired Executives (SCORE) provides free business mentoring services to prospective and established small business owners.

WORKFORCE SUPPORT:

- **[Pennsylvania CareerLink](#)**: Provide resources to individuals, employers and training providers through its JobGateway service.
- **[Pennsylvania On-The-Job Training \(OJT\)](#)**: Wage reimbursement to companies training new employees.
- **[Pennsylvania Workforce and Economic Development Network \(WEDnetPA\)](#)**: Funding to train new or existing employees in essential skills and advanced technology. Applicable both to in-state businesses and companies relocating to Pennsylvania.

BUSINESS INCENTIVES

GOVERNMENT CONTRACTING:

- **[Johnstown Area Regional Industries \(JARI\)](#)**: Providing individual counseling and group training with peer organizations, we assist in all areas of government contracting and related subcontracting.
- **[US SBA Contracting Assistance Programs](#)**: The federal government uses special programs to help small businesses win at least at 23 percent of all federal contracting dollars each year.
- **[Historically Underutilized Business Zone \(HUBZone\)](#)**: Designated census tracts that provide specialized access to Federal contracting opportunities.
- **[The Innovation Partnership \(IPart\)](#)**: A statewide consortium of economic development, business assistance, and higher education organizations that provide early-stage technology companies with free proposal writing assistance, training, and financial assistance.

FOREIGN MARKETS ASSISTANCE:

- **[Southwestern Pennsylvania Commission](#)**: SPC's Export Development Program seeks to create and retain jobs by assisting local business growth through export sales. SPC's Export Development staff offer consultative services to small and medium-sized companies. In addition, SPC works with a global network of Authorized Trade Representatives covering over fifty countries.
- **[Global Access Program](#)**: Designed to enhance the capability of small to mid-sized Pennsylvania companies to increase export sales.
- **[PA DCED Export Assistance](#)**: Wide range of programs and services to expand the global reach and export capacity of the commonwealth's business community.
- **[PA Office of International Business Development \(OIBD\)](#)**: Offers customized services to help international companies looking to locate or expand in our state.
- **[US Department of Commerce's Export.gov](#)**: Helps U.S. companies plan, develop and execute international sales strategies necessary to succeed in today's global marketplace.