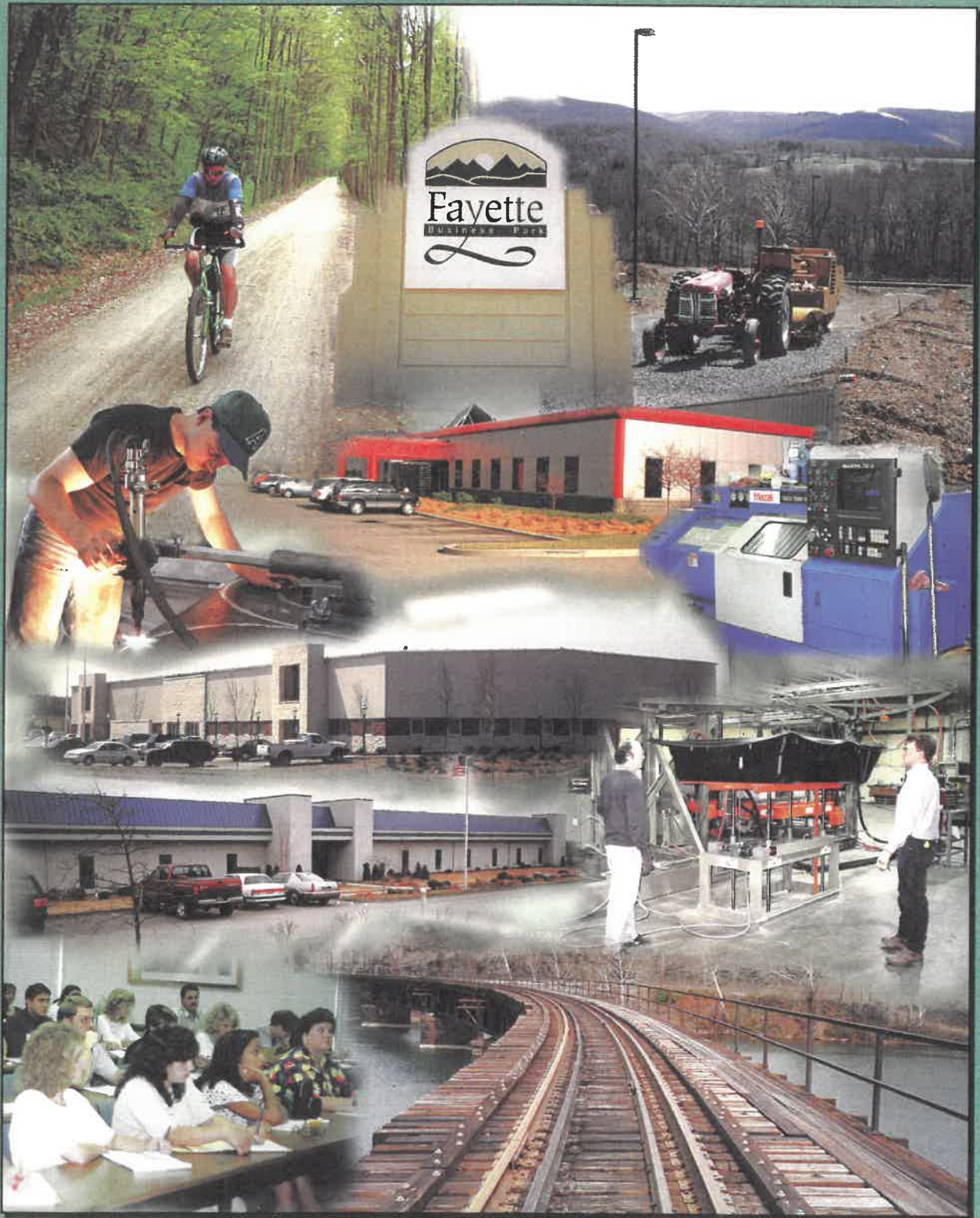


FAY-PENN

ECONOMIC DEVELOPMENT COUNCIL



ANNUAL REPORT

1996

TABLE OF CONTENTS

M ESSAGE FROM THE PRESIDENT	2
F AY-PENN OFFICERS	2
F AY-PENN BOARD OF DIRECTORS.....	3
O RGANIZATION OVERVIEW	4
F AY-PENN STAFF AND SERVICES	5
F INANCIAL STATEMENTS	6-7
Fay-Penn Economic Development Council	
Fay-Penn Industrial Development Corporation	
Fayette Industrial Fund	
Connellsville Industrial Enterprises	
S UMMARY OF COMPLETED PROJECTS - 1996	8
K EY PERFORMANCE INDICATORS	9
E CONOMIC IMPACT.....	10
P ROGRESS AT A GLANCE	11-17
R EGIONAL IMPACT	18
F INANCIAL CONTRIBUTION ACKNOWLEDGMENTS	19
Special Contributions	
Membership	
S PECIAL THANKS	20

MESSAGE FROM THE PRESIDENT



ON BEHALF OF the board of directors, it is my distinct pleasure to report Fay-Penn Economic Development Council's accomplishments for 1996. In addition to this past year's results, Fay-Penn is celebrating its fifth year anniversary. This report to the community includes a summary of accomplishments from Fay-Penn's beginning in 1992 through 1996. All of these achievements described throughout this annual report could not have been accomplished without the encouragement of the membership and cooperation of the many organizations listed in this report. Fay-Penn is grateful for their continued support.



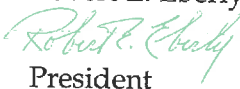
In 1996, Fay-Penn assisted 19 companies in making over \$8.8 million in new investment. These companies project to retain and generate 187 jobs as a result of their investment in our communities. In total, since 1992, Fay-Penn assisted in 67 economic development projects involving 2044 jobs and an estimated \$18.8 million in new annual payroll. This economic impact also translates into an estimated \$1 million increase in local tax revenues supporting the state, county and local governments and the school districts, not to mention the increase in personal residential real estate and retail sales taxes.

Fay-Penn continues to be an active participant in the Fayette County Strategic Plan "Fayette Forward". Through an open public process, hundreds of Fayette County residents concerned about their community and its future for their children have participated in developing a revitalization plan for Fayette County. Fay-Penn is proud to be a part of "Fayette Forward" by being both an active participant and by providing administrative services to support the plan. In 1996, Fay-Penn implemented several important initiatives in the plan including the construction of the first speculative building which is now fully occupied employing more than 130 people. Other major accomplishments this past year include preserving the rail line in Fayette County and the extension of that effort into Westmoreland County to form a 65 mile short-line rail system. In addition, Fay-Penn was instrumental in having an area of Fayette County designated as one of the largest Enterprise Zones in the State.

Tourism, workforce development, small business technical assistance, business outreach and enterprise zone management continue to be a major focus of the organization. The report includes accomplishments in all of these areas. Fay-Penn is also working on regional issues helping with revitalization initiatives that affect all residents of southwestern Pennsylvania.

With all of the accomplishments over the last five years, it is clear that Fayette County is facing a wonderful opportunity for economic growth in the future. It will take a firm commitment and continued spirit of cooperation of everyone working together to maximize the revitalization efforts. At a time when local resources are limited, the community must make a concerted effort to invest in its future. Fay-Penn will continue its commitment to invest in Fayette County to increase the tax base, turn opportunity into jobs and create a stronger economy to improve the quality of life for all residents.

Robert E. Eberly



President

OFFICERS



ANDREW J. DURAN
First Vice President



JOANNE RAE
Second Vice President



JOHN A. BUCHANAN
Secretary



RUSSELL B. MECHLING, JR.
Treasurer



MICHAEL W. KRAJOVIC
Executive Vice President

1996 BOARD OF DIRECTORS



HARRY E. ALBERT
Fayette County Commissioner



JAMES BALLING
Pres., Fayette Industrial Fund



DAVE BERISH
Berish Agency, Inc.



SEAN CAVANAGH
Fayette County Commissioner



RAYMOND CHESSE
Pres., Chess Coal Company



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



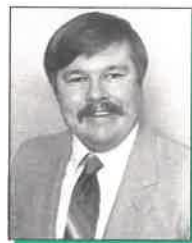
REP. PETER J. DALEY, II (D)
Dist. 49 - PA House of Representatives



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., Stahl's Hotronix



JOHN A. FIESTA
Pres., Fiesta Insurance Agency



JAMES R. FOUTZ, CPA
McClure & Wolf



JAMES GABRIEL
Pres., Gabriel Brothers



WILLIAM JACKSON
Pres., Jackson Farms Dairy



SEN. RICHARD KASUNIC (D)
District 32 State Senator



ANDREW KNICELEY
The Daily Courier



GEORGE RATTAY
Steam Fitters Union



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 STUCKSLAGER
VP., Fay. Co. Board of Supervisors



JOSEPH TASSONE
Gallatin Fuels



CRAIG TOMCHIK
Helicon Cablevision



VINCENT A. VICITES
Chairman, Fayette County Commissioners



EDWARD YANKOVICH
United Mine Workers of America



Director Emeritus
EDWARD E. VIGNALI
Chairman of the Board, Second National Bank of Masontown

NOT PICTURED:
PAUL BACHARACH
Uniontown Hospital
WOODY LAKE
Anchor Glass Container Corp.

JAMES MORRISTON
Fayco Plastics, Inc.
HARRY REAGAN
Second National Bank of Masontown

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. 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.

Provide the economic development services that meet the needs of Fayette County by building local capacity and capabilities.

- 1 - Develop the organization and resources needed to provide top quality, professional economic development services and programs through a strong public and private partnership.
- 2 - Build 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.
- 3 - Establish a business assistance network that offers a full range of support services for businesses and local organizations.
- 4 - Conduct an outreach to businesses throughout Fayette County to offer assistance as part of an aggressive business retention and expansion effort.

Encourage development at existing and future business sites.

- 1 - Concentrate marketing on vacant buildings and available land in business parks.
- 2 - Improve infrastructure capabilities at existing and future development sites.
- 3 - Improve road, air and rail transportation systems including preserving rail service in Fayette County for existing and future rail users.
- 4 - Develop key sites through improved planning, marketing and management techniques.

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

- 1 - Advance the image of Fayette County's tourist industry from a weekend mountain recreation area to a full service, multi-day, vacation destination.
- 2 - Serve as a catalyst to develop multi-day tourism packages by building thematic linkages between individual attractions in an effort to increase weekday tourism.
- 3 - Assist local businesses in transitioning to better capitalize on growth opportunities presented in a dual manufacturing and tourism based economy.
- 4 - 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.
- 5 - Assist local historical societies, businesses and community development organizations in their efforts to develop new tourism attractions and renovate downtown areas throughout Fayette County.

Organization Overview

Incorporated in 1991, Fay-Penn was formed to assist in the economic revitalization of Fayette County. The organization was designated by the Internal Revenue Service as a tax-exempt, non-profit organization under Section 501(c)(3) of the Internal Revenue Code. As a membership based organization with over 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 revitalization efforts including providing administrative assistance for other economic development organizations and initiatives.

Fay-Penn Business Services

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

Meeting the needs of companies is FAY-PENN'S number one priority!

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 coordinates 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 Park Development:

Location of new and expanding businesses and related infrastructure development is an important function of Fay-Penn. Working with the Fayette Industrial Fund (formerly Greater Uniontown Industrial Fund), Connellsville Industrial Enterprises, the Redevelopment Authority of the County of Fayette and local municipal authorities, the Fay-Penn staff develops resources to expand infrastructure with special focus on the industrial and business parks in the county.

Site Selection:

Current listings of available sites or buildings are maintained by Fay-Penn and 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.

Loan Funds:

Fay-Penn administers a \$2.76 million loan fund to assist manufacturing businesses with financing. Specific guidelines have been developed and approved by the PA DCED to determine project eligibility. For very small businesses, Fayette County entrepreneurs can turn to the Small Business Administration Microloan Program for assistance.

Business Technical Assistance:

Fay-Penn, with the support of a regional economic development team, 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, training, technology development, manufacturing process improvement, government procurement, exporting, quality improvement, as well as others.



(Seated from left to right) Louise D'Isidoro, Workforce Dev. Specialist; James L. Smith, Tourism Business Coordinator; Margaret Fusco, Sec/Receptionist; Terri Agate, Admin. Asst.; Ronald M. Nehls, Bus. Dev. Coordinator; Robin D. Meadows, Accounting/Admin. Asst.; (Standing from left to right) Daniel T. Visnauskas, Fayette Forward Coordinator; Joseph T. Rutkowski, Small Business Dev. Specialist; Lori A. Omatick, Eco. Dev. Specialist; Michael W. Krajovic, Executive Vice President; Tina W. Wargo, Technical Assistance Specialist; Robert C. Urban, Jr., Manager, Loan & Accounting Services; Cheryl Bozek, Accounting/Admin. Assist.; and David K. Roger, Tourism Development Specialist and Rail Manager.

Small Business Technical Assistance:

The Small Business Technical Assistance Resource Center provides hands-on assistance to start-up and existing businesses with writing business plans 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 insure entrepreneurs an opportunity to keep abreast of the latest, up-to-date small business issues.

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. Helping to develop new businesses, community projects and increasing tourism packaging efforts are all part of the initiatives to help this industry grow.

Workforce Development Assistance:

Another of Fay-Penn's newest initiatives is the creation of a Workforce Development Specialist position to help meet 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 and other quality programs.

Financial Statements

FAY-PENN ECONOMIC DEVELOPMENT COUNCIL

Statement of Activities

Period January 1, 1996 thru December 31, 1996

CHANGES IN NET ASSETS	TOTALS
Support	
Contributions	\$ 1,670,404
Grants	536,999
Grant Transfer	520,651
Member Contributions	44,145
Revenues	
Loan and Administration Fees	38,015
Interest-Revolving Loan Fund	59,496
Interest-Other	2,428
Miscellaneous	7,092
Total Support and Revenues	\$2,879,230
EXPENSES	
Program:	
Program Administration	\$ 13,517
CSX Rail Retention	38,000
Industrial Park Infrastructure	395,000
Strategic Planning Process	10,000
Revolving Loan Fund	1,478,568
Small Business Programs	70,777
Enterprise Zone Program	50,000
Tourism Development	35,185
Total Program Expenses	\$ 2,091,047
Support Services	
General Administration	\$ 104,098
Business Assistance	107,595
Tourism Development	89,665
IDC Administration	146,965
Total Support Services	\$ 448,323
Total Expenses	\$ 2,539,370
Increase in Net Assets	\$ 339,860
Net Assets:	
Net Assets - January 1, 1996	\$ 1,585,439
Assets Invested in Revolving Loan Fund	1,420,651
Increase in Net Assets	339,860
Net Assets - December 31, 1996	\$3,345,950

Statement of Financial Position as of December 31, 1996

ASSETS	
Cash	\$ 169,047
Cash - Escrow	13,308
Grants Receivable	75,971
Note Receivable	16,000
Net Fixed Assets	1,343,549
Revolving Loan Fund	
-Cash	246,298
-Loan Receivable	
Capital Loans	1,440,440
Reserve for Uncollectible Loan	(\$57,917)
Fay-Penn IDC	900,000
Fayette County	45,000
-Investments - Loan Guarantee Program	175,000
Other Assets	5,480
Total Assets	\$4,372,176
LIABILITIES AND NET ASSETS	
Liabilities	
Accounts Payable:	
Operating	\$ 7,749
Multi-Tenant Bldg. Project	305,015
Escrow:	
Fayette Forward Program	13,308
Multi-Tenant Bldg. Project	5,154
Mortgage Payable	695,000
Total Liabilities	\$ 1,026,226
Net Assets	
Operating:	
Unrestricted	\$ 310,629
Temporarily Restricted	270,500
Total Operating	\$ 581,129
Revolving Loan Fund:	
Unrestricted	1,244,170
Temporarily Restricted	1,520,651
Total Revolving Loan Fund	\$ 2,764,821
Total Net Assets	\$ 3,345,950
TOTAL LIABILITIES AND NET ASSETS	\$ 4,372,176

FAY-PENN INDUSTRIAL DEVELOPMENT CORPORATION

Statement of Activities

Period January 1, 1996 thru December 31, 1996

CHANGES IN NET ASSETS	TOTALS
Support	
Contributions	\$ 38,000
Revenues	
Land Leases	1,000
Total Support and Revenues	\$ 39,000
Expenses	
Office Expenses	1,976
Legal Fees	20,125
Organization Expenses	881
Rail Rehabilitation Project	25,420
Rail Line Retention Fees	6,400
Total Expenses	\$ 54,802
Increase (decrease) in Net Assets	(\$ 15,802)

Statement of Financial Position as of December 31, 1996

ASSETS	
Cash	\$ 872
Cash - Escrow	10,000
Grant Receivable	900,000
Net Fixed Assets	5,300,000
Total Assets	\$ 6,210,872
LIABILITIES AND NET ASSETS	
Liabilities:	
Escrow	\$ 10,000
Notes Payable:	
Operating	16,000
Rail Purchase	900,000
Total Liabilities	926,000
Total Net Assets - Unrestricted	\$ 5,284,872
Total Liabilities and Net Assets	\$ 6,210,872

Incorporated in 1996, the Fay-Penn Industrial Development Corporation (IDC) holds title to the Fayette Division of the Southwest Pennsylvania Railroad (SWP). The 26 mile Fayette Division extends from Everson to Smithfield and is part of the 65-mile SWP system covering Fayette and Westmoreland counties. Fay-Penn IDC completed the \$5.3 million acquisition of the Fayette Division from CSX Transportation in September, 1996.

This successful acquisition was the result of a collaborative effort that included Fayette's federal, state and county elected officials. Freight operations began on the Fayette Division in September and tourist railroad operations are anticipated to begin in 1997.



James Balling
President
Fayette Industrial Fund



C. Edward DeMuth
President, Connellsville
Industrial Enterprises

Fayette Industrial Fund (FIF)

Statement of Revenues, Expenses and Changes In Net Assets
for the Period January 1, 1996
thru December 31, 1996

REVENUE	TOTALS
Revenue	
Interest on Mortgages	\$ 2,068
Interest on Temporary Investments	31,931
Membership Dues	15,200
Meeting Reimbursements	705
Service Fees	9,800
Miscellaneous	1,610
Total Revenues	\$ 61,314
EXPENSES	
Administration Fees	\$ 12,000
Service Fees	9,869
Insurance	1,750
Real Estate Taxes	16,800
Office Expense	1,484
Legal and Accounting	1,262
Meetings	887
Contribution - Connellsville Parking Auth.	2,500
Security - ITEC Facility	7,560
Construction - FBP Drainage Ditch	17,741
Miscellaneous	966
Total Expenses	\$ 72,819
Excess of Revenues Over (Under) Expenses	\$ (11,505)
Gain on Sale of Land	67,095
Excess of Revenues Over (Under) Expenses including Gain on Sale of Land	\$ 55,590
Net Assets	
Net Assets - January 1, 1996	\$ 1,570,342
Excess of Revenues Over (Under) Expenses including Gain on Sale of Land	55,590
Net Assets - December 31, 1996	\$ 1,625,932
Balance Sheet as of December 31, 1996	
ASSETS	
Cash in Bank	\$ 551,717
Temporary Investments	502,757
Accounts Receivable	4,775
Current Portion of Mortgage Receivables	23,764
Accrued Interest Receivable	2,701
Noncurrent Portion of Mortgage Receivables	52,783
Fixed Assets - Land	1,358,259
Total Assets	\$ 2,496,756
LIABILITIES AND NET ASSETS	
Liabilities	
Deferred Revenue	\$ 27,775
Other Liability	346,728
Note Payable	496,321
Total Liabilities	\$ 870,824
Net Assets	
Contributed Capital	\$ 810,733
Unrestricted	815,199
Total Net Assets	\$ 1,625,932
Total Liabilities and Net Assets	\$ 2,496,756

Connellsville Industrial Enterprises (CIE)

Summary of Combined Statement of Support, Revenues,
Expenditures and Change in Fund Balances for the Period
October 1, 1995 thru September 30, 1996

REVENUE	TOTALS
Revenue	
Interest Income	\$ 9,715
Total Revenue	\$ 9,715
EXPENSES	
Dues	\$ 460
Engineering	550
Insurance	1,525
Maintenance	8,900
Professional Fees	1,160
Real Estate Taxes	1,106
Utilities	147
Office Supplies	73
Total Expenses	\$15,796
NET LOSS FROM OPERATIONS	(\$ 6,081)
FUND BALANCES	
Fund Balance - October 1, 1995	\$476,160
Expenses Paid in Excess of Revenue Received	(\$6,081)
Fund Balance - September 30, 1996	\$470,079

Summarized Combined Balance Sheet as of September 30, 1996

ASSETS	
Cash	\$216,600
Land - Industrial Park	169,531
Land Improvements - Industrial Park	83,948
Total Assets	\$470,079
LIABILITIES AND FUND BALANCES	
Total Fund Balances	\$470,079
Total Liabilities and Fund Balances	\$470,079

1996 BUSINESS DEVELOPMENT PROJECTS

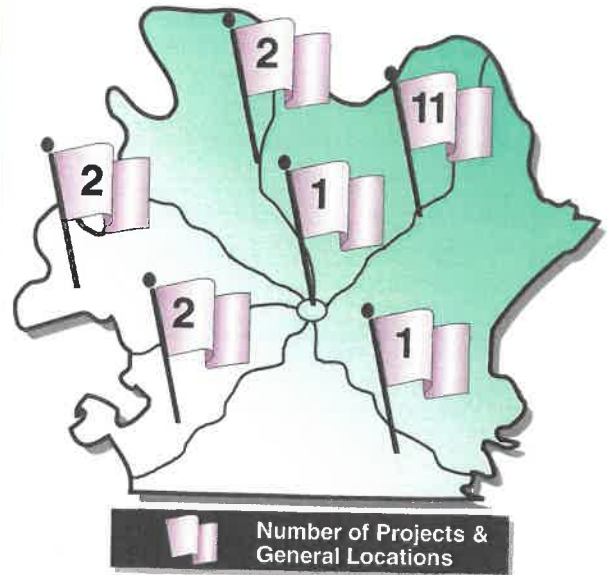
COMPANY NAME

JOBS CREATION AND/OR RETENTION*

Youghiogheny Opalescent Glass	6
Reed Tool & Die, Inc.	6
Marwas Steel Co.	10
Stahls' Hotronix	19
DiversaTech International	10
COE Distributing, Inc.	6
B & B Inn of the Princess	4
Allison Custom Fabrication	3
Gerome Manufacturing	25
Station Rentals	2
Fur-N-Feather Sporting Goods	2
The Tree of Knowledge	2
Shoemaker Excavating	2
Masontown Foodland	28
Cathie's on the Hill Taxidermy	1
Divito Park	25
Cosba Fashions	28
Colonel Crawford's Bikes	1
Murray Landscaping	7

TOTAL JOBS CREATED AND/OR RETAINED: 187

Summary of Completed Projects 1996



Fay-Penn is dedicated to providing services to individuals and businesses all over Fayette County. The above graphic shows the number of projects and their approximate locations.

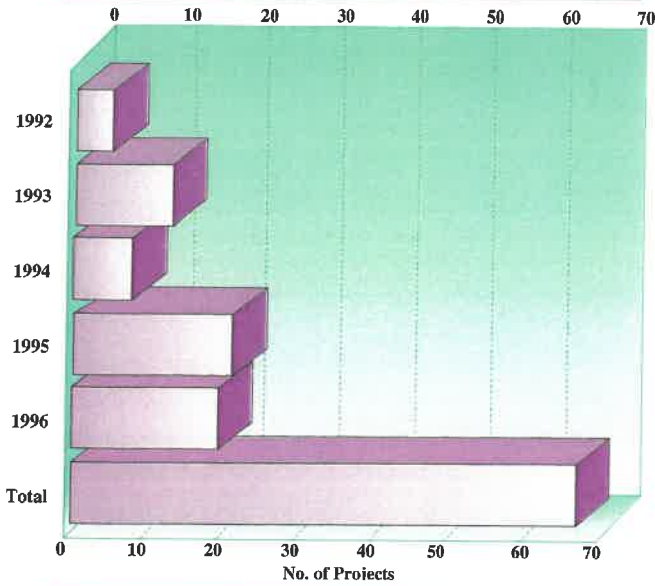
NEW PROJECT RESULTS OVERVIEW - 1996 TOTALS

Completed Projects	19
Jobs Created & Retained*	187
Increase in Annual Payroll Dollars	\$1,860,000
Increase in Annual Tax Dollars	\$106,335
New Investment	\$8,820,446
Public Financing Utilized	\$927,420
Private Investment	\$7,893,062

*The data recorded are based upon information provided and three year projections committed to by the companies.

Key Performance Indicators 1992-1996

Total Completed Projects



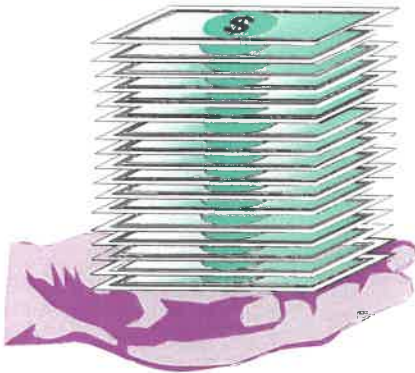
New Construction Dollars



\$13,424,750

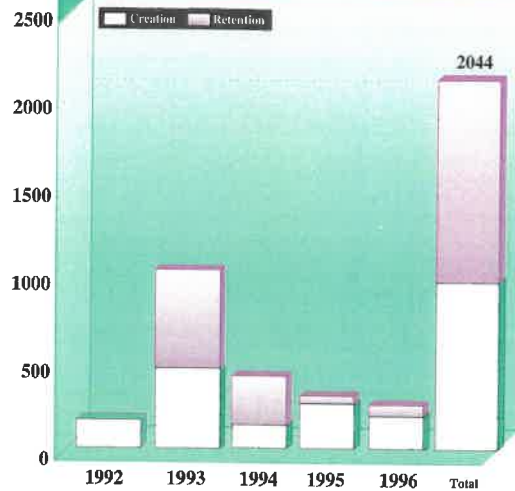
New Annual Payroll Dollars Generated

\$18,810,000



Job Creation/Retention

*Projected**

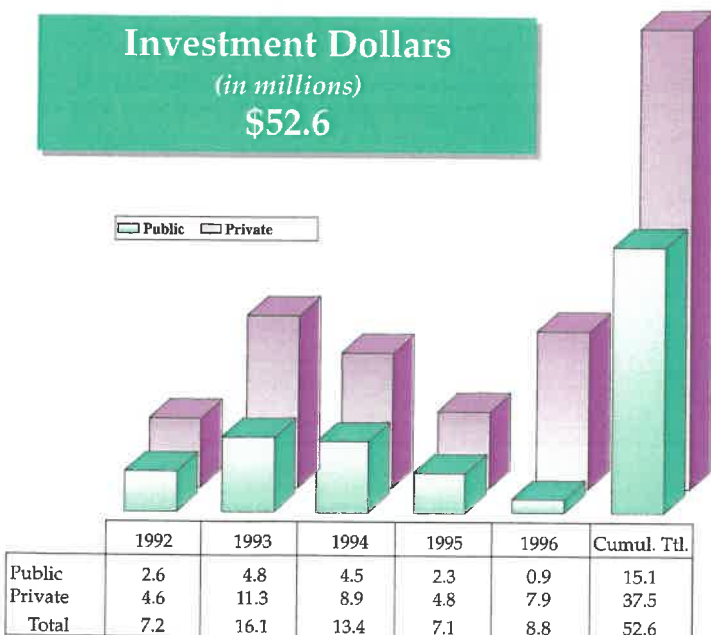


Investment Dollars

(in millions)

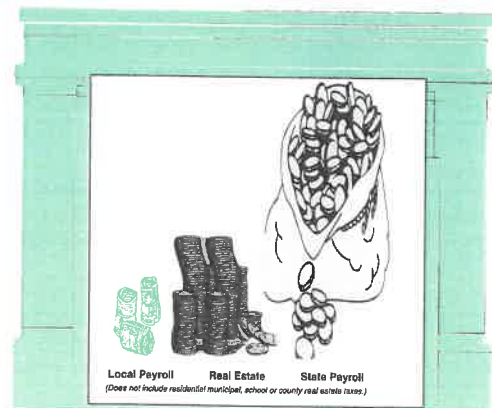
\$52.6

Public Private



New Annual Taxes Generated

\$1,014,335



Economic Impact

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

Increased Tax Base

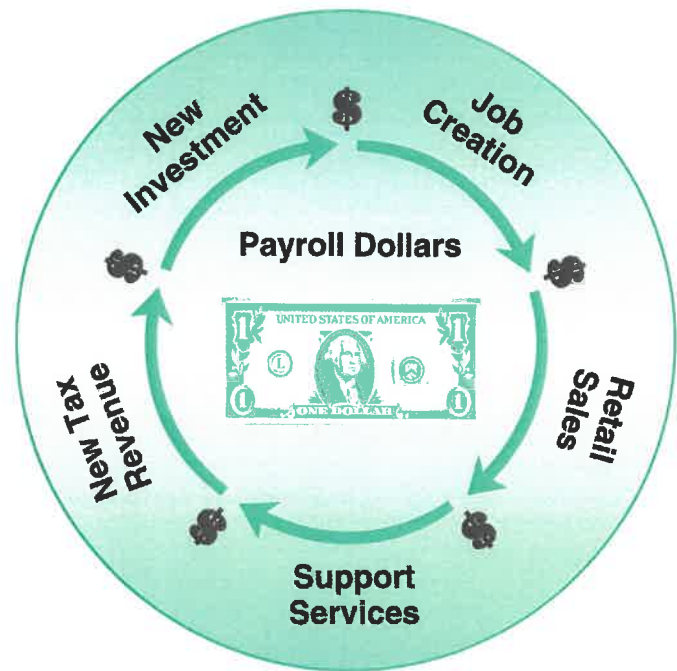
Local School Taxes
Municipal Wage Taxes
County Real Estate Taxes
Municipal Property Taxes
State Retail Taxes
State Wage Taxes
Federal Wage Taxes

Increased Services

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

Increased Retail Sales

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



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 \$100 million impact to date.

"PROGRESS AT A GLANCE" 1992-1996

JOB CREATION and RETENTION . . . above all else, is the primary goal in Fay-Penn's economic development efforts. In pursuit of this goal, the organization has invested millions of dollars and resources to promote and implement business locations, start-ups, expansions, retentions and other economic development projects. Fay-Penn assisted many companies on multiple expansion projects and worked for more than one year towards the success of other projects. This year's annual report shows the economic development accomplishments over the last five years.

Fayette County has been "Moving Forward" thanks to the efforts and cooperation of the business community, other economic and community development organizations, and local, state and federal agencies and elected officials. Without this dynamic collaborative effort, this progress would not have occurred.

Columbia Gas Multi-State Service Center Georges Township (1996)

Fayette County was successful in attracting the second major company to the Fayette Business Park. Columbia Gas of Pa., Inc. chose Fayette County as its location for a multi-state customer service center. The company has entered into a lease agreement to occupy space in the new 25,000 sq. ft. multi-tenant facility, owned by Fay-Penn, at the Fayette Business Park in Georges Township. In total, the operation will employ 110 people, including several existing Columbia Gas employees that have relocated to the Fayette County area. This development will certainly benefit many local business sectors. For instance, the real estate agencies will have opportunities to assist the relocated employees in finding housing.

Additional local property and personal income tax dollars will be generated. Service and retail operations will have an additional pool of potential customers in which to market their services and products. Newly located employees will inevitably visit many of the local tourist and recreational sites, and so on.



COE Distributing, Inc. - Franklin Township (1996)

This office furniture distributor received an \$80,000 loan from Fay-Penn's Revolving Loan Fund to assist in financing the purchase of new machinery and equipment and leasehold improvements to its newly constructed warehouse facility located on Route 51. It is expected that six (6) new jobs will be created as a result of this project.



Reed Tool & Die, Inc. - Bullskin Township (1996)

This metal fabricating manufacturer purchased new machinery and equipment as part of a recent business expansion project. The project was funded, in part, with a \$120,000 loan from Fay-

Penn's Revolving Loan Fund. The company has indicated that six (6) new jobs will be created as a result of the expansion.

Youghioghney Opalescent Glass Co. City of Connellsville (1996)

Youghioghney Opalescent Glass completed an expansion with the construction of a glass blowing studio adjacent to its retail outlet in the recently renovated Youghioghney Station. The expansion project was funded, in part, with a \$75,000 loan through Fay-Penn's Revolving Loan Fund, of which \$40,000 was from the Fayette County Commissioners' Loan Fund. Six (6) new jobs are expected to be created as a result of this project.



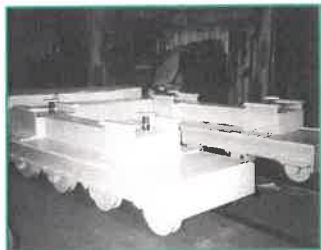
\$165 Million Fiberboard Plant to Locate in Fayette County - Georges Township (1996-97)

Fay-Penn Fiber, Inc., a Medium Density Fiberboard (MDF) manufacturing firm, headquartered in Savannah, Georgia, has chosen Fayette County as the site for its new operation. A new \$165 million facility will be constructed at the Fayette Business Park in Georges Township, owned by Fayette Industrial Fund. The company indicated that the plant is projected to initially employ 110 people with nearly double that amount in support jobs, such as trucking, not directly related to the plant operation. According to the company, the Fayette Business Park location was selected for three major reasons: 1) the abundance of wood waste material in the surrounding region, 2) the Mon-Fayette Expressway transportation project, and 3) the availability of adequate rail service.



Stahls' Hotronix - German Township (1994 & 1996)

In addition to its 1994 building acquisition project, Stahls' Hotronix expanded its manufacturing operations in 1996 by adding new equipment to decorate garments for major league sporting goods suppliers through heat applied graphics and sewing. This project was financed, in part, with a \$75,000 loan from Fay-Penn's Revolving Loan Fund, \$50,000 of which was from the Fayette County Commissioners' Loan Fund. Nineteen (19) new jobs are expected to be added as a result of this expansion. Sales have soared both nationally and internationally.



DiversaTech International - City of Connellsville (1996)

This company, located in the Connellsville Incubator, designs and sells industrial transfer cars and manufactures steel wheels and wheel assemblies. Fay-Penn provided a \$25,000 loan guarantee under its Revolving

Loan Fund to assist the company in purchasing additional inventory and creating ten (10) new jobs.

Gerome Manufacturing Co. - Menallen Township (1996)

Gerome Manufacturing expanded its manufacturing operation by moving into a 16,000 sq. ft. facility located on Route 51 in the Menallen Township Industrial Park. The purchase of the facility was made possible, in part, with a \$200,000 loan from Fay-Penn's Revolving Loan Fund, \$100,000 of which was granted by the State to the Fayette County Enterprise Zone under its competitive grant program. The competitive grant is administered through Fay-Penn's Revolving Loan Fund. The company anticipates creating twenty-five (25) new jobs as a result of this project.



Allison Custom Fabrication - Redstone Township (1996)

This custom steel fabrication manufacturer completed an expansion which included expanding its current facility and purchasing additional equipment. A \$60,000 loan from Fay-Penn's Revolving Loan Fund, \$30,000 of which was from the Fayette County Commissioners' Loan Fund, assisted in this project which is expected to create three (3) new jobs.



Marwas Steel Company - Upper Tyrone Township (1996)

Marwas Steel Company is undergoing a major business expansion with the construction of a 20,000 sq. ft. warehouse facility is upgrading its machinery and equipment. The company currently employs thirty-seven (37) at this site and anticipates creating ten



(10) additional jobs as a result of its expansion project. Fay-Penn assisted in funding the project with a \$175,000 loan through Fay-Penn's Revolving Loan Fund, \$100,000 of which was from the Fayette County Commissioners' Loan Fund.

Cosba Fashions - City of Connellsville (1993, 1995 & 1996) - The company currently employs 28 people as the result of three expansion projects that increased its production capabilities.



Newborn Enterprises - North Union Township (1995) - This Altoona-based magazine, book and video distribution company constructed a new facility and retained 14 area jobs.



R. Bruce Fike & Sons Dairy - City of Uniontown (1994) Fay-Penn assisted in the retention of 144 jobs through the expansion of its production capabilities.



Romeo & Sons - North Union Township (1992) Romeo & Sons created 18 new jobs as a result of the construction of a new freezer facility.



Ball Transfer Systems, Inc. - Perry Township (1993) - Ball Transfer's facility acquisition and expansion project resulted in 16 new jobs in addition to its 8 existing employees.



Holt & Bugbee Hardwoods, Inc. - North Union Township (1993) - The company expects to employ nearly 30 people at its Fayette County facility.

Perma-Cote Plastics, Inc. - North Union Township (1992) Perma-Cote's expansion into a 72,000 sq. ft. building resulted in the creation of 16 new jobs.



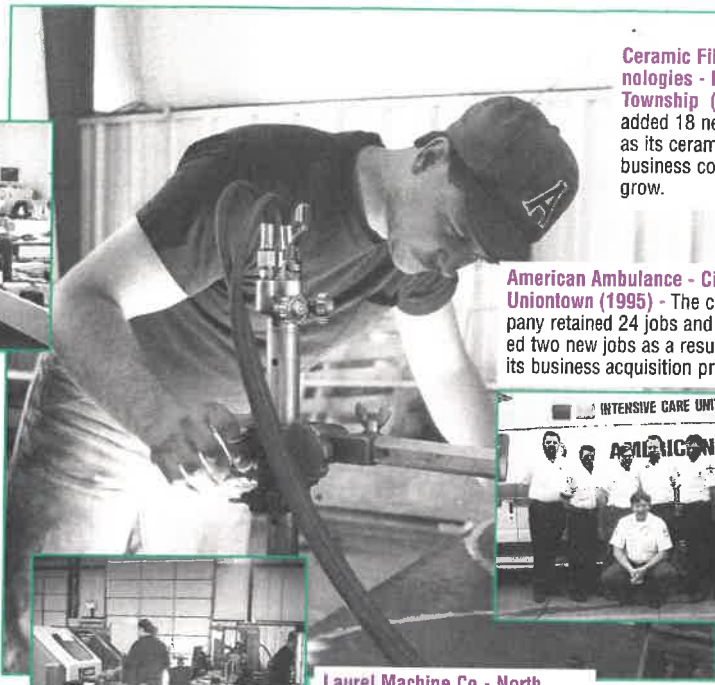
Berkley Medical Resources, Inc. - Georges Township (1992) - This significant location of the first company in the Fayette Business Park has already created over 100 new manufacturing jobs.

Technology changes so rapidly that, in order to remain competitive in the new global economy, companies must insure that their processes are as up-to-date and technologically advanced as possible. Fay-Penn attempts to address this need for local companies by providing and sponsoring loans for new Machinery and Equipment.

Sampey Scientific/NuMetrics Instrumentation - North Union Township (1994 & 1995) - This technologically advanced company, which currently employs 42, expanded twice resulting in the construction of a new manufacturing facility and the purchase of new equipment.



Job Training Grants - South Connellsville (1993) and Bullskin (1992) Townships - Customized Job Training (CJT) grants assisted in upgrading the skills of Anchor Glass Container Corp.'s employees and created 56 new jobs at Williamhouse Regency.



Ceramic Fiber Technologies - North Union Township (1993) - CFT added 18 new positions as its ceramic/steel business continues to grow.

American Ambulance - City of Uniontown (1995) - The company retained 24 jobs and created two new jobs as a result of its business acquisition project.



Laurel Machine Co. - North Union Township (1994) - The company retained 11 jobs as a result of its expansion.



Oglevee, Ltd. - Connellsville Township (1994) - The project, which includes the addition of three greenhouses, is expected to create 21 new jobs.



Ohiopyle Prints - Ohiopyle Township (1995) - Currently employing 94 people, Ohiopyle Prints expects to create 20 new jobs as a result of its expansion project.

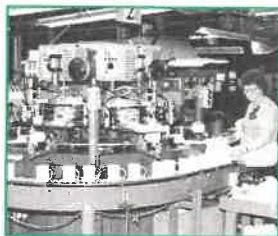


Berkley Surgical - Georges Township (1995) - Berkley used a Challenge Grant for new product and process development in the manufacturing of surgical face masks.



Poulos Company - North Union Township (1995) - The development of a prototype motorized scaffold is expected to create three new jobs within this company.

Houze Glass Corp. - Pt. Marion Borough (1994 & 1995) - Fay-Penn's Loan Guarantee Program helped to secure the employment of this company's 120 employees.



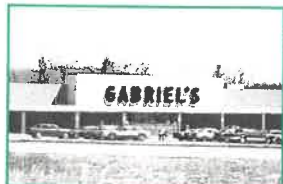
United Defense LP - North Union Township (1993) - United Defense expected to fill over 50 new positions at its North Union location.

The generation and circulation of dollars creates economic growth.

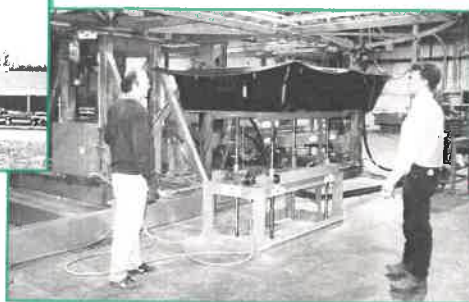
These dollars can not be generated or eventually circulated in our community without the necessary infrastructure and amenities needed to support businesses and to offer a high quality of life to their employees.

These infrastructure and amenities include, but are not limited to:

- Available building and sites for business development, equipped with water, sewer, gas, electric, telephone, lighting, highway access, and rail service
- Low cost financing available to assist in business development and expansion projects
- A well-educated, trainable workforce
- Excellent education and school systems
- Quality of life amenities including recreation, culture, and health care
- Quality housing for various income levels.



E & G Gabriel - Redstone Township (1995) - The company estimated that 60 new jobs would be created locally as a result of its facility acquisition project.



Rugged Liner - North Union Township (1995) - New job creation as a result of its expansion project is estimated by the company to be 29.



Pleasant Trucking, Inc. - Bullskin Township (1994) - Twenty new jobs were created as a result of construction of a new trucking terminal at Connellsville Industrial Park.

Revolving Loan Fund -1993 to present

Since 1993, Fay-Penn has been successfully developing two programs within its \$2.76 million Revolving Loan Fund (RLF). The Fay-Cap Loan Fund (FCLF) program assists eligible businesses by funding capital expansion projects involving fixed assets such as new equipment and facilities. The Loan Guarantee Program (LGP) will 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, 18 companies utilized the program resulting in over \$11 million in private investment and the potential creation and/or retention of over 521 jobs. The RLF Programs have proven to be an important funding tool to help companies make new capital investments in the Fayette County area.

Fayette County Commissioners' Loan Fund -1996

In 1996, in cooperation with the Fayette County Board of Commissioners, Fay-Penn established the Fayette County Commissioners' Loan (FCCL) Fund within its existing Revolving Loan Fund utilizing a \$500,000 Economic Development Partnership Fund (EDPF) Grant that Fay-Penn secured for the County in 1992. To date, the FCCL Fund assisted in five local projects which involved machinery and equipment purchase, and building construction and/or acquisition. The loans approved during 1996 included the following Fayette County businesses: Marwas Steel Co., Youghioghney Opalescent Glass, Stahls' Hotronix, Allison Custom Fabrication and Gerome Manufacturing Co. The combined \$290,000 loaned through the FCCL Fund in these projects resulted in an additional private capital investment of \$677,250. Over the next three years, the companies project sixty-three (63) new jobs will be created.

Carnegie Mellon University Entrepreneurial Management Scholarships -1992 -1996

Fay-Penn, for five (5) consecutive years, has been able to provide scholarships to local business executives to attend a twelve-week program offering updated information and training on current management issues. This scholarship program has been made possible by generous grants from The Eberly Foundation and Ben Franklin Technology Center of Western PA. This successful program was initiated to build business linkages between Fayette County companies and the Pittsburgh business community, and to help business leaders learn modern techniques to help manage their companies in today's global markets. Among scholarship recipients were: Laurel Business Institute, Ball Transfer Systems, Inc., Berkley Medical Resources, PSI Packaging Services, Inc., Gerome Manufacturing Co., Stahls' Hotronix, Cavert Wire, Fayette Engineering Co. and Sensus Technologies.



Small Business Development -1994 to present

Fay-Penn strives to be a responsive organization, acting on business needs as they become known. Over 100 inquiries received since 1994, along with public input through the strategic planning process, helped Fay-Penn to identify the need for an increase in small business technical assistance. As a result, a full-time staff person was added to provide individualized service to Fayette County's small- and medium-sized businesses. Fay-Penn is now better able to assist start-up and existing businesses in the planning and development process on a personalized basis. Fay-Penn offered technical assistance to businesses of all types and sizes throughout the County between 1992 -1996. Since its inception in 1994, the Small Business Technical Assistance Office was successful in assisting 27 companies resulting in over \$2.2 million in new capital investments and the creation and/or retention of approximately 142 jobs. Those companies include, but are not limited to, Divito Park, Choice Optical, Life Information for Emergencies, Zephyr Glenn Bed & Breakfast, B & B Inn of the Princess, Stacal, Life Information for Emergencies, Mason-town Foodland, Cathie's on the Hill Taxidermy, Colonel Crawford's Bikes, Woodland Zoo and More, Murray Landscaping, Wilderness Odysseys, Ltd., and Cosba Fashions. Many more companies have also been supported through this program. Fay-Penn also continued to conduct Small Business Seminars in various locations throughout Fayette County for those small businesses and entrepreneurs interested in learning more about how to start and administer a small business.

Fay-Penn strives to be a proactive organization, acting on business needs before they become apparent.

Financing assistance has been found to be a very significant service needed by local companies, both large and small for funding business start-ups, expansions, training, and many other business related issues. This has been the driving force toward the effort to expand the Fay-Penn Revolving Loan Fund.

Ben Franklin (BEST) Network -1995 to present

Through the Ben Franklin Technology Center of Western PA, Business and Entrepreneurial Service and Training (BEST) Program, Fay-Penn received grants for 1995/96 and 1996/97 to assist Fayette County small technology-based manufacturing firms. The BEST Network is a new service delivery partnership between Ben Franklin service providers located throughout Southwestern PA. Through our participation in the BEST Network, Fayette County firms will be better positioned to access the technical support services and financial resources available throughout the region to assist with their research and development efforts to aid company growth.

State Regional Initiative Grants -1992 to 1995

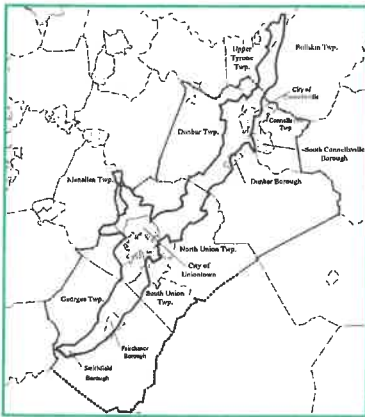
In the mid to late 1980's, the Commonwealth of Pennsylvania established the Regional Initiative Program to help distressed communities. Thanks to the efforts of our state legislators, Fay-Penn received Regional Initiative Grants for the first time in 1992 from the PA Department of Commerce to support its revitalization efforts to improve the business climate and quality of life in Fayette County. Funds were earmarked for specific economic development projects. The grants were a direct result of the support and efforts of the Fayette County legislators, Rep. Peter J. Daley, Rep. H. Wm. DeWeese, Sen. Richard Kasunic (former Rep.), Rep. Lawrence Roberts, Rep. James Shaner, Rep. Jess Stairs, former Rep. Fred Taylor and former Senator J. Wm. Lincoln. The PA Department of Commerce's Office of Regional Initiatives was instrumental in guiding the proper use of the funding and establishing the Revolving Loan Fund.





Former CSX Railroad "Saved" -1992 -1996

Four long years of expenditures, both time and money, studying, and fundraising have not been in vain. Fayette County was successful in preserving its rail service. The effort to acquire the former CSX Rail Line was completed on September 13, 1996, when Fay-Penn closed on the acquisition of the 21.6 mile rail line at a purchase price of \$5.3 million. The rail line acquisition project was extremely significant, not only in preserving the rail service to the north to the Sony Glass plant in Westmoreland County as part of the new two county, 65 mile rail system, but most importantly to the local companies currently utilizing rail transportation in their operations. Those companies include: O.C. Cluss Lumber, 84 Lumber Co., Coastal Lumber, Uniontown Newspaper, Fayco Plastics, United Defense, Christopher Resources, Thompson Recovery Coal Co., Carbon Fuel Co. and the Sony Plant in Westmoreland County. It is also significant to mention that if it was not for the availability of rail service, Fay-Penn Fiber, Inc., a Medium Density Fiberboard Manufacturing Firm, would not be investing tens of millions of dollars to construct a new manufacturing plant in the Fayette Business Park. The rail line acquisition project is pure evidence of what the development of true "public/private partnerships" can achieve. This success was realized because of the efforts of a conglomerate of federal, state and local elected officials, state agencies, and local business and economic development organizations. Fayette County should be proud of its Legislative Delegation for their part in making the rail line acquisition possible. Special thanks is given to Congressman John P. Murtha, Senator Richard Kasunic, the Fayette County Commissioners, PennDOT and Fay-Penn Economic Development Council's Board of Directors, for their leadership and aggressive support for this project, and to The Eberly Foundation that provided the \$900,000 bridge loan necessary to close on the acquisition.



Fayette County Enterprise Zone Designation-1996

Enterprise Zone designation by the PA Department of Community and Economic Development is typically very competitive and difficult to receive. However, Fay-Penn was instrumental in having an area of Fayette County designated as one of the largest Enterprise Zones in the State. In 1995, with the assistance of

Fay-Penn, a successful application was submitted to the Commonwealth by the Redevelopment Authority of the County of Fayette requesting a \$50,000 Enterprise Zone Planning Grant. The Planning Grant resulted in a five (5) year business development strategy for a proposed Enterprise Zone area. The study identified the needs and potential of approximately fourteen (14) different municipalities in Fayette County, located along the Route 119/Southwest Pennsylvania Railroad Corridor from Bullskin Township to Smithfield Borough. Enterprise Zone designation will help to prioritize investments and support by the Commonwealth in the target area, and could possibly involve certain tax credit incentives to entice new business growth. Additional funding could be made available to market the area as well as help to attract new business investment in an effort to create jobs. Special thanks goes to Senator Richard Kasunic, Representative Larry Roberts and the entire legislative team, for their support which made this possible.

SBA Microloan Program -1993 -1996

Fay-Penn has made annual \$15,000 contributions to the Small Business Administration Microloan Program established in 1993 by Fay-Penn, the Redevelopment Authority of Greene County and the Washington County Council on Economic Development. Loans can be used for working capital, inventory or machinery and equipment. Eligible applicants include small, existing and start-up companies in the three-county area. So far, eleven (11) Fayette County small businesses have utilized this financing program.

Reaching Out to Local Businesses -1996

Fay-Penn is conducting a business outreach program in an effort to create a closer partnership with local businesses. Over the past year, Fay-Penn's business development coordinator has visited more than 125 businesses in the County. Those businesses were made aware of the many services provided by Fay-Penn and other local and regional support organizations. The outreach effort is also part of the Enterprise Zone Project aimed at monitoring business activity within the zone. In general, many businesses were pleased to know that these services existed and that an interest in their individual business was being exhibited by having a personal call made to them.

Fayette Forward Moves Forward -1995 to present



In 1995, approximately 500 representatives of Fayette County businesses, residents and elected officials joined together to develop short and long term goals for Fayette County's economic recovery which resulted in the creation of Fayette County's Strategic Plan Document. Projects included in Fayette County's Strategic Plan are

being implemented through the creation of "Fayette Forward." Fayette Forward is a volunteer organization created for the express purpose of coordinating, facilitating and implementing the Strategic Plan. Many of the projects listed in this annual report are included as priority projects in the Strategic Plan. Specific areas being targeted in the Plan include Economic Development, Infrastructure, Education, Tourism, Marketing and Healthy Communities. Fay-Penn is currently providing administrative services for Fayette Forward. The Fayette County Strategic Plan Steering Committee is co-chaired by Commissioner Vincent Vices and Leo Krantz of National City Bank. Fayette Forward's new office is located on the 5th Floor of the National City Bank Building, 2 West Main St., Uniontown, PA. Anyone interested in joining in the strategic planning effort should contact Fayette Forward at (412) 439-4963 - (412) 439-4943 Fax.

Fayette Business Park: Fayette's Prime Business Location Site -1992 to present

If you have recently traveled by the Fayette Business Park located in Georges Township, Fayette County, you are witness to "Economic Development in Progress. The hiring of local engineers, architects, construction companies, etc., purchase of local goods and services, creating jobs for local residents and providing ready-to-move-into sites for business expansions are all part of the benefits of the construction of the new 25,000 sq. ft., multi-tenant facility and the \$1.2 million infrastructure improvement project." Through the leadership of the Fayette Industrial Fund and the support of numerous organizations and funding agencies, the Fayette Business Park is being developed and marketed as a prime business location in southwestern Pennsylvania. In addition, all taxing bodies have agreed to continue the LERTA (Local Economic Revitalization Tax Assistance Act) program for new construction. Several initiatives for the park development have been completed or are currently underway such as; approximately \$1.2 million in infrastructure improvements, design and construction of Park entrance signs, construction of a 25,000 sq. ft. multi-tenant facility, rezoning and subdivisions to maximize development, establishment of protective covenants and restrictions and wetland mitigation.

\$1.2 Million Improvements -1992 to present

Construction continues to progress on an approximate \$1.2 million, multiphased infrastructure development project at the Fayette Business Park through the Fayette Industrial Fund. Work being completed includes paving on the existing loop road, construction of three new internal access roads and all utility line extensions. It is anticipated that the infrastructure improvement project will be completed by summer 1997. The project is being funded through various local, state and federal sources, i.e., a \$200,000 Industrial Development Program (IDP) grant from the PA Department of Community and Economic Development, nearly \$530,000 in grants from the U.S. Appalachian Regional Commission (ARC) and a \$370,000 low-interest loan from the Pennsylvania Industrial Development Authority (PIDA) to Fayette Industrial Fund (FIF).



Multi-Tenant Facility Construction -1996-1997

Fay-Penn's new 25,000 sq. ft. multi-tenant facility at the Fayette Business Park will be ready for occupancy in March, 1997. The new building is designed to house up to four occupants. However, an initial lease agreement has been entered into with Columbia Gas of Pa., Inc., which will occupy 20,000 sq. ft. of space to operate its multi-state customer service center. The project involves more than 100 jobs,

including retaining approximately 20 current jobs, for Fayette County residents. The facility was financed with a \$980,000 loan from the Pennsylvania Industrial Development Authority (PIDA) with the balance to be provided by Fay-Penn, thanks to the support of The Eberly Foundation and Community Reinvestment Loans made by Fayette Bank and National City Bank.

Industrial Park Marketing 1992 - present

Marketing Fayette County's industrial parks is a primary function of Fay-Penn. This initiative has proven successful in the case of Greater Uniontown Business Park, North Union Township, which is now near full occupancy. Attention is currently being focused on promotion of the Fayette Industrial Fund's 311 acre Fayette Business Park in Georges Township. Groundbreaking occurred in the fall of 1994 for the "Mason Dixon Link," a 12 mile stretch of the Mon-Fayette Expressway that will connect the park with Interstate 68 near Morgantown. Fay-Penn will be launching an aggressive marketing campaign in 1997 of the greenfield site. A four-color park brochure has been developed for use as a primary marketing tool. The pamphlet features full-color park photographs and a site map.

Star Junction Sewage Project, Perry Township - 1993

To capitalize on the \$500,000 investment made by Ball Transfer in its new manufacturing operation in Star Junction, Fay-Penn, working through the Fayette Industrial Fund, was successful in obtaining an \$81,000 grant through the Pennsylvania Department of Commerce's Business Infrastructure Development Program (BID). The BID monies were used to complete the Perry Township sewage line extension project along Route 51. Not only was Ball Transfer able to tap into the new line, but the line provides sewage service to several nearby homes eliminating potential drainage problems.

Marketing Assistance Program -1991

One means of strengthening the impact that can be made by an economic development organization is to incorporate additional resources available throughout the region that are not directly offered through the particular organization. Fay-Penn sponsored four Fayette County manufacturing firms - Ball Transfer, Inc., Houze Glass Corp, Image Time, Inc. and Ohiopyle Prints - that participated in an assessment of marketing practices through grants received from the "Marketing Assistance Program" offered by the Mon Valley Progress Council, Inc. in conjunction with Ben Franklin Technology Center of Western PA. Each situation audit focused on current marketing practices, available areas to capture new markets, needs and requirements of the current customer base, and an analysis of competition in market.



Job Training and Workforce Development – 1995 to present

Having a trained and skilled workforce is critical for successful economic development. In 1995, Fay-Penn launched a new workforce development and job training initiative supported by the Southwestern PA

Regional Development Council and the U.S. Appalachian Regional Commission. In an effort to expand job training opportunities that match the needs of local businesses, Fay-Penn has developed a workforce needs assessment and a wage survey of local businesses. Collaborative efforts to develop training programs based on what our businesses describe as essential employability skills are underway. Fay-Penn utilizes a job training resource network to facilitate funding for current and future workforce training projects that will eventually lead to a resource directory. This addition will enable Fay-Penn to provide better job training assistance to companies on an individual basis. The job training resource network includes the PA Governor's Action Team, Southwestern Pennsylvania Industrial Resource Center (SPIRC), Private Industry Council (PIC) and Uniontown Job Center. In addition, two Fayette County educational institutions have recently been designated Local Educational Agencies (LEA) by the Commonwealth. Fay-Penn helped PennState Fayette Campus and Fayette County Area Vocational Technical School in gaining LEA status, making both schools eligible applicants for PA DCED Customized Job Training grants on behalf of area companies.

Tourism Capital Projects – 1994 - present

Final plans and specifications are now complete for the Searight's Toll House, Old Petersburg (Addison) Toll House, and Flatiron Building in Brownsville. Construction of the Flatiron Building is complete and will be open in May 1997. The Searight's Tollhouse project is expected to be complete by summer 1997.

These major restoration projects are a collaborative effort with the Redevelopment Authority of the County of Fayette and are being funded with a \$2 million grant from the Commonwealth Redevelopment Assistance Capital Program. Already recognized



internationally as a premier bike-hike trail, the Youghioghney River Trail was connected to the City of Connellsville in 1995 and will be completed to McKeesport by 1997. Significant progress was made toward establishing a high-quality tourist railroad on the recently acquired rail line between Connellsville and Uniontown.

Planning Assistance – 1994 - 1996

Fay-Penn assisted the State Theatre Center for the Arts in the successful application for a Keystone Historic Preservation Grant and has now assembled a team to create a development and fund-raising strategy. Technical assistance was also provided to the Lyric Mountain Festival for the Performing Arts, a new project located at the Great Meadows Amphitheatre that initiated a summer classical music concert series in the months of July and August. Planning continues with the restoration and development of George Washington Gristmill Park, Nemacolin Castle, Touchstone Center for Crafts and future National Road capital projects.

Information/Training: The Key to Success – 1993 -1996

In an effort to support local business needs, Fay-Penn co-sponsored several information, training and networking seminars and programs over the last four years which were widely attended by the local businesses.

- Internet Home Page Construction
- Team Building Seminar
- Building Boards Seminar
- Mentor Training and Planning Workshop
- Decentralizing Education Downlink Broadcast
- Niche Marketing Facilitated Downlink Broadcast
- Marketing: For Mon Valley Businesses
- "Educators in the Workplace"
- International Trade
- Career Option Tours
- Water "2000" Needs Assessment
- Starting and Operating a Bed & Breakfast
- Hospitality and Tourism Industry National Skill Standards
- Small Business Planning Workshop

Other organizations co-sponsoring the events include: the local chambers of commerce, Pittsburgh Hi-Technology Council, Fayette Business and Education Partnership, Intermediate Unit I, J.C. Penney Leadership, Mon Valley Progress Council, Mon Valley Education Consortium, Southwestern Pennsylvania Regional Development Council, Southwestern Pennsylvania Industrial Resource Center, Ben Franklin Technology Center, United States Rural Development Service and PennState Fayette Campus.

Fayette County Heritage Development Plan – 1994 - 1995

The Fayette County Heritage Development Plan was the culmination of a year-long planning process conducted by Fay-Penn and the Fayette County Heritage Committee with funding provided by the Southwestern PA Heritage Preservation Commission. Fay-Penn was designated by the Fayette County Board of Commissioners to complete this plan to serve as a framework for developing Fayette County's heritage resources into high-quality visitor attractions. Developing these heritage resources into functioning attractions creates an opportunity for generating new jobs in an economically distressed area through



increased tourism and tourism-related commercial activity. Completion of the Plan is a Tourism Action Initiative of the Fayette County Strategic Plan.

Planning for Tourism Development– 1994 - present

Within the framework of a Tourism Plan, several initiatives have been identified as critical to the successful development of tourism in Fayette County: professional planning assistance to community groups; development of tour packages for Fayette County attractions; increased recognition of the Laurel Highlands region (Fayette, Somerset and Westmoreland Counties) as a tourist destination area; institution of county tourist information computer kiosks; production and distribution of a Fayette County visitors



information brochure; businesses transitioning to service tourists; and training for tourism business employees. Fay-Penn is actively working with other organizations dedicated to tourism development in Fayette County to implement these and other initiatives in coming years.

Regional Linkages to the Nation and the World

The context in which Fayette County is viewed by the rest of the world is a very important consideration as to how Fay-Penn and other organizations respond to visitor inquiries about our area. Both tourists and business travelers who come to the County see the area as part of the southwestern Pennsylvania region. National and international businesses that choose to locate in Fayette County become part of the southwestern Pennsylvania/Pittsburgh national market area. They use the Pittsburgh International Airport and conduct business with many of the national and international companies located in the City of Pittsburgh and throughout the region. The employees of these companies visit many of the cultural attractions or special events in Pittsburgh, as many of our local residents do now. It is important for Fay-Penn to remain an active participant in regional projects to help ensure that limited resources are used wisely to maximize the positive impact in both the region, and ultimately, Fayette County.

Regional Planning

Throughout the last few years, Fay-Penn staff members have participated in numerous regional meetings of the Working Together Consortium, the Southwestern Pennsylvania Growth Alliance, Regional Economic Revitalization Initiative and the Southwestern Pennsylvania Regional Development Council. Many other regionally focused organizations including those listed at the back of this report are part of Fay-Penn's resource team that works together to support economic development for businesses in Fayette County. Fay-Penn's active participation in these organizations is critical to developing regional revitalization plans. Developments in other counties are important to Fayette County since nearly one-third of our work force is employed outside of the County. With Fay-Penn's encouragement, regional organizations are now developing a regional capital project list that includes tourism, cultural, transportation and economic development projects from the nine county area of southwestern Pennsylvania. It is hoped that a greater cooperative effort will be more successful in securing funding for capital projects throughout the region.

"Team Pennsylvania"

To sell Fayette County as a location to new businesses, Fay-Penn must first sell Pennsylvania as a state with a competitive business climate. This is an equally important issue for local businesses that need to remain economically viable at their current locations in Fayette County, PA. To help support both business expansion and retention efforts, the Commonwealth has announced a new program - Team Pennsylvania. Team Pennsylvania, through a public/private partnership, will provide local economic development organizations in each county with state of the art technology for presenting current business climate and related business information to specific companies considering expansions and relocations in the Commonwealth. Fay-Penn has been a leader in assisting to establish the organizational structure of Team Pennsylvania for southwestern Pennsylvania. The new and exciting program will compliment Fay-Penn's current outreach efforts and serve as an umbrella structure for future state economic development initiatives such as the state's new Business Calling and Resource Network Initiatives. Team Pennsylvania will improve communication between companies and services providers through a regionally based economic development delivery system that is locally driven.



Laurel Highlands - Pittsburgh Regional Sign System Project

Fay-Penn has been leading the effort to visually unify the southwestern Pennsylvania region through the installation of a new innovative road signing system. The initial target area for this major demonstration project are parts of Allegheny, Washington and Westmoreland Counties, and all of Somerset and Fayette Counties. The project, currently in the preliminary planning stages, if completed, will greatly improve the current directional sign system and visitor experience in an effort to increase tourism expenditures in the combined Laurel Highlands and Pittsburgh areas. It will also support other economic development efforts by uniting the region and

promoting a positive change in local attitudes through an awareness of a region rich in cultural, sporting and recreational amenities. Fay-Penn is working closely with the Laurel Highlands Visitor Bureau and various departments in the Commonwealth, most extensively with the Departments of Transportation and Community and Economic Development, to complete this very complex pilot project that, if successful, could serve as a model for the rest of the region and the Commonwealth.

Regional Marketing

Fay-Penn has been a leader in recommending a comprehensive approach to marketing southwestern Pennsylvania. The regional Working Together Consortium's Destination/Tourism Committee selected Fay-Penn's recommendation to better coordinate economic development and tourism marketing efforts to help ensure that one cohesive image of Pittsburgh and the surrounding region will in the future be presented to the nation and the world. The Pittsburgh Regional Alliance is working on a marketing plan to lay the groundwork for a new national campaign.

Fayette and Westmoreland Joint Rail Project

What started over five years ago as an effort to save the rail line in Fayette County has expanded into also preserving rail service in Westmoreland County to the New Stanton area for the Sony Glass Plant and other rail ship pers. Fay-Penn, in working with the Westmoreland County Industrial Development Corporation, spearheaded the effort to complete the acquisition of the rail line. The two organizations worked together to develop a joint operating agreement and to select a shortline rail carrier to operate the rail lines in both Fayette and Westmoreland Counties as one rail system. The combined 65 mile shortline system provides improved rail service and opens new national markets to rail users in both counties.

Contribution Acknowledgments

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 1996, The Eberly Foundation contributed over \$200,000 in support of Fay-Penn's administration and an additional \$1.3 million designated for specific projects undertaken in 1996. Fay-Penn takes this opportunity to say "Thank You" to the following who have provided significant financial support to both projects and programs in 1996.

\$1,000 to \$10,000

Allegheny Power Systems
Bell Atlantic
Christopher Resources, Inc.
Coldren Adams, Ltd.
Columbia Gas Co. of PA, Inc.
Fayette Bank
First Federal Savings and Loan
of Greene Co.
National City Bank
Wal-Mart Stores, Inc.

\$10,000 to \$100,000

Ben Franklin Technology Center of Western PA
Commonwealth of PA - Industrial
Development Assistance Fund
Mr. & Mrs. Robert E. Eberly
Howard Heinz Endowment
Katherine Mabis McKenna Foundation

Over \$100,000

Commonwealth of PA - Infrastructure
Development Program
The Eberly Foundation
Fayette County Commissioners
U.S. Appalachian Regional Commission

In addition, Fay-Penn Economic Development Council acknowledges with much thanks the following 200 area businesses, organizations and individuals whose annual financial contributions have aided in Fay-Penn's success and accomplishments to date:

Alden Oil Co.
All Around Fence Co., Inc.
Allegheny Power Systems
American Ambulance
American Legion Post 51
Anchor Glass Container Corp.
Anchor Hocking Packaging Co.
Assad Iron & Metals, Inc.
Brownsville Area Revitalization Corp
Bell Atlantic
Belvetone Systems
Berish Agency, Inc.
Bone & Joint Surgical Associates
Borough of Perryopolis
Borough of Smithfield
Bradley Paint Co.
Brodak's Shop N Save
Brownsville Bus Lines
Brownsville General Hospital
Brownsville School District
Cardello Electric Supply Co.
Dr. F.P. Cardenas, MD
Cavert/Quincy Acquisition Co.
Centennial Chevrolet-Geo-Dodge, Inc.
Central Fay. Chamber of Business & Industry
Ceramic Fiber Technologies
Champion Lumber Co., Inc.
Chess Coal Co.
Christopher Resources, Inc.
City of Uniontown
James Edward Clarke
O.G. Cluss Lumber Co.
Cameron Coca Cola Corp.
Coldren Adams, Ltd.
Columbia Gas Co. of PA, Inc.
Conn Realty
Connellsville Chiropractic Center
Connellsville Chrysler-Dodge-Jeep
Connellsville Corporation
Connellsville Ind. Enterprises
Connellsville Printing Co.
Connellsville Redev. Auth.
City of Connellsville
Daily Courier
Rep. Peter J. Daley, II
Daniel's Men's Store
Davis & Davis
Demco Excavating, Inc.
DeMuth Florist, Inc.
Berwyn S. Detweiler Pontiac, Inc.
Rep. H. Wm. DeWeese

Dow Construction Co.
E.W. Bowman, Inc.
Eat N' Park Restaurant
Eberly & Meade, Inc.
W. H. Farwell Co.
Fay-West Travel, Inc.
Fayco Plastics Co., Inc.
Fayette Bank
Fay. Co. Airport Authority
Fay. Co. Community Action Agency, Inc.
Fay. Co. Medical Society
Fay. Co. Mental Health/Mental Retardation
Fay. Co. Redevelopment Authority
Fayette Engineering Co., Inc.
Fayette Fuel, Inc.
Fay. Institute of Commerce & Technology Inc.
Fayette Labor Management Committee
Fayette Parts
Fayette Positive Action Citizens
Fayette Radiation Therapy Mgmt.
Fayette Realty Company
Fayette Tire Co.
Joe Fida's Auto Plate Service
John A. Fiesta Agency, Inc.
Fike Insurance Agency
R. Bruce Fike & Sons Dairy, Inc.
First Fed. Savings & Loan of Greene Co.
First Fed. Savings Bank
Foseco, Inc.
Fox Glass Co.
Frank's Auto Supply
Gabriel Brothers
Gallatin Fuels, Inc.
Garbart Engineering Co.
Gerome Manufacturing Co., Inc.
Goodwill Industries
Gr. Brownsville Chamber of Comm.
Gr. Connellsville Chamber of Comm.
Hagan Ice Cream Co.
Haky Funeral Home
Hazemag, USA, Inc.
Helicon Cablevision
Helicopter Aviation Services, Inc.
Highlands Hospital
Holiday Inn of Uniontown
Honisek Tool Co., Inc.
Houze Glass Corp.
Dr. Ronald E. Hugh, DDS
The Insurance People
Interim Personnel
Jackson's Dairy Farm

Thomas J. Kalman, Esq.
William B. Kania, CPA
Senator Richard A. Kasunic
Keystone Enterprises
Laurel Business Institute
Laurel Caverns
Laurel Highlands School District
Laurel Highlands, Inc.
Lynn's Dairy Queen Franchisor
Robert Lynn Construction Co.
M & Y Services, Inc.
Margolis, George & Port
Masontown Industrial Dev. Corp.
Masontown Trophy Co.
McClure & Wolf
McMillen Engineering
The Medicine Shoppe
Meloni's Restaurant
Donald M. Miller, Inc.
MONY
N.A.A.C.P.
National City Bank of PA
Nat'l Road Heritage Park Project
Neubauer's Flowers, Inc.
N. Fayette Co. Municipal Auth.
Nu-Metrics Instrumentation
Oglevee, Ltd.
Ohiopyle Prints
PA-American Water Co.
Park's Moving & Storage, Inc.
Parker/Hunter, Inc.
PennState Fayette Campus
Peoples Natural Gas Co.
Perma-Cote Plastics
PNC Bank (U'town)
Plumbers & Pipe Fitters Union 354
Poulos Company, Inc.
Private Industry Council of
Westmoreland/Fayette, Inc.
PSI Packaging Services, Inc.
Dr. Mark Rabatin, DDS
Republic Chamber of Commerce
Rep. Larry Roberts
Romeo & Sons, Inc.
Rupp Medical Associates
Martha S. Sanger
Norma Santore, Fay. Co. Sheriff
Scottsdale Bank & Trust Co.
Seaton & Bowman, Inc.
Second Nat'l Bank of Masontown
Sensus Technologies, Inc.

Dr. Ronald R. Sepic, DDS, Ltd.
Shady Side Inn
Rep. James E. Shaner
Shumar's Welding & Machine
Smithfield Hardware & Appliance
Art Snyder Sanitary Supply
Solomon Accounting Service
Spartan Construction
Paul Sprowis Agency
Stahls' Hotronix
Rep. Jess Stairs
Stefano's Printing
Stone & Co.
Summit Inn Mountain Resort
Summit Products Co.
Swan's Appliance & Furniture
Tedesco Manufacturing Co.
Mark Thompson Distributing
Township of Brownsville
Township of Bullskin
Township of Connellsville
Township of Dunbar
Township of Georges
Township of Jefferson
Township of Luzerne
Township of Menallen
Township of Saltlick
Township of Stewart
Township of Upper Tyrone
Township of Wharton
Tri-Town Industries, Inc.
James A. Ulmer, Jr.
Uniontown Area School Dist.
Uniontown Downtown Bus. Dist. Auth.
Uniontown Hospital
Uniontown Mall
Uniontown Motor Club
Uniontown Newspapers, Inc.
Uniontown Redev. Auth.
United Defense
US Cellular Mobile Tele. Serv.
Unlimited Housing for the Elderly
Valley Welding
Whitty, Inc.
White Swan Flower Shop
Widmer Engineering Co.
Williamhouse Regency
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. Below is a listing of these organizations:

Allegheny Conference on Community Development
Allegheny Heritage Development Corporation
Appalachian Regional Commission
Ben Franklin Technology Center of Western PA
Brownsville Area Revitalization Corp.
Brownsville Chamber of Commerce
Builders Association of Fayette County
California University of PA Entrepreneurial Assistance Center
Carnegie Mellon University
Central Fayette Chamber of Bus. & Industry
Connellsville Industrial Enterprises
Connellsville Job Service
Connellsville Redevelopment Authority
U.S. Economic Development Administration
Enterprise Corporation of Pittsburgh
Fay-Penn Industrial Development Corp.
Fayette Assoc. of Positive Action Citizens
Fayette Co. Board of Commissioners
Fayette Co. Board of Twp. Supervisors
Fayette Co. Bus. & Education Partnership
Fayette Co. Community Action Agency
Fayette Co. Industrial Development Auth.
Fayette County Historical Society
Fayette Co. Office of Planning & Community Dev.
Fayette County Redevelopment Authority
Fayette Festival Association
Fayette Forward
Fayette Industrial Fund
Fayette Labor Management Committee
Greater Connellsville Chamber of Commerce
Greene County Redevelopment Authority
Goodwill Industries
Laurel Business Institute
Laurel Highlands Visitors Bureau
Middle Monongahela Industrial Dev. Assoc., Inc.
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 Project
Office of Vocational Rehabilitation
PennState Fayette Campus
Penn's Southwest Association
PA Dept of Community & Eco. Dev.
PA Dept of Environmental Protection
PA Dept of Transportation
PA Economy League
PA Governor's Action Team
PA Job Service
PA Small Business Dev. Centers
Pittsburgh High Technology Council
Private Industry Council of Westmoreland/Fayette, Inc.
Regional Industrial Development Corp.
Regional Trail Corporation
Republic Chamber of Commerce
Service Corps. of Retired Executives
Southwestern PA Area Agency on Aging
Southwestern PA Hardwoods Council
Southwestern PA Heritage Preservation Commission
Southwestern PA Industrial Resource Center
Southwestern PA Regional Development Council
Southwestern PA Regional Planning Commission
Southwestern PA Growth Alliance
St. Vincent College Small Business Development Center
Three Rivers Labor Management Corp.
U.S. Army Corps of Engineers
U.S. Fish and Wildlife
U.S.D.A. Rural Development
U.S.D.A. Forest Service
U.S. Small Business Administration
Uniontown Downtown Business Authority
Uniontown Job Service
Uniontown Redevelopment Authority
University of Pittsburgh
Washington County Council on Economic Development
Waynesburg College
Westmoreland County Industrial Development Corp.
Westmoreland Economic Development Corporation