

FINANCING  
SITE SELECTION  
BUSINESS ASSISTANCE  
WORKFORCE  
REAL ESTATE DEVELOPMENT

# ANNUAL REPORT 2014



# TABLE OF CONTENTS

About Us & Chairman's Message	1
Business Services & Key Performance Indicators	2
Revolving Loan Fund Activity	3
Real Estate Activity	4
Business Development Projects	5-8
Program Activity	9-11
Board of Directors & Staff	12
Financial Statements	13-14
Special Thanks & Acknowledgements	Back Cover

## ABOUT US

Fay-Penn was incorporated in 1991 as a 501(c)(3) nonprofit organization to assist in growing the economy of Fayette County. We provide comprehensive, second-to-none business development services through our staff or partners to make our clients more competitive in a global marketplace.

## PRIMARY OBJECTIVES

- Create and retain jobs
- Generate private and public business investment
- Increase the tax base
- Sustain a supportive environment for business start-up, expansion and attraction



**William B. Blaney**  
*Chairman*

## CHAIRMAN'S MESSAGE

The year 2014 was one of transition at Fay-Penn. As it began, we expressed our appreciation to our past chairman, Steve Neubauer, for leading us through a challenging four years. Steve handled issues with great aplomb and I cannot thank him enough for the solid organization that he entrusted to me.

One of my first tasks was to lead a search for a new executive director. Bob Shark joined Fay-Penn in late July, bringing with him a fresh, outsider's perspective that challenged the organization to grow in ways it never had before. It has been a pleasure getting to know him.

I also extend my gratitude to our staff for their unwavering dedication to the organization. They are the true heroes who kept the organization moving forward during my time as interim executive director. They have been through tweaks - and sometimes ninety degree turns - but they remain firmly aligned with our mission to grow the economy in Fayette County.

Of course, my appreciation would be incomplete if I did not recognize the support of our board, the work of our committees, and the backing of each of our members and other stakeholders that help to make Fay-Penn the stellar organization that it is.

Look for even more renewed emphasis on enhancing Fay-Penn's core competencies in 2015. Our future has never looked brighter!

Respectfully yours,

A handwritten signature in blue ink that reads "William B. Blaney". The signature is fluid and cursive.

William B. Blaney



- Finance Business Needs
- Provide Business Sites
- Build Workforce Capabilities
- Promote Fayette County Business Amenities
- Develop Entrepreneurship
- Generate Business Opportunity Awareness
- Enhance Tourism
- Establish Business Partnerships
- Facilitate Exporting and Government Contracting
- Coordinate Government Program Assistance and Tax Credits
- Support Local Agriculture

## KEY PERFORMANCE INDICATORS

	2014	CUMULATIVE 1992-2014
<b>COMPLETED PROJECTS</b>	<b>13</b>	<b>321</b>
<b>JOBS CREATED &amp; RETAINED*</b>	<b>266</b>	<b>8,770</b>
<b>INCREASE IN ANNUAL PAYROLL</b>	<b>\$10,251,871</b>	<b>\$191,001,636</b>
<b>INCREASE IN ANNUAL TAXES**</b>	<b>\$417,251</b>	<b>\$8,224,686</b>
<b>CONSTRUCTION DOLLARS</b>	<b>\$719,847</b>	<b>\$528,484,420</b>
<b>NEW INVESTMENT</b>	<b>\$3,896,848</b>	<b>\$1,305,480,428</b>
<b>PUBLIC FINANCING</b>	<b>\$1,449,382</b>	<b>\$221,055,977</b>
<b>PRIVATE INVESTMENT</b>	<b>\$2,447,466</b>	<b>\$1,084,424,451</b>

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

\*\* Does not include residential, municipal, school or county real estate taxes





Dunbar Township Business Park, Dunbar Twp.



University Business Park, North Union Twp.



Fayette Business Park, Georges Twp.

## REVOLVING LOAN FUND ACTIVITY

Fay-Penn’s Revolving Loan Fund (RLF) was first capitalized in 1993 with \$1 million, which grew to \$14.7 million by the end of 2014. The RLF consists of eight programs that provide low interest financing to eligible businesses for various projects such as equipment purchases, facility expansions and operating capital. A total of 173 loans have been made since 1993 resulting in \$62.4 million in new investment.

The RLF 2014 activity is summarized below:

<b>TOTAL REVOLVING LOAN FUND DOLLARS</b>	<b>\$14.7 MILLION</b>
<b>NUMBER OF COMPANIES ASSISTED</b>	<b>5</b>
<b>NUMBER OF LOANS MADE</b>	<b>5</b>
<b>NEW TOTAL INVESTMENT</b>	<b>\$1,447,911</b>
<b>LOAN AMOUNTS</b>	<b>\$655,750</b>
<b>PRIVATE INVESTMENT</b>	<b>\$792,161</b>
<b>JOBS CREATED/RETAINED</b>	<b>39</b>



Ridgeview Plaza, Fayette Business Park, Georges Twp.



Vertex Building, Fayette Business Park, Georges Twp.



Brownsville Plaza





119 ICM Road Business Center, Dunbar Twp.



Eberly Business Center, University Business Park, North Union Twp.

## REAL ESTATE ACTIVITY

### LAND:

- **TOTAL LAND SALES: \$917,000**
  - SOLD A 5.82 ACRE LOT IN THE FAYETTE BUSINESS PARK TO LEE'S PLUMBING & EXCAVATION
  - SOLD A 3.95 ACRE LOT IN THE UNIVERSITY BUSINESS PARK TO SPEEDWAY
- **CAPITAL INVESTMENT: \$177,000**
  - PLANNING, ENGINEERING AND INFRASTRUCTURE IMPROVEMENTS AT 3 BUSINESS PARK LOCATIONS

### BUILDING:

- **TOTAL BUILDING ACQUISITIONS: \$342,500**
  - ACQUIRED A 6,500 SF BUILDING ON A 2.39 ACRE LOT IN NORTH UNION TWP. TO LEASE TO FASTENAL
- **TOTAL BUILDING SALES: \$172,000**
  - SOLD A 6,000 SF BUILDING ON A .55 ACRE LOT IN UNIONTOWN TO ST. VINCENT DE PAUL
- **CAPITAL & LEASEHOLD INVESTMENTS: \$390,000**
  - IMPROVEMENTS WERE MADE AT 8 BUILDINGS

## CURRENT REAL ESTATE HOLDINGS

<b>TOTAL NUMBER OF PROPERTIES OWNED (LAND &amp; BUILDING SITES)</b>	<b>21</b>
<b>NUMBER OF LAND ONLY SITES:</b>	<b>7</b>
TOTAL ACRES:	1,511
DEVELOPED:	195
UNDEVELOPED:	1,316
<b>NUMBER OF BUILDING SITES:</b>	<b>14</b>
TOTAL NUMBER OF BUILDINGS:	16
TOTAL SQUARE FEET: (INCLUDES COMMON AREAS)	709,817
% LEASED*	86%
% VACANT*	14%
* BASED UPON TOTAL LEASABLE SPACE	

Redstone Twp.



500 Mt. View Drive, Fayette Business Park, Georges Twp.



Fay-Penn Business Center, North Union Twp.



# BUSINESS DEVELOPMENT PROJECTS

## THE BOEING COMPANY, GEORGES TWP.

COMPANY PRODUCT/SERVICE:	TORPEDO DEFENSE SYSTEMS FOR U.S. NAVY SHIPS
SERVICE(S) PROVIDED:	STATE FUNDING & JOB TAX CREDIT ASSISTANCE
PROJECT DESCRIPTION:	EXISTING BUSINESS EXPANSION PROJECT NEW STREAMLINED PRODUCTION LINE JOB TRAINING
TOTAL EST. PROJECT COST:	\$786,000
WEBSITE	BOEING.COM

## LEE'S PLUMBING AND EXCAVATION, GEORGES TWP.

COMPANY PRODUCT/SERVICE:	RESIDENTIAL & INDUSTRIAL PLUMBING AND SITE EXCAVATION
SERVICE(S) PROVIDED:	SITE LOCATION ASSISTANCE SOLD 6 ACRES IN FAYETTE BUSINESS PARK
PROJECT DESCRIPTION:	BUSINESS EXPANSION/LOCATION PROJECT ACQUIRED LAND FOR CONSTRUCTION OF NEW HEADQUARTERS
TOTAL NEW INVESTMENT:	\$192,000

## FASTENAL, NORTH UNION TWP.

COMPANY PRODUCT/SERVICE:	DISTRIBUTOR OF CONSTRUCTION TOOLS & PRODUCTS
SERVICE(S) PROVIDED:	SITE LOCATION ASSISTANCE LAND & BUILDING ACQUISITION FOR LEASE WITH BUILD-OUT
PROJECT DESCRIPTION:	EXISTING BUSINESS RELOCATION PROJECT LEASED 6,500 SF BUILDING
TOTAL NEW INVESTMENT:	\$362,500
WEBSITE:	FASTENAL.COM



**SPEEDWAY, LLC, NORTH UNION TWP.**

COMPANY PRODUCT/SERVICE: CONVENIENCE STORE/GAS STATION  
 SERVICE(S) PROVIDED: SITE LOCATION ASSISTANCE  
 SOLD 4 ACRES IN UNIVERSITY BUSINESS PARK  
 PROJECT DESCRIPTION: NEW BUSINESS LOCATION  
 LAND ACQUISITION FOR CONSTRUCTION OF A NEW FACILITY  
 TOTAL NEW INVESTMENT: \$725,000  
 WEBSITE: SPEEDWAY.COM

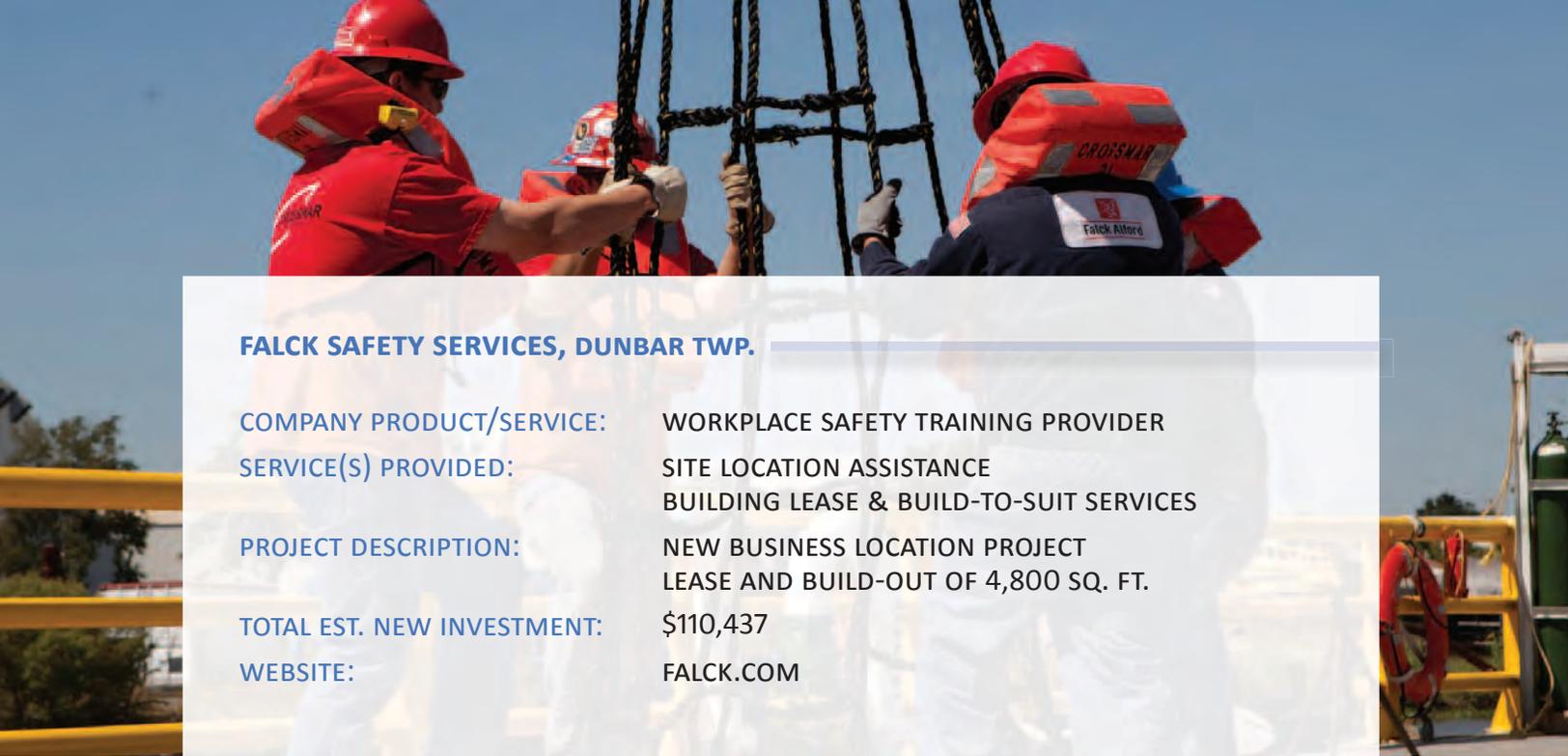
**THE COUCH, LLC, CONNELLSVILLE**

COMPANY PRODUCT/SERVICE: PROFESSIONAL FAMILY COUNSELING  
 SERVICE(S) PROVIDED: RLF LOAN  
 PROJECT DESCRIPTION: NEW BUSINESS START-UP  
 MACHINERY & EQUIPMENT AND WORKING CAPITAL  
 TOTAL EST. NEW INVESTMENT: \$14,500  
 WEBSITE: THECOUCHLLC.COM

**MASON'S MARK, DUNBAR TWP.**

COMPANY PRODUCT/SERVICE: MANUFACTURER & DISTRIBUTOR OF STONE VENEER  
 SERVICE(S) PROVIDED: SITE LOCATION ASSISTANCE  
 BUILDING LEASE AND BUILD-TO-SUIT SERVICES  
 PROJECT DESCRIPTION: EXISTING BUSINESS RELOCATION PROJECT  
 LEASED 5,000 SF IN 119 ICMI ROAD BUSINESS CENTER  
 NEW EQUIPMENT ACQUISITION  
 TOTAL NEW INVESTMENT: \$96,000  
 WEBSITE: MASONSMARKSTONE.COM





**FALCK SAFETY SERVICES, DUNBAR TWP.**

**COMPANY PRODUCT/SERVICE:** WORKPLACE SAFETY TRAINING PROVIDER  
**SERVICE(S) PROVIDED:** SITE LOCATION ASSISTANCE  
BUILDING LEASE & BUILD-TO-SUIT SERVICES  
**PROJECT DESCRIPTION:** NEW BUSINESS LOCATION PROJECT  
LEASE AND BUILD-OUT OF 4,800 SQ. FT.  
**TOTAL EST. NEW INVESTMENT:** \$110,437  
**WEBSITE:** FALCK.COM

**PENN SUMMIT INSURANCE AGENCY, LLC, FARMINGTON**

**COMPANY PRODUCT/SERVICE:** INDEPENDENT FULL-SERVICE INSURANCE AGENCY  
**SERVICE(S) PROVIDED:** RLF LOAN  
**PROJECT DESCRIPTION:** REAL ESTATE ACQUISITION, NEW EQUIPMENT & WORKING  
CAPITAL  
**TOTAL EST. NEW INVESTMENT:** \$598,411  
**WEBSITE:** PENNSUMMIT.NET



**PETANGA CONSULTING, LLC DBA FAT ANGELO'S, NORTH UNION TWP.**

**COMPANY PRODUCT/SERVICE:** RESTAURANT ESTABLISHMENT  
**SERVICE(S) PROVIDED:** RLF LOAN  
SMALL BUSINESS TECHNICAL ASSISTANCE  
**PROJECT DESCRIPTION:** REAL ESTATE ACQUISITION  
**TOTAL EST. NEW INVESTMENT:** \$125,000  
**WEBSITE:** FATANGELOSMENU.COM



### **NUWELD, INC., NORTH UNION TWP.**

---

**COMPANY PRODUCT/SERVICE:** SPECIALIZED MECHANICAL SERVICES FOR THE GAS & OIL INDUSTRY

**SERVICE(S) PROVIDED:** SITE LOCATION ASSISTANCE  
BUILDING LEASE & BUILD-TO-SUIT SERVICES

**PROJECT DESCRIPTION:** NEW BUSINESS LOCATION PROJECT  
LEASE AND BUILD-OUT OF 6,170 SF

**TOTAL EST. NEW INVESTMENT:** \$5,000

**WEBSITE:** NUWELDINC.COM

### **GENESIS HOUSE MINISTRIES, INC., UNIONTOWN**

---

**COMPANY PRODUCT/SERVICE:** NON-PROFIT FACILITY FOR PAROLEES

**SERVICE(S) PROVIDED:** RLF LOAN

**PROJECT DESCRIPTION:** WORKING CAPITAL

**TOTAL EST. NEW INVESTMENT:** \$100,000

### **ST. VINCENT DE PAUL, UNIONTOWN**

---

**COMPANY PRODUCT/SERVICE:** FAITH-BASED CHARITABLE ORGANIZATION

**SERVICE(S) PROVIDED:** SOLD REAL ESTATE

**PROJECT DESCRIPTION:** ACQUISITION OF A 6,000 SF BUILDING

**TOTAL EST. NEW INVESTMENT:** \$172,000

### **BIG PIPE, LLC/HIBBS AWNING, CITY OF UNIONTOWN**

---

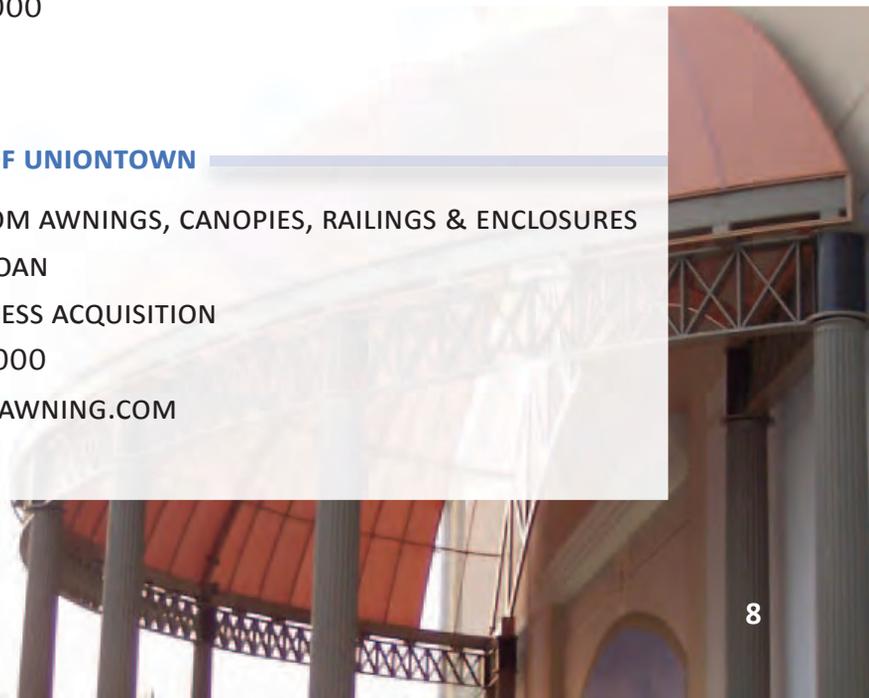
**COMPANY PRODUCT/SERVICE:** CUSTOM AWNINGS, CANOPIES, RAILINGS & ENCLOSURES

**SERVICE(S) PROVIDED:** RLF LOAN

**PROJECT DESCRIPTION:** BUSINESS ACQUISITION

**TOTAL EST. NEW INVESTMENT:** \$610,000

**WEBSITE:** HIBBSAWNING.COM



# PROGRAM ACTIVITY

Fay-Penn provides ongoing business and workforce development services through numerous programs, initiatives and partnerships. In addition to responding to inquires, Fay-Penn takes a proactive approach to economic development through its outreach programs.

This section contains a highlight of some of those activities and partnerships, and the level of activity generated.



## PARTNERSHIP FOR REGIONAL ECONOMIC PERFORMANCE:

The Partnership for Regional Economic Performance (PREP) is funded by the Commonwealth of PA to create networks of business assistance delivery systems. Organizations within ten regions throughout PA coordinate amongst each other to ensure inquiries from a business or potential entrepreneur are acted upon expeditiously. Fay-Penn operates in the Southwest PREP region along with other trained and experienced experts to provide one-on-one counseling, specialized workshops, and financial incentives.

## RURAL MICROENTREPRENEUR ASSISTANCE PROGRAM:

To complement loan financing made through its Rural Microentrepreneur Assistance Program (RMAP) fund, Fay-Penn provides business planning assistance to start-up businesses in conjunction with the St. Vincent College Small Business Development Center.

## 2014 ACTIVITY OVERVIEW

TOTAL CLIENT INQUIRIES	51
CLIENTS ASSISTED	42
BREP VISITS	30
FINANCING ASSISTANCE	27
BUSINESS PLANS COMPLETED	21
SITE SELECTION	18
OPERATIONS ASSISTANCE	17
FAY-PENN LOANS	5
BUSINESS START-UPS	4
TRAINING/SEMINAR EVENTS	3
TRAINING/SEMINAR ATTENDEES	89
COMMUNITY REVITALIZATION GRANTS	9
WORKFORCE CLIENTS	7
SCHOLARSHIPS PROVIDED	42
SAT PREP ASSISTANCE	16
INTERNSHIPS FUNDED	4
GED ASSISTANCE	2

## BUSINESS RETENTION & EXPANSION PROGRAM:

Fay-Penn conducts individual on-site outreach interviews with business owners to build relationships and to investigate an organization's business practices, strengths, challenges, and needs via the Business Retention and Expansion Program (BREP). Fay-Penn targets programs, resources, and opportunities of potential benefit to that organization. Information obtained from the owners is also used to aid in developing future Pennsylvania economic development policies and programs.



NFPA Fluid Power Challenge Event at Penn State Fayette - The Eberly Campus



Fayette CTI - Workforce Development Scholarship Fund Recipients and Teachers

### WORKFORCE DEVELOPMENT:

Fay-Penn assists both employers and employees in meeting the human resource needs of businesses in Fayette County.

Activities included:

- Participating as a member of the Westmoreland-Fayette Workforce Investment Board (West-Fay WIB). The WIB oversees the local Workforce Investment Area and its service delivery centers.
- Partnering with PA CareerLink.
- Facilitating resources to assist with employee recruitment.
- Accessing funding sources to help defray training costs via PA WEDNet and On-the-Job-Training (OJT).
- Sponsoring/attending 16 workforce events throughout the region.
- Co-leading, along with the Fayette County Chamber of Commerce, the Fayette Business Education Partnership (FBEP), a consortium of businesses, educators, and other groups to develop collaboration among businesses and educators to ensure that worker skill set education and training programs match employer needs.
- Establishing a \$150,000 fund to sponsor workforce scholarships in Fayette County. The fund provided grant monies for post-secondary education, internships, GED testing, student of the month/year recognition awards, and PA Free Enterprise Week participants.

Bankers' Breakfast Event

### BUSINESS TRAININGS/SEMINARS:

Fay-Penn sponsored three business education events.

- Bankers' Breakfast: Information sharing between conventional lenders and economic development groups in teaming to support higher risk business investment.
- Financial Literacy Workshop: Money topics for individuals, including fraud detection, mortgages, investment products, and retirement.
- Executive Workshop: Led by Catalyst Connection, a series of four sessions discussing shale gas opportunities, leadership succession, video and social media marketing, and strategic marketing and innovation.

### COMMUNITY REVITALIZATION FUND:

Fay-Penn awarded \$6,968 in Community Reinvestment Fund grants. The Fund derives money each year from the Fay-Penn annual meeting auction to be awarded to local non-profits for projects such as playground improvements, after school programs, children's reading programs and more.





Bill Wehry, State Exec. Dir. of USDA's Farm Service Agency, speaking at the 2014 Buy Local Summit



Community Reinvestment Fund Check Presentation to Ben Franklin Elementary School for new playground equipment



Fay-Penn supported local agriculture by conducting weekly farmer's markets at various locations throughout the County

## LOCAL ECONOMY INITIATIVE

Fay-Penn initiated the "Buy Local" Program in 2008 to boost awareness of local community businesses. Over the lifetime of the program, Fay-Penn hired four full-time staff, obtained grant funding, and contributed financial resources. From 2008 through 2014, Fay-Penn contributed \$1.1 million of its own capital toward the total program costs of \$1.6 million.

Fay-Penn's successful launch of the program culminated in transferring its leadership to a longtime Buy Local partner, The Herald-Standard, in December of 2014. We applaud the newspaper's willingness to step up to this task, and wish continuing success to the new "Be Local" partnership.

2014 highlights include:

- Obtaining \$130,000 in grants to fund Buy Local marketing efforts and a downtown Uniontown food-cooperative feasibility study.
- Conducting weekly farmers' markets in Brownsville, Connellsville, Masontown, Scottdale, and Uniontown.
- Sponsoring the 4th Annual Buy Local Summit with speakers and attendees from leading federal and state agricultural entities.
- Providing \$17,000 in marketing assistance funding to the United States Collegiate Athletic Association (USCAA) men's and women's basketball championships held at Penn State Fayette – The Eberly Campus.
- Sponsoring or participating in 17 community events to promote local economy initiatives.



USCAA National Basketball Championship held at Penn State Fayette - The Eberly Campus



Community Reinvestment Fund Check Presentation to the National Road Heritage Corridor

## Officers

CHAIR



**William Blaney**  
Vice President/  
General Manager  
Blaney Farms

1ST VICE CHAIR



**James Foutz**  
CPA

2ND VICE CHAIR



**Mark Fike**  
Account Executive  
Sprowls Insurance  
Group

TREASURER



**Lawrence Kiefer**  
Treasurer  
Scottdale  
Bank & Trust

SECRETARY



**Greg Parsons**  
Owner, Parsons  
Insurance

ASSISTANT SECRETARY



**Stephen Neubauer**  
President/General  
Manager  
Neubauer's Flowers, Inc.

## Directors

### Ed Balling

President, Fairchance Construction

### Dave Berish

President, Berish Agency, Inc.

### Brian Boyle

Vice President, TecEng Solutions

### Nancy Dean Burke

Former Gen. Mgr., Microdiamant

### Todd Casteel

President & CEO, Casteel Corporation

### John F. Coleman

Branch Mgr./1st VP., Janney Montgomery Scott

### Michelle Cunningham

Chief Executive Officer, Highlands Hospital

### Nancy Decker

President & CEO, Laurel Business Institute

### Henry A. Dunham

Vice President, Community Bank

### Ed Fike

Mayor, City of Uniontown

### Edward J. Franczyk

Market President, United Bank

### George Franks

President, Masontown Trophy & Embroidery

### Wayne Freed

Vice Pres., Business Banking, First National Bank

### Johnathan Garlow

President, Ford Business Machines, Inc.

### Dan Gearing

Mgr., Specialty Conduit & Manufacturing., LLC

### James Gnagey

Owner, Gnagey Gas & Oil, Inc.

### Tiffany R. M. Guittap

Branch Mgr.- ISP/Asst. VP, First Niagara Bank

### Max R. House, Jr.

President, House Financial Service

### William K. Jackson

Owner, Jackson Farms

### Dr. Ed Jeffreys

Exec. Dir., Fayette County Career & Technical Institute

### Richard Kasunic

Retired PA Senator

### Corbin Kearns

Plant Manager, Johnson Matthey

### Bryan S. Kisiel

Managing Shareholder, Kisiel & Associates, PC

### Sharon Klay

Owner/President, Christian W. Klay Winery

### Terri Knupp

Area Mgr., First Energy/West Penn Power

### Raymond J. Koffler, II

Senior Vice President, PNC Bank

### Leo T. Krantz, Jr.

Retired

### Greg Lincoln

Mayor, City of Connellsville

### John Malone

Vice President, Somerset Trust

### Pat McCulloch

Partner, Computer Trends/OffSite Datasafe

### Robert McKeown

President, Keystone Gas Solutions, LLC

### James Means

Fayette County Assoc. of Twp. Supervisors

### Pamela Moore

General Manager, Uniontown Mall

### Dennis Noonan

VP of Sales, Nemaocolin Woodlands Resort & Spa

### Clara Pascoe

Exec. Dir., Community Foundation of Fay. Co., PA

### Dr. Charles Patrick

Chancellor, Penn State Fayette - The Eberly Campus

### Robert Pinarski

Vice Pres/Publisher, Uniontown Newspapers

### George Rattay

Retired

### Frank Ricco

Secretary/Treasurer, Brownsville Bus Lines

### Charmaine Sampson

Administrative Assistant, The Eberly Foundation

### Terrance Shallenberger

President, Shallenberger Construction

### Eli Shumar, Jr.

Pres., Shumar's Welding & Machine Service, Inc.

### Rusty Smalley

President, George R. Smalley Co., Inc.

### Reid Smith

Loan Officer, Bridgeway Capital

### Mark Wasler

President, Kingfish Worldwide, Inc.

### Fred E. Wright

President, Ohiopyle Prints, Inc.

### Edward Yankovich

Vice President, International UMWA Dist. #2

### Vince Zapotosky

Chairman, Fay. Co. Board of Commissioners

## Staff

### Executive

#### Bob Shark

Executive Director

### Administration

#### Traci Klink

Executive Assistant/Office Manager

#### Sandy McClelland

Secretary/Administrative Assistant

#### Cindy Tucker

Administrative Assistant

### Assets & Contracts

#### Tina W. Wargo

Asset & Contract Department Manager

#### Twila Kendall

Technical Assistance Specialist

#### Ron Cole

Construction/Property Coordinator

### Accounting and Finance

#### Linda Yuhaniak

Accounting & Finance Department Manager

#### Brenda Sapic

Senior Accounting Assistant

#### Kimberly Wyda

Accounting Assistant

#### Gloria Calabro

Loan Servicing Specialist

### Economic Development

#### Dana Kendrick

Economic Development Department Manager

#### Alicia Thompson

Economic Development Specialist

#### Lori Scott

Economic Development Specialist

#### Jennifer Kooser

Small Business Specialist

### Workforce Development

#### Tom Cramer

Workforce Development Specialist

# FINANCIAL STATEMENTS

## Fay-Penn Economic Development Council and Laurel Hill Development Corporation

### COMBINED

Statement of Activities  
For the Year Ended December 31, 2014

#### CHANGES IN NET ASSETS:

##### SUPPORT AND REVENUES

Grants	\$	466,507
Contributions	\$	1,936
Member Contributions	\$	63,960
Loan and Administration Fees	\$	34,122
Building Rental Income	\$	2,222,590
Gas Lease Revenue and Royalties	\$	52,718
Timber Sale	\$	59,514
Interest-Revolving Loan Fund	\$	235,285
Investment Interest and Dividends	\$	38,639
Annual Dinner	\$	40,433
Gain on Sale of Assets	\$	585,847
Other	\$	<u>125,877</u>

**TOTAL SUPPORT AND REVENUES** **\$ 3,927,428**

##### EXPENSES

Management and Administration	\$	515,783
Building Expenses	\$	857,884
Depreciation	\$	856,510
Grant Expenses	\$	25,000
Other	\$	259
Revolving Loan Program	\$	150,665
Workforce and Educational Program	\$	201,304
Local Economy Initiative	\$	382,812
Property Development & Operations	\$	171,766
Marketing, Annual Dinner & Annual Report	\$	<u>187,765</u>

**TOTAL EXPENSES** **\$ 3,349,748**

**Increase (Decrease) in Net Assets** **\$ 577,680**

#### Net Assets:

Net Assets-January 1, 2014	\$	42,638,633
Increase (Decrease) in Net Assets	\$	<u>577,680</u>

**NET ASSETS - DECEMBER 31, 2014** **\$ 43,216,313**

#### ASSETS

Cash and Cash Equivalent	\$	8,554,556
Investments	\$	1,302,345
Accounts Receivable, Net of Allowance	\$	1,436,397
Other Assets	\$	184,177
Revolving Loan Fund		
-Cash and Cash Equivalent	\$	3,954,130
-Loans Receivable, Net of Allowance	\$	5,011,748
-Est. Receivable under Loan Guarantee Program	\$	26,000
Property, Plant & Equipment		
Net of Acc. Depreciation	\$	<u>27,884,051</u>

**TOTAL ASSETS** **\$ 48,353,404**

#### LIABILITIES AND NET ASSETS

##### Liabilities:

Accounts Payable	\$	30,581
Accrued Expenses	\$	326,081
Security Deposits	\$	156,458
Deferred Revenue	\$	888,143
Mortgage Payable	\$	<u>3,735,828</u>

**TOTAL LIABILITIES** **\$ 5,137,091**

##### Net Assets:

##### Unrestricted:

Revolving Loan Fund	\$	14,709,115
Operating	\$	<u>28,433,680</u>
Total Unrestricted	\$	43,142,795

##### Temporarily Restricted

Operating	\$	<u>73,518</u>
-----------	----	---------------

Total Net Assets \$ 43,216,313

**TOTAL LIABILITIES AND NET ASSETS** **\$ 48,353,404**

## Fay-Penn Economic Development Council

### Statement of Activities For the Year ended December 31, 2014

#### CHANGES IN NET ASSETS:

#### SUPPORT AND REVENUES

Grants	\$ 441,507
Contributions	\$ 1,936
Member Contributions	\$ 63,960
Contribution from Affiliate	\$ 155,650
Loan and Administration Fees	\$ 28,472
Building and Land Rental Income	\$ 2,222,590
Gas Lease Revenue and Royalties	\$ 52,718
Timber Sales	\$ 59,514
Interest-Revolving Loan Fund	\$ 235,285
Interest Income - Other	\$ 12,871
Annual Dinner	\$ 40,433
Gain on Sale of Assets	\$ 585,847
Other	\$ 124,254

**TOTAL SUPPORT AND REVENUES** \$ 4,025,037

#### EXPENSES

Management and Administration	\$ 510,991
Building Expenses	\$ 815,096
Depreciation	\$ 856,510
Revolving Loan Program	\$ 150,665
Workforce and Educational Program	\$ 201,304
Local Economy Initiative	\$ 382,812
Property Development & Operations	\$ 171,766
Marketing, Annual Dinner & Annual Report	\$ 187,765

**TOTAL EXPENSES** \$ 3,276,909

Increase (Decrease) in Net Assets \$ 748,128

#### NET ASSETS

Net Assets-January 1, 2014	\$ 31,412,758
Increase (Decrease) in Net Assets	\$ 748,128

**NET ASSETS - DECEMBER 31, 2014** \$ 32,160,886

### Statement of Financial Position as of December 31, 2014

#### ASSETS

Cash and Cash Equivalent	\$ 4,531,691
Investments	\$ 300,000
Accounts Receivable, Net of Allowance	\$ 336,397
Other Assets	\$ 184,177
Revolving Loan Fund	
-Cash and Cash Equivalent	\$ 3,954,130
-Loans Receivable, net of Allowance	\$ 5,011,748
-Est. Receivable under Loan Guarantee Program	\$ 26,000
Property, Plant & Equipment, Net of Acc. Depreciation	\$ 27,381,920

**TOTAL ASSETS** \$ 41,726,063

#### LIABILITIES AND NET ASSETS

##### Current Liabilities:

Accounts Payable	\$ 29,789
Accrued Expenses	\$ 326,081
Security Deposits	\$ 156,458
Deferred Revenue	\$ 888,143
Notes Payable	\$ 3,735,828
Loans Payable - Laurel Hill Development	\$ 4,428,878

Total Liabilities \$ 9,565,177

Total Unrestricted Net Assets \$ 32,112,368

Temporarily Restricted Net Assets \$ 48,518

Total Net Assets \$ 32,160,886

**TOTAL LIABILITIES AND NET ASSETS** \$ 41,726,063

## Laurel Hill Development Corporation

### Statement of Activities For the Year ended December 31, 2014

#### CHANGES IN NET ASSETS:

#### SUPPORT AND REVENUES

Grants	\$ 25,000
Investment Income	\$ 25,768
Administrative Fees	\$ 5,650
Other	\$ 1,623

**TOTAL SUPPORT AND REVENUES** \$ 58,041

#### EXPENSES

Management and Administration	\$ 4,792
Building Expenses	\$ 42,788
Marketing - Grant Expenses	\$ 25,000
Contribution to Affiliated Organization	\$ 155,650
Other	\$ 259

**TOTAL EXPENSES** \$ 228,489

Increase (Decrease) in Net Assets \$ (170,448)

#### NET ASSETS:

Net Assets-January 1, 2014 \$ 11,225,875

Increase (Decrease) in Net Assets \$ (170,448)

**NET ASSETS - DECEMBER 31, 2014** \$ 11,055,427

### Statement of Financial Position as of December 31, 2014

#### ASSETS

Cash and Cash Equivalent	\$ 4,022,865
Long Term Investments	\$ 1,002,345
Accounts Receivable	\$ 1,100,000
Loan Receivable - Fay-Penn	\$ 4,428,878
Net Fixed Assets	\$ 502,131

**TOTAL ASSETS** \$ 11,056,219

#### LIABILITIES AND NET ASSETS

##### Current Liabilities:

Accounts Payable \$ 792

Total Net Assets - Unrestricted \$ 11,055,427

**TOTAL LIABILITIES AND NET ASSETS** \$ 11,056,219

# SPECIAL THANKS & ACKNOWLEDGEMENTS

## MAJOR CONTRIBUTORS

- US Appalachian Regional Commission
- US Department of Agriculture, Rural Development
- Commonwealth of Pennsylvania
- Laurel Highlands Visitors Bureau
- Fayette County Community Action Agency, Inc.
- PNC Foundation

## MEMBERSHIP

84 Lumber  
AAA East Central  
Advanced Acoustic Concepts  
Atlantic Broadband  
Bear Construction  
Berish Agency, Inc.  
Berkley Medical  
Berwyn S. Detweiler, Inc.  
Blaney Farms, Inc.  
Boeing  
BPU Investment Management, Inc.  
Bridgeway Capital, Inc.  
Brodak's Shop-N-Save  
Brother's Lazer Service, Inc.  
Brownsville Bus Lines  
Brownsville Marine Products, LLC  
Builders Association of Fayette County  
Carlisle Construction Materials dba  
Hunter Panels  
Casteel Corporation  
Catalyst Connection  
Centennial Chevrolet  
Chevron, U.S.A., Inc.  
CHL Development Corp.  
Christian W. Klay Winery  
City of Connellsville  
City of Uniontown  
Coldwell Banker Laurel Ridge Realty  
Columbia Gas of PA, Inc.  
Community Bank  
Computer Trends, LLC  
Connect to Classrooms, Inc.  
Connellsville Area School District  
Connellsville Chamber of Commerce  
Connellsville Redevelopment Authority  
Dairy Queen of SWPA, Inc.  
DeFrank Development  
Demco Excavating, Inc.  
Donald M. Miller, Inc.  
Fairchance Construction Co.  
Fayette Chamber of Commerce  
Fayette Co. Assoc. of Twp. Supervisors  
Fayette Co. Assoc. for the Blind  
Fayette Co. Behavioral Health Admin.  
Fayette Co. Board of Commissioners  
Fayette Co. Career & Technical Institute  
Fayette Co. Community Action Agency

Fayette Co. Housing Authority  
Fayette Parts Service, Inc.  
First Energy/West Penn Power Co.  
First Federal Savings & Loan of Greene Co.  
First National Bank of PA  
First Niagara Bank  
Ford Business Machines  
Fox, Deborah  
Gallatin Fuels  
Gene & Boots Candies, Inc.  
George, Port & George  
George R. Smalley Co., Inc.  
Gerome Manufacturing Co., Inc.  
Gnagey Gas & Oil Co. Inc.  
Goodwill Industries of Fayette Co.  
Greater Uniontown Heritage Consortium/  
State Theatre Center for the Arts  
Hazemag, USA Inc.  
Highlands Hospital  
Holt & Bugbee Hardwoods  
House Financial Services  
Jackson Dairy Farm  
Janney Montgomery Scott, LLC  
John A. Fiesta Agency, Inc.  
Johnson Matthey, Inc.  
Kasunic, Richard, Senator  
Keystone Gas Solutions, LLC  
Kingfish Worldwide  
Kisiel & Associates PC  
Koval Building & Plumbing Supply  
Krantz, Leo T. Jr.  
Laurel Business Institute  
Laurel Caverns  
Laurel Highlands School District  
Laurel Machine Co.  
Mark IV Office Supply  
Masontown Borough  
Masontown Trophy & Embroidery Co.  
Matheson - Midwest Zone  
McClure and Wolf, LLP  
McMillen Engineering  
Meloni's Restaurant  
MLP Steel  
Microdiamant USA, Inc.  
Nationwide Payment Solutions  
Nemacolin Woodlands Resort & Spa  
Neubauer's Flowers, Inc.

North Fayette County Municipal Authority  
O.C. Cluss Lumber Co., Inc.  
Ohiopyle Prints, Inc.  
Parsons Insurance Services, LLC  
Penn State Fayette - The Eberly Campus  
Petanga Consulting dba Fat Angelo's  
Pine Hollow Mechanical, Inc.  
Plumbers & Pipefitters #354  
PNC Bank  
Ptak's  
Redev. Auth. of the City of Uniontown  
Redev. Auth. of the County of Fayette  
Sampson, Charmaine L.  
Scottdale Bank & Trust Co.  
Sepic Orthodontics  
Shallenberger Construction  
Shane Felter Industries  
Shumar's Welding & Machine Service, Inc.  
Sisters of the Order of St. Basil the Great  
Sleighter Engineering  
Specialty Conduit & Manufacturing, LLC  
Sprowls Insurance Group  
Stefano's Printing, Inc.  
Stephen R. Haky Funeral Home  
Township of Brownsville  
Township of Bullskin  
Township of Georges  
Township of German  
Township of Luzerne  
Township of Redstone  
Township of Saltlick  
Township of Springhill  
Township of Upper Tyrone  
Township of Wharton  
Uniontown Area School District  
Uniontown Country Club  
Uniontown Hospital  
Uniontown Mall  
Uniontown Newspapers, Inc.  
United Bank  
United Dairy  
United Mine Workers of America  
Vermin Control Co.  
Vertex Outsourcing, LLC  
Vitalink  
West Penn Warehousing  
Western PA Conservancy/Fallingwater  
Westmoreland-Fayette WIB  
WSW Holdings, Inc.  
ZRM Enterprises



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