

WESTMORELAND COUNTY



A Great Place To Do Business

Welcome to Westmoreland County in beautiful southwestern Pennsylvania!



40 North Pennsylvania Avenue, Greensburg, PA
Home of Westmoreland Development Council

With its sprawling hills, down-home charm, attractive business climate and close proximity to Pittsburgh, Westmoreland County offers the best of everything.

Strategically located in an area abundant with natural resources, Westmoreland is on the rise as a leader in American energy innovation. The county is driven by the hub of one of the strongest manufacturing bases within the region, including the Marcellus Shale industry, which is also helping to create new jobs. Exemplified by the huge numbers of European immigrants who came to Westmoreland to work in coal mines, steel mills and glass factories during the Industrial Revolution, Westmoreland County is distinguished by a workforce that boasts traditional work ethics, values and pride. Our loyal and hard-working people are the most crucial element in the manufacturing foundation that we continue to build on.

We know the dynamics for success and the county provides the in-depth services and support necessary to meet the needs of any business. We have more site options available, a superior transportation network, exceptional utility and energy services and strong financial support packages to make things happen easy and fast. The county offers a wide range of site options, including industrial parks, pad-ready lots, KOZ sites, existing facilities or downtown destinations. We can provide the perfect location to help assure the success of your business enterprise. Our communities put forward affordable housing, low taxes and crime rates. More importantly, Westmoreland County offers an existing, seamless support network for the business community that is second to none.

About Westmoreland Development Council

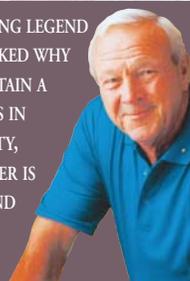
Transpiring from an exclusive public/private partnership arrangement, Westmoreland County stands out with a team of economic development professionals that provide companies with a ONE-STOP-SHOP service!

Unique to other counties in the Commonwealth, Westmoreland has combined the resources and expertise of private and public agencies by forming the Westmoreland Development Council to improve and coordinate economic development efforts in the county. This union of agencies is supported by an extensive network of affiliates and provides a single contact point for planning and coordinating business needs.

Our people can offer you more—the best of everything!



WHEN AMERICAN GOLFING LEGEND ARNOLD PALMER WAS ASKED WHY HE CONTINUES TO MAINTAIN A RESIDENCE AND BUSINESS IN WESTMORELAND COUNTY, HE REPLIED, "THE ANSWER IS SIMPLE, I'VE NEVER FOUND ANY PLACE BETTER. IT'S A WINNER."



The Best Location To Gain A Competitive Edge

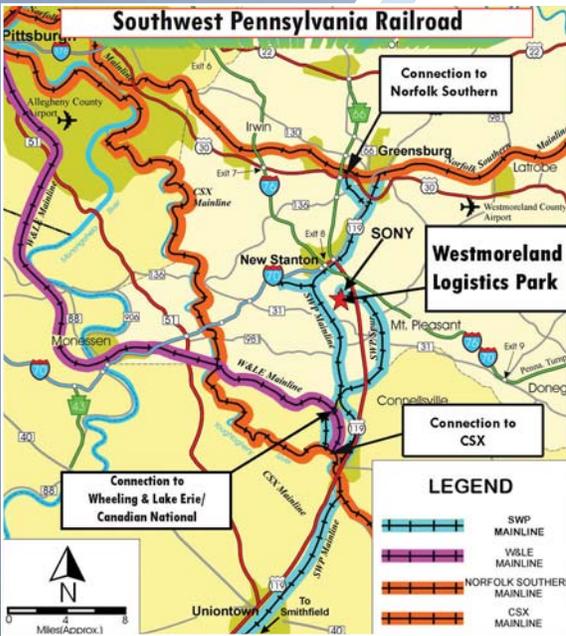
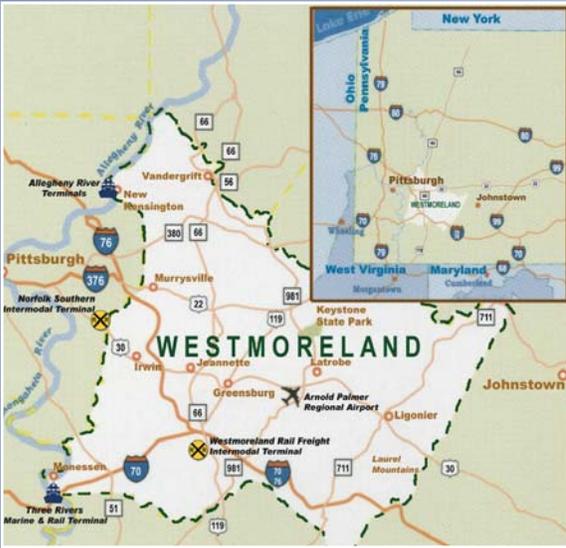


Westmoreland County is located in northeastern United States within a 500-mile radius of 70% of the country's total population. Founded in 1773, it is the second largest county in southwestern Pennsylvania. The county encompasses over 1,000 square miles of varied topography with a highly stable and growing population of 365,000.

Westmoreland is located within a few hours driving time of the business and cultural centers of many east coast metropolitan markets:

Pittsburgh, Pennsylvania	30
Cleveland, Ohio	130
Baltimore, Maryland/Washington D.C.	160
Richmond, Virginia	220
Philadelphia, Pennsylvania	225
Detroit, Michigan	230
New York, New York	275
Chicago, Illinois	425
Boston, Massachusetts.....	450

Transportation Facilities



Whether by road, rail, air or water, Westmoreland County offers more ways to connect your business with the country and the world. Highways are fundamental, yet critical elements in the overall transportation network and our highway network is immense. Interstate 70, one of the nation's primary east-west interstates, intersects the Pennsylvania Turnpike in central Westmoreland County. Numerous other interstate highways are located one hour away or less: I-79, I-376, I-279, I-80 and I-68.

Westmoreland County offers more ways to connect your business to the global marketplace, with six railroads traversing its borders, including two major railroads, a short-line freight hauler and a world-class rail freight terminal.

The Westmoreland Logistics Park—Rail Freight Terminal is a full-service, bulk product transportation and toll processing operation that maximizes the use of a 33-mile railroad and a site located at the county's major transportation hub near New Stanton. This track, serviced by a short-line freight hauler, connects users of the facility to an international rail network.

Two of the rivers in Westmoreland, the Monongahela and Allegheny, are used to ship coal, petroleum products, chemicals and other materials to the Pittsburgh area, which is recognized as one of the country's largest inland ports.

If you prefer air travel, Westmoreland County has four airports, including the thriving Arnold Palmer Regional Airport in Latrobe, offering daily commercial air services as well as a wide range of business aviation services.



A Qualified Workforce

The people of Westmoreland County have more of what you're looking for in an employee. Our strong industrial heritage has produced a traditional, hard-working, yet technologically advanced workforce that aims for success!

At 186,000 strong, this workforce is available and eager to adapt to challenging new ventures. Our workers already possess skills in a variety of fields: metals, plastics, glass, textiles, printing, medical technologies, financial services, publishing, paper, warehousing and many others.

In addition, the Westmoreland County Community College (WCCC) through its Workforce Development Center, offers cooperative training and retraining programs to supply workers with the required skills that will support your business. Specialized training programs, such as ShaleNET Talent Match, have been designed for comprehensive recruitment, training, placement and retention of high priority occupations in the natural gas drilling and production industry.

Let us provide you with specific information on how these programs can develop the productive workforce you need!



AVAILABLE WORKFORCE AROUND WESTMORELAND COUNTY

Workforce in Westmoreland County	182,311
Workforce in 5 mile radius of Westmoreland County	290,618
Workforce in 10 mile radius of Westmoreland County	508,467
Workforce in 20 miles radius of Westmoreland County	1,025,722



The Best Location to Grow Your Business: Economic Development Services and Programs



Site Recommendations

Attracting new business to a community is fiercely competitive nationwide since new business means new jobs, new investments and an enhanced tax base.

In Westmoreland County, our focus is your success and we know it depends on finding the right place for your new or expanding business.

Westmoreland offers over 1,600 acres of readily available land equipped with utilities already in place. You'll find specific sites with pad-ready construction complete, KOZ designations providing no tax burden or various sizes of existing privately owned buildings for lease or sale. Our downtown destinations feature properties with low rents, good infrastructure and an array of excellent amenities.

Financing Assistance

Obtaining more capital can have a significant impact on your business's success, and in Westmoreland County, we do smart business.

Working as a public/private partner with the Economic Growth Connection of Westmoreland (EGC), we will help you find more ways to obtain the funding that you need.

Supported by local business leaders, individuals and foundations, EGC is a private, non-profit membership based organization established in January 2000 and governed by a board of directors. Through strong ties with government agencies and financial institutions, EGC identifies what assistance is available at all levels to help your business obtain the greatest amount of low cost financing.

We can provide you with specific information on the programs that are available and the best solution for your company!

Tax Structures/Incentives

Maintaining a favorable business climate is essential for economic growth and, of course, an important ingredient is the tax environment.

In Westmoreland County, you will find more support in the form of less taxes for your business. Our tax rates are among the lowest in the region.

In addition, some cities and municipalities offer special zone designations or have tax abatement programs available.

Our development staff can provide you with comprehensive local and state tax data.

We invite you to compare tax costs and trends and see exactly what tax conditions are here!



The Best Location to Grow Your Business: Economic Development Services and Programs

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Community Profiles

Community profiles are key pieces of information that businesses or site-selection consultants use to assess the impact of doing business in a particular community.

Westmoreland County is full of great places to work and live! Hometown pride runs strong in the small towns that dot our rolling hills. Some places are in the heart of local farmlands, while others are close to major metropolitan areas and the culture and urban amenities they offer. Vacation resorts that attract people from miles away are right on our doorstep.

Ranked by population, Westmoreland County is classified as a 3rd class county with 65 municipalities composed of 6 cities, 35 boroughs, 3 first-class townships, 18 second-class townships and 3 home rule municipalities.

We want you to know that Westmoreland County is more than just a good place to work - we want your business to be our neighbor. We offer community profiles on any area in which your business may be interested. This information includes form of government, available services, financial institutions, major employers, schools, churches and more.

Let us welcome you to our neighborhood!

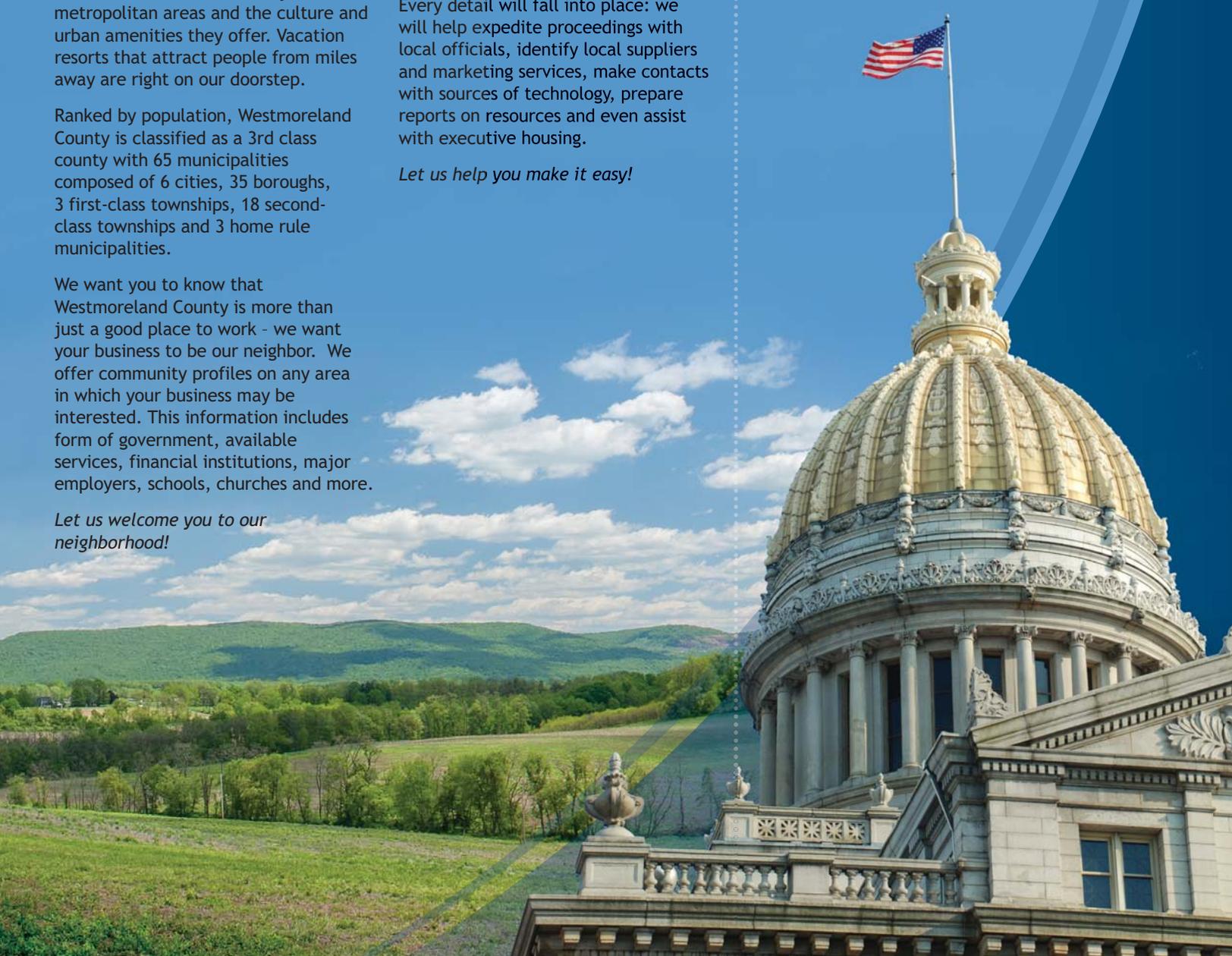
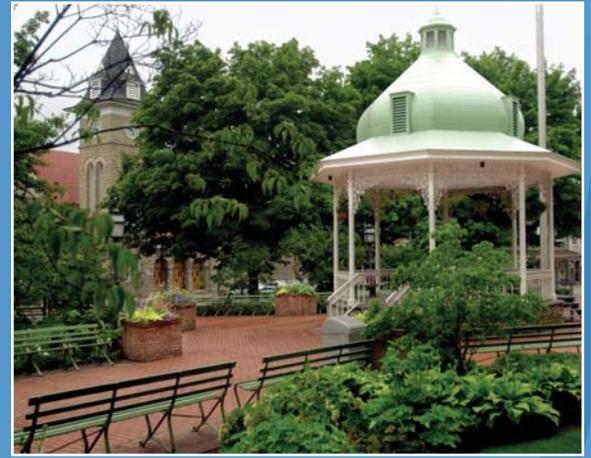
Planning Coordination

There's no way around it. For everything from plant relocation, expansion or start-up, businesses need a solid plan to reach their goals.

Our team at the Westmoreland Development Council will help you develop and coordinate the right plans for your business. We want to help you meet both short and long-term goals with a plan that works.

Every detail will fall into place: we will help expedite proceedings with local officials, identify local suppliers and marketing services, make contacts with sources of technology, prepare reports on resources and even assist with executive housing.

Let us help you make it easy!



Energy/Utility Services



Westmoreland County's utilities offer you more energy options at more cost-effective rates! One of the most efficient investor-owned utilities in the country keeps our electric rates well below the national average.

In addition to being in the heart of the Marcellus and Utica Shale natural gas deposits, Westmoreland County has one of the largest natural gas storage facilities in the United States. This assures an uninterrupted supply of competitively priced natural gas.

Our telecommunications resources provide high-speed voice, data and video transmission systems.

Westmoreland County has an abundance of water. Flowing through the county are the Allegheny, Monongahela, Youghiogheny, Conemaugh and Kiskiminetas rivers. Numerous lakes abound as well. The Municipal Authority of Westmoreland County draws from several water sources including Beaver Run Reservoir, offering a generous supply at competitive prices.

Cost is not the only issue when it comes to a company's utility services. Quality and dependability are important too. And what's more? Our utility providers have planned reserves for the future! As a member of Westmoreland County's business community, you'll enjoy both the quality and savings that present-day businesses have received for years.



Healthcare

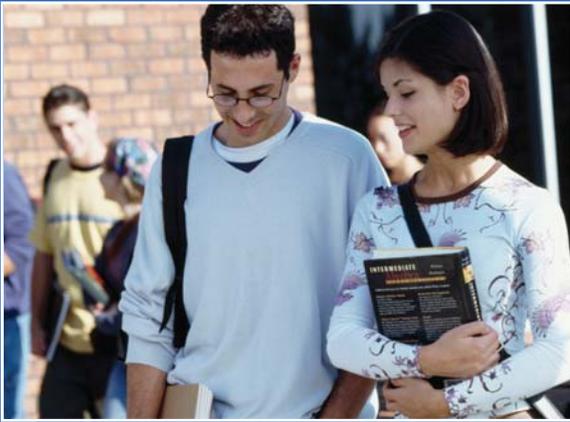
Westmoreland County offers some of the finest medical facilities in the state. From state-of-the-art diagnostic equipment to award-winning hospitals, quality healthcare is never far away. Latrobe Area, Westmoreland Regional, Frick Hospital and their subsidiaries have joined together to form Excelsa Health, a partnership designed to provide a level of service rivaling the hospitals found in larger cities.

New Kensington and nearby communities in the northern end of the county are served by the Allegheny Valley Hospital and Citizen's Ambulatory Care Center, both part of the West Penn Allegheny Health System, while the southern end of the county is served by Monongahela Valley Hospital.

The Mountain View Medical Park in Unity Township near Greensburg includes the renowned Arnold Palmer Pavilion, which is dedicated to providing world-class cancer care. This facility is a joint venture of UPMC Cancer Centers and Excelsa Health.

Although naming all the medical parks, rehabilitation centers and other medical facilities would be a lengthy undertaking, you can count on one thing: we'll help to ensure your personal health, the health of your family and the health of your employees in Westmoreland County!





Education

Educating today's youth to be tomorrow's leaders is a responsibility that Westmoreland County takes very seriously. With 17 public school districts and 45 private schools located throughout the county, our educational system is teeming with graduates ready to be competitive and successful in both college and the workplace.

Westmoreland County's quality educational institutions recognize the increasing importance of career technical education (CTE) in fulfilling skill sets needed in the workplace of today and the future. The county puts forward three technical schools on the high school level (Northern, Central and Eastern Westmoreland Career and Technology Centers) as an added incentive for business.

To exemplify their hands-on approach to "practical education," local colleges have developed a complete curriculum to satisfy the growing employment needs resulting from the increase in activity in the rapidly growing Marcellus Shale industry.

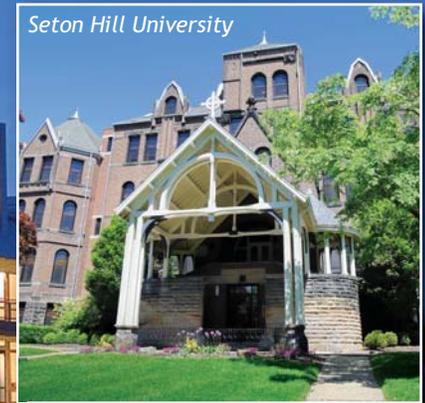
All of the educational institutions in the county have one thing in common besides providing advanced degree education: a willingness to develop and implement custom educational programs to fulfill the needs of both business and industry.

COLLEGES AND UNIVERSITIES IN WESTMORELAND COUNTY

Penn State New Kensington http://www.nk.psu.edu/	New Kensington, PA
Saint Vincent College http://stvincent.edu/	Latrobe, PA
Seton Hill University http://www.setonhill.edu/	Greensburg, PA
University of Pittsburgh, Greensburg http://www.greensburg.pitt.edu/	Greensburg, PA
Westmoreland County Community College http://wccc.edu/main.aspx	Youngwood, PA



Fred M. Rogers Center, St. Vincent College



Seton Hill University



Recreation

Why not play where you live and work! Sure, Westmoreland County is a great place to locate your business, but it's an even better place to live and raise a family. Many Pittsburgh commuters live here and agree.

In Westmoreland, the biggest challenge isn't finding a recreational activity – it's choosing one. Camping, golfing, hiking and whitewater rafting are just some of Westmoreland's exciting recreational activities. And, if you're a hunter or fishing enthusiast, you won't be disappointed by our forests, streams and lakes.

We have over 2,200 acres of park land in which to play. With nine county parks and four state parks including Cedar Creek Park, Mammoth Park,

Northmoreland Park, Twin Lakes Park and more, there's always something to do—winter, spring, summer or fall.

Westmoreland County has more of the amenities that you and your family want and more of the opportunities that your business needs.

What can Westmoreland County do for you?



Westmoreland Development Council

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**Westmoreland County
Industrial Development
Corporation**



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