

**2010-11**  
Annual Report

## Letter from the President

In times of transition, uncertainty too often halts progress. It's easy to pull back, wait for steady ground, or stop building on what has been accomplished. We chose to keep building.

As the economy continued to falter and Governor Corbett was preparing to take the oath of office, our staff was diligently working behind the scenes to ensure the transition was smooth and that Pennsylvania's new leadership team would have all the support they needed to meet the unprecedented challenges ahead of them. Through the first half of 2011, as we welcomed countless new state leaders, we also brought in nine new board directors, seven new staff members, two interns, and a new President & CEO.

As state resources have waned, it is clear that our public/private partnership has become all the more valuable as a way to help ensure every tax dollar is spent wisely. To meet this challenge, we have added to our base of private sector investors, expanded our organization's capacity in key policy areas, such as education and international business, and built bold new partnerships with the commonwealth that promise to redefine Pennsylvania's future.

We are grateful to our investors and board members whose generosity and belief in Pennsylvania's potential are the reasons this organization is stronger and more influential than ever. If you can't count yourself or your organization among those ranks, consider joining with us as we build the foundation for a better Pennsylvania.

With gratitude,



**Matthew A. Zieger**  
President & CEO  
Team Pennsylvania Foundation



## Building Minds

**Pennsylvania's future is built one child at a time.** That's why we're spending a third of our budget improving access to excellent teachers and educational options for all children.

**Helping teachers know what works.** Team PA's investments are helping Pennsylvania lead the nation in building a data-driven teacher evaluation and support system founded firmly on inspiring student achievement. Our first pilot was so successful that the Department of Education used our tools and research to launch a second pilot in 2011 involving over 6,600 teachers and principals in 100 districts! These new systems, expected to scale-up to all 500 districts in 2012, will directly help more than 129,000 teachers improve those practices most likely to drive student achievement.

**We're also raising the bar.** We've trained over 640 teachers in 150 districts to align classroom teaching with internationally benchmarked standards that reflect the real knowledge and skills students need to succeed. We've also helped 96% of all Pennsylvania school districts, including 75 charter schools, improve and streamline student assessment systems.



## Mission Statement

Team Pennsylvania Foundation is a unique, public/private partnership that initiates and supports innovative opportunities to improve Pennsylvania's economic competitiveness and prosperity.

## Vision Statement

Team Pennsylvania Foundation is a collaboration of the highest levels of public/private leadership to support Pennsylvania's goal to be a national leader in education and economic development.

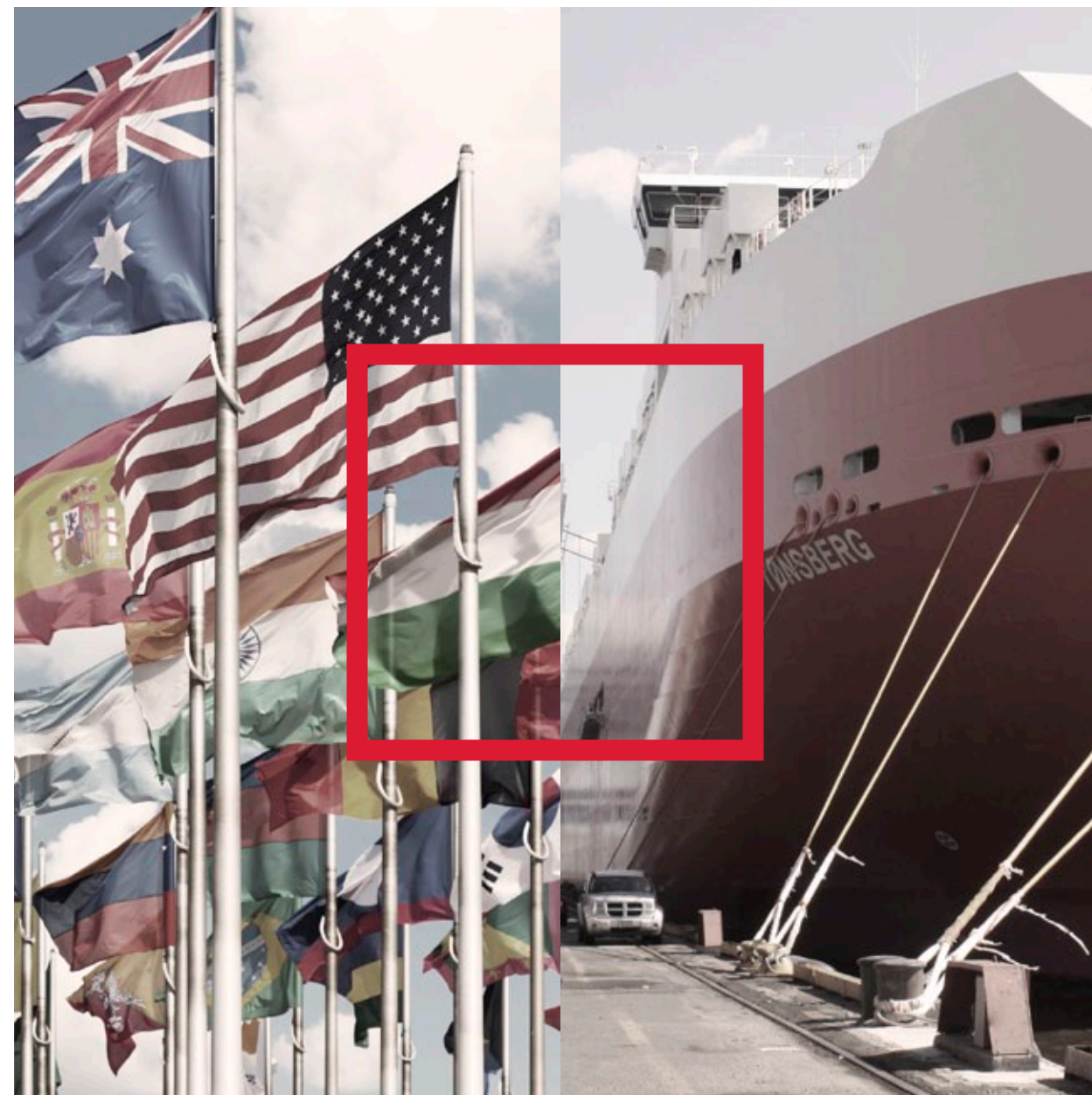
Our support results in innovation that improves and strengthens our workforce, drives entrepreneurship and contributes to a growing and vibrant Pennsylvania economy.

**Government works better in partnership with the private sector.** That's why Team PA expanded several partnerships with the commonwealth this year to provide the knowledge, connections and resources to drive government effectiveness, innovation, and investment.

In a first-of-its-kind structure, our Foundation has expanded the commonwealth's Office of International Business Development through privately funded staff support and a private-sector board. Responsible for \$685.3 million in new export sales/foreign investment, that supports nearly 8,000 jobs and generates \$66.2 million of tax revenue, this collaboration will reduce public cost while increasing export assistance capacity, attracting new investment, and opening new doors to global markets.

As we build connections between Pennsylvania and the world, we have also been diligently enhancing the Pennsylvania brand through various investments including our online magazine and blog *Keystone Edge*. With nearly 11,000 visitors per month, and an 11 percent international audience, *Keystone Edge* tells the story of the new economy we are working to build in Pennsylvania.

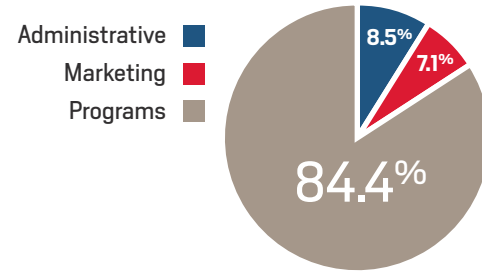
## Building Bridges



# Building Opportunity

**We are redefining economic development.** Our groundbreaking high growth initiative showed that the challenges faced by fast-growing companies have too often been overlooked. With these top 1% of companies producing 3 out of 4 net new jobs in PA, we are doing more than listening to them. We have used the secrets of their success to redefine state and local job creation strategy, and constructed networks to connect all companies with these keys to growth.

**We are also rebuilding communities.** This year our technical assistance and support directly led to 22 business expansion projects, which created and retained 27,512 jobs statewide while turning countless properties from eyesores to centerpieces. By showcasing over 5,000 properties, now including the commonwealth's official Brownfield inventory to nearly 2,000 site searchers per month, PA SiteSearch.com is the premier site selection website for businesses looking to grow here.



## Financial Report

Expenses by Functional Category	2011	2010
Admin. and Fundraising	183,721	276,647
Investor Relations & Marketing	154,007	150,310
Program Services	1,840,833	1,214,245
<b>TOTAL</b>	<b>2,178,561</b>	<b>1,641,202</b>

## Summary Statement of Financial Position

Cash	6,471,392	5,918,037
Sustainability Fund	1,359,944	1,083,153
Other Investments	6,679,939	4,140,450
Other Assets	406,108	744,628
<b>Total Assets</b>	<b>14,917,383</b>	<b>11,886,268</b>
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Total Liabilities	4,898,421	4,502,490
Unrestricted Net Asset	6,839,064	3,932,873
Designated Net Assets	1,359,944	1,083,153
Temp. Restricted Net Assets	1,819,954	2,367,752
<b>Total Liabilities and Net Assets</b>	<b>14,917,383</b>	<b>11,886,268</b>



## Board of Directors

### Officers

Co-Chair

**Hon. Tom Corbett**  
*Governor*

Commonwealth of PA

Co-Chair

**Karen Winner Sed**  
*Chief Executive Officer*  
Winner International

Secretary

**Scott Byers**

*President & CEO*

Diversified Information  
Technologies

Treasurer

**James J. Bloom**

*President*

James J. Bloom, LLC

### Current Members

**Robert Blair**

*Past President*

PA Economic  
Development Assn.

*President & CEO*

Tioga County  
Development Org.

**David Bonsick**

*State Executive,*

*PA & NJ*

CenturyLink

**Carolyn Boser Newhouse**

*President*

SuperUser Technologies

**Damian A. Braga**

*Senior Vice President,*

*Global Commercial*

*Operations*

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**Denise Cesare**

*President & CEO*

Blue Cross of  
Northeastern PA

**Dr. Jared Cohon**

*President*

Carnegie Mellon  
University

**Nevin D. Cooley**

*President & CEO*

High Real Estate Group  
LLC

**Edward Coryell**

*President*

PA State Council of  
Carpenters

**Dale Deist**

*Founder - Deist*

*Industries, Inc.*

Bucks Fabricating,  
Switch-N-Go and  
AmeriDeck Division

**Anthony “Rocky”**

**DeStefano**

*Business Manager/*

*Secretary-Treasurer*

International Union of  
Painters & Allied Trades

**Wendie DiMatteo**

**Holsinger**

*Chief Executive Officer*

ASK Foods, Inc.

**Sally Dixon**

*President*

Memorial Health  
Systems

**Ann Dugan**

*Founder and Executive*

*Director*

Institute for  
Entrepreneurial  
Excellence

**Doug Elliott**

*President, PA*

*Operations*

FirstEnergy Corp.

**Hon. John Gordner**

*Senator*

Senate of Pennsylvania

**Thomas B. Hagen**

*Chairman/Owner*

Custom Group  
Industries

**Hon. Julia Hearthway**

*Secretary*

PA Dept. of Labor &  
Industry

**David M. Jaindl**

*Owner/President*

Jaindl Farms, Jaindl  
Land Co., Schantz  
Orchards

**Leroy “Tighe” King, Jr.**

*Chairman & CEO*

Perform Group LLC

**David Kleppinger**

*Chairman*

McNees Wallace &  
Nurick LLC

**Hon. Jennifer L. Mann**

*State Representative*

PA House of  
Representatives

**John Moran**

*President & CEO*

Moran Industries, Inc.

**Joel N. Myers, Ph.D.**

*Founder & President*

AccuWeather, Inc.

**Gary Nalbandian**

*Chairman/President/*

*CEO*

Metro Bank

**Linda Nitch**

*President*

PA Economic  
Development Assn.

*Executive Director*

Lawrence County  
Economic Development  
Corporation

**John S. Oyler, Esq.**

*Senior Advisor*

The Faulkner

Organization

**Joanne Raphael**

*Vice President, External*

*Affairs*

PPL Corporation

**Hon. David Reed**

*State Representative*

PA House of  
Representatives

**Hon. Ron Tomalis**

*Secretary*

PA Dept. of Education

**Kenneth Tuckey**

*President & CEO*

The Tuckey Companies

**Hon. C. Alan Walker**

*Secretary*

PA Dept. of Community  
& Economic  
Development

**Hon. John Wozniak**

*Senator*

Senate of Pennsylvania

### Past Members with Terms Ending During the Year

Co-Chair

**Hon. Edward G. Rendell**  
*Governor*

Commonwealth of PA

**Hon. Austin Burke**

*Secretary*

PA Dept. of Community &  
Economic Development

**Hon. Thomas Gluck**

*Secretary*

PA Dept. of Education

**Dr. Joseph P. Grunenwald**

*Past President*

Clarion University

**Roger J. Heasley**

*Director, Customer*

*Management*

Allegheny Power

**John R. Kimball**

*Senior Vice President*

L. Robert Kimball &  
Associates

**James L. Murray, Esq.**

Parallel Programs

**Hon. Sandi Vito**

*Secretary*

PA Dept. of Labor &  
Industry

## Investors

1st Summit Bank

AccuWeather, Inc.

Air Products

Allegheny Power

ASK Foods, Inc.

AT&T

Bill and Melinda Gates Foundation

Black Consulting Services, Inc.

Blue Cross of Northeastern PA

Bradford Energy Company, Inc.

Brandywine Realty Trust

Bucks Fabricating/Deist Industries, Inc.

CanAm Enterprises, LLC

Carnegie Mellon University

CenturyLink

Concurrent Technologies Corporation

Custom Group Industries

Deloitte

Diversified Information Technologies, Inc.

DVL Incorporated

Erie Insurance Company

FirstEnergy Corp.

Glatfelter Insurance Group

High Companies

Hoffman Care Associates, Inc.

HydroWorx

IBM Corporation

Insight Partners

Institute for Entrepreneurial Excellence

Jaindl Farms, LLC

James J. Bloom, LLC

Journal Publications, Inc.

McNees Wallace & Nurick LLC

Memorial Health Systems

Merck & Co., Inc.

Metro Bank

Metropolitan Regional Council  
of Carpenters

Moran Industries, Inc.

PA Dept. of Comm. & Econ. Dev.

PA Dept. of Labor & Industry

Parallel Programs

PECO

PEDA

Pennoni Associates, Inc.

Pennsylvania American Water

Perform Group LLC

PinnacleHealth

Pittsburgh Technology Council

PNC Financial Services Group, Inc.

PPL Corporation

sanofi pasteur

SuperUser Technologies

The Faulkner Organization

The Tuckey Companies

The Wolf Organization

Winner International



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**Uncommon partnerships. Common good.**