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BCEDC 60 YEARS



*Thank you for participating
in our 60 Year Anniversary
Celebration!*



BCEDC Staff, Bob Cormack and Kelly Doughty, along with the following committee members planned the Annual Dinner & Reorganization Meeting.

- James Bleakly**, QNB Bank
- Mike Borski, Sr.**, The Flynn Company
- Dr. Vail Garvin**, Central Bucks Chamber of Commerce
- Kim Harding**, Kim Harding Design
- Susan McDonald**, CCI Consulting
- Dick Millham**, Millham Insurance
- Michelle Pedersen**, Monument Bank
- Lynn Seigle**, Citizens Bank

Thank you for the time, talent, and expertise you have given to the 60th Anniversary Dinner. You have made a difference through your dedication and support of the BCEDC.

Program designed by Kim Harding Design.

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MEETING AGENDA

5:00 - 6:00 p.m.	Cocktail Party/Networking
6:00 - 6:30 p.m.	BCEDC Business Meeting and Awards Presentation
6:30 p.m.	Dinner
7:30 p.m.	Keynote Speaker Dick Vermeil Coach of the Philadelphia Eagles, 1976 - 1982

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Congratulations to Rob Steinhart, recipient of BCEDC's *Lifetime Achievement Award*, from all your friends and colleagues here at Colliers International. Way to go Rob!



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LETTER FROM BCEDC PRESIDENT | **Jim Tyrrell**

Thank you for joining us in celebrating Bucks County Economic Development Corporation's 60th Anniversary. This anniversary could not have happened without the collaboration and hard work of some really great individuals, companies and public servants.

Bucks County Economic Development Corporation has continued its mission of being a non-political economic development organization to support job creation, job retention and economic growth. Over the last 60 years hundreds of thousands of jobs have been created as a result of the partnership between community leaders, business leaders and government partners. Many of the citizens of this county who were previously unemployed now have a sense of purpose as a result of the many jobs generated. This county's lack of unemployment, along with a vibrant business community are among the reasons Bucks County is a great place to live, work and play.

Bucks County is successful because of the strength of its citizens and its business community. Everyone attending this evening should take pride in knowing that your character, courage and commitment have made a difference in the lives of many, and as a result have created a community that is thriving, growing and is well positioned for the future.

On a personal note, I would like to thank all the past and present board members for their time, energy and hard work given so generously over the years. Also, the



Bucks County Economic Development Corporation could not be where it is today had it not been for the leadership, effort and commitment of Bob Cormack and his excellent staff of Jim Pawlikowski, Kelly Doughty and Carolyn Dorsey.

Finally please accept our sincere appreciation for all who have sponsored our current and past events. Your financial, consultative and personal support have made a difference for all of us.

Sincerely,
Jim Tyrrell

The Mission of the BCEDC

Bucks County Economic Development Corporation (BCEDC) is a non-profit, non-political economic development organization established in 1958 to support economic growth in Bucks County. BCEDC is a Commonwealth of Pennsylvania certified economic development agency. BCEDC offers low cost financing options for land/building, machinery and equipment. These and other incentive programs offered through BCEDC create a strong and vital economy for Bucks County and in return create and retain jobs for Bucks County residents.

1958 - 2017

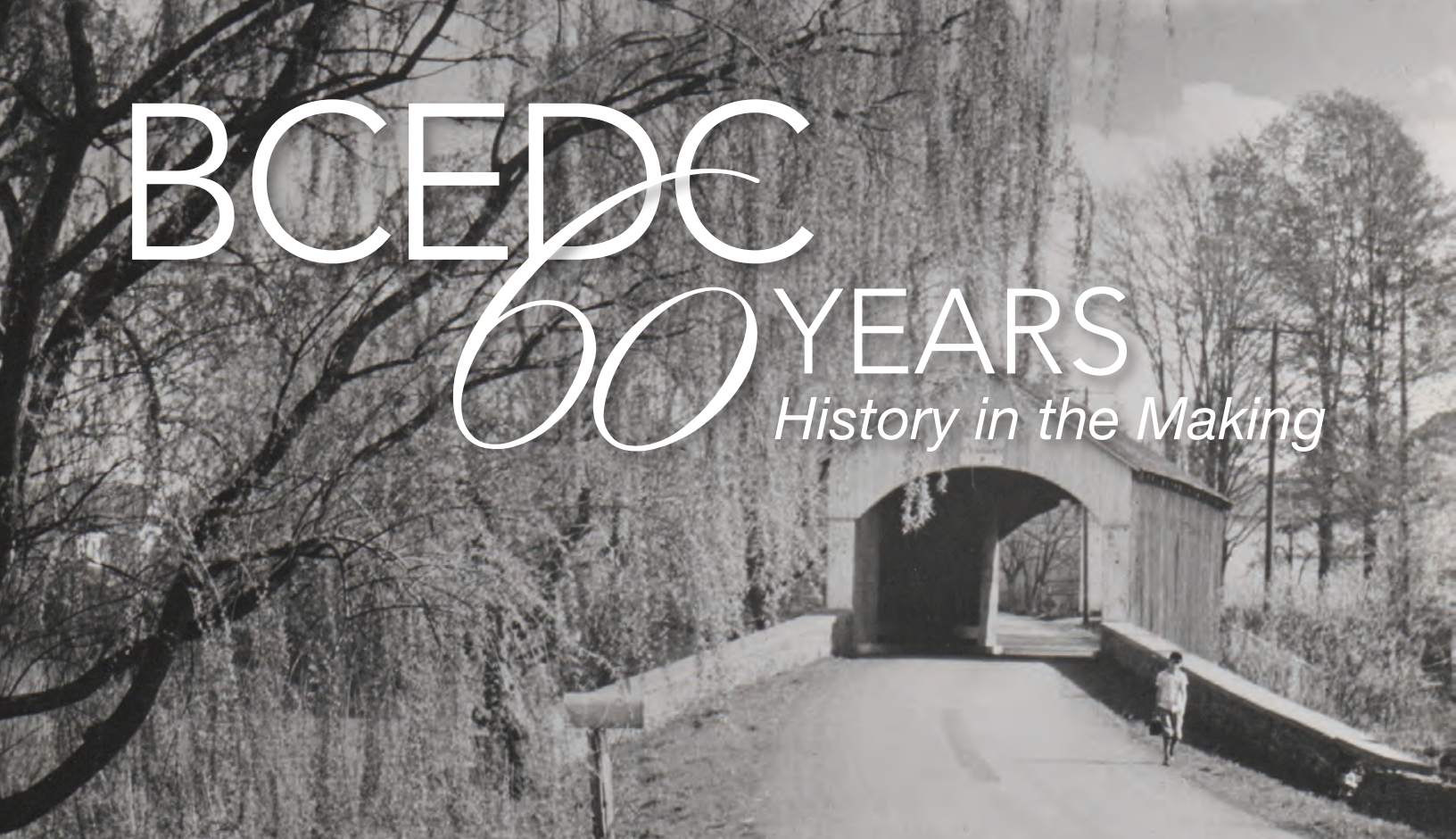
Total Jobs Created & Retained:
78,973

Total Capital Investment:
\$5,804,726,532

BCEDC

60 YEARS

History in the Making



It's all about Retaining and Creating Jobs!



This year, 2018, marks the 60th anniversary of Bucks County Economic Development Corporation's continuous support and dedication to Bucks County's thriving economy. The organization has been a vital part of the robust and changing business dynamic in the county since 1958, when a handful of county officials and business men and women made a commitment to Bucks County's growth and prosperity.

BCEDC is an integral part of the growing and changing story that is Bucks County, by offering low-interest financing and creative packages to make business opportunities and healthy-wage jobs a reality for more people.

Carl Wallnau was a BCEDC board member for 52 years and served as president 1968 and 1969. "I went on the board in 1964. At the time, we had \$100,000 in seed money and one of the outstanding

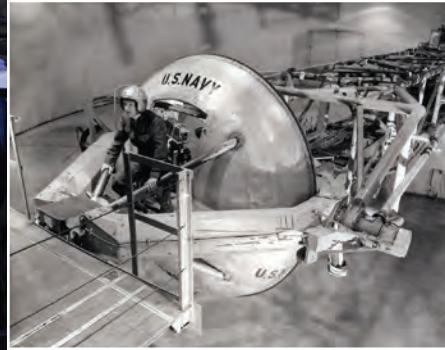
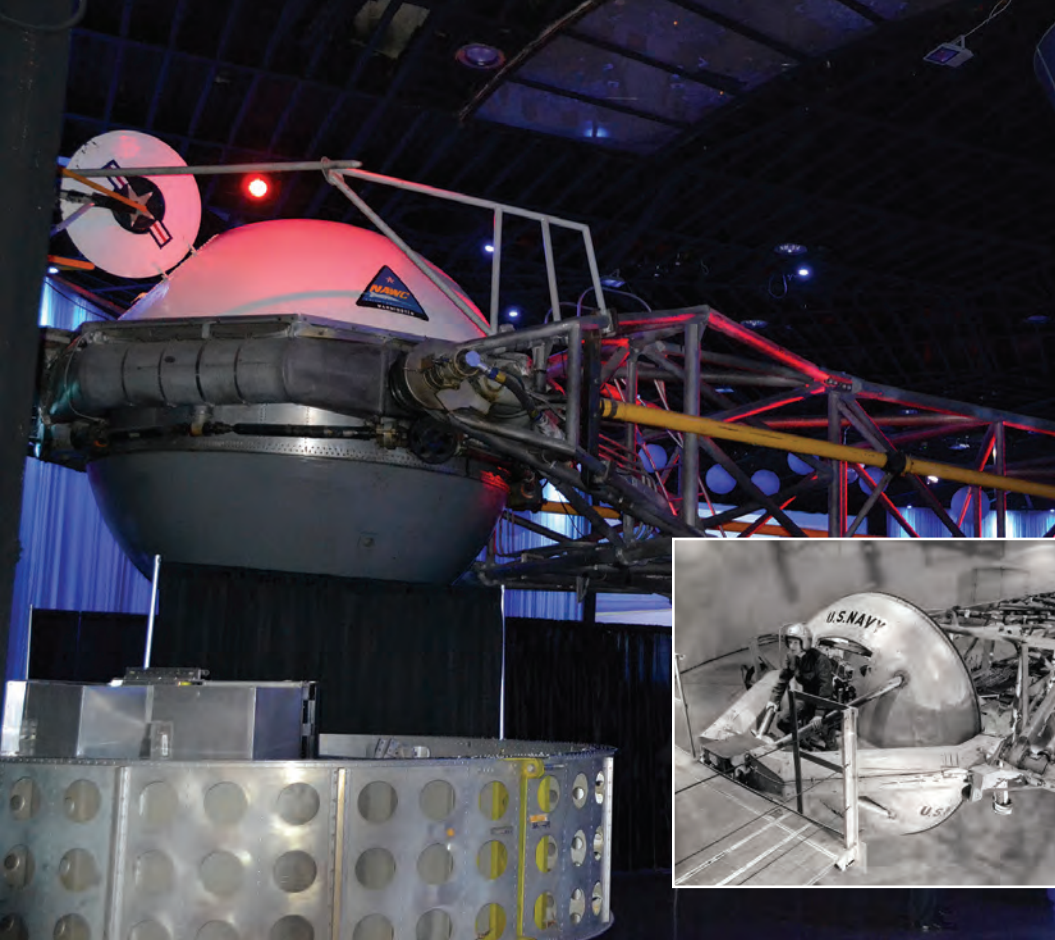
things we established was the Industrial Development Authority. It opened up a lot of financing that we could do," said Wallnau of Newtown.

"You need money to create dreams," Wallnau said.

In those early years, BCEDC was driven by volunteers who donated their time and professional services. An active player in Bucks County's boom cycles as well as a hands-on participant in the reinvention of properties dominated by the likes of U.S. Steel and 3M – now long gone – BCEDC leads the way with expansion guidance and a helping hand to attract entrepreneurs to the county.

"The marketplace has changed, and the way business is done has changed," said Jerry Forest, BCEDC Vice President. Forest has been on the board of directors for 50 years. He has witnessed sweeping





changes in communities across the county – from ground breakings to ribbon cuttings. He insists the core mission – a simple one – remains the same. “We want to create and retain jobs and help companies expand,” Forest said.

In addition to quality job creation and retention, BCEDC is an industry advocate. It helps identify future growth and serves as a point of contact for development projects with county and other economic agencies. BCEDC’s relationships coordinate and tap into federal, state and local financing to get projects off the ground. BCEDC services include business and industry financing packages, site sourcing, information and data research and education. Through its vast network of contacts BCEDC is able to make introductions to other agencies and potential quality workforce development sources and resources.

As a certified partner of Pennsylvania Industrial Development Authority

[PIDA], BCEDC creates strategies and leverages loan packages to attract and drive new business to the county. “PIDA is the workhorse and backbone of BCEDC,” stated Robert Cormack, BCEDC Executive Director.

The inaugural loan utilizing PIDA funding took place in 1959 when the Strick Division of Fruehauf Corporation was given funding by BCEDC, among other agencies, and in conjunction with PIDA. The funding made the move from Philadelphia to Fairless Hills possible, in addition to building Strick Trailers’ campus in Falls Township to accommodate future growth.

“Without securing the land with support of [PIDA], the Strick Trailers factory may not have been [moved to] Bucks County,” said Bill Koelewyn, general manager of 225 Lincoln Properties, L.P. in Fairless Hills. Today, 225 Lincoln Properties offers a business incubator environment along with warehouse, office and

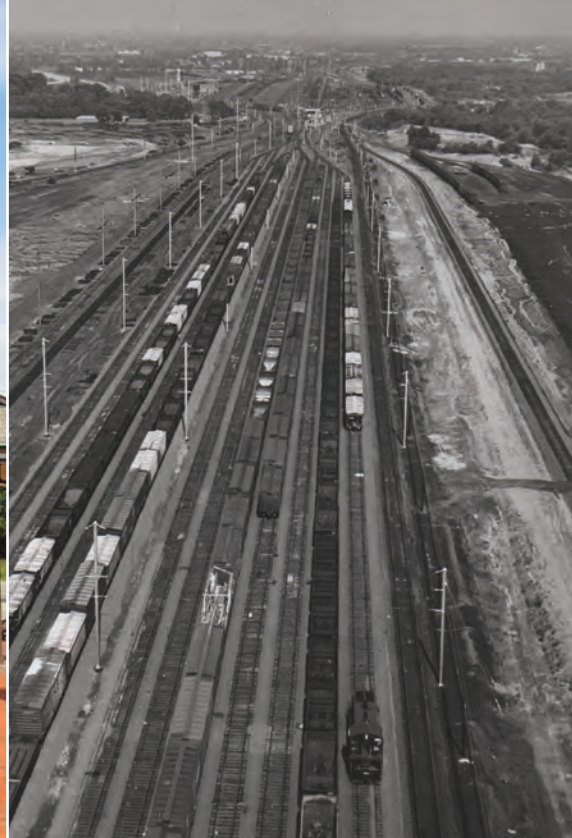
records storage space, another successful reinvention.

The BCIDC (now the BCEDC) purchased the New Hope Ivyland Railroad, which was once on the brink of folding. BCIDC purchased the railroad in order to preserve rail service through the center of Bucks County. After its successful turnaround, the railroad line was sold in 1993 and remains a mainstay tourist attraction to the New Hope area and still services the manufacturing base associated with rail transportation.

Reinvention has played a significant part of the resurrection of the former Warminster Naval Air Base and its Johnsville Centrifuge, where astronauts like the late John Glenn, the first American to orbit the earth, trained for space exploration. Today the rejuvenated site is back on the tax rolls as The Fuge, a popular and unique special events center. The project is one example of BCEDC insight, collaboration, creativity, and deal



COURTESY NEW HOPE WYLAND RAILROAD



brokering. The massive plan included the repurposing of the 875-acre site with 1.2 million square foot facility and 8,500 feet of runway in Warminster, surrounded by residential neighborhoods and other businesses and industries. Being mindful of costs and good stewards of taxpayer dollars is a BCEDC priority. The Naval Air Warfare Center was a part of a no cost base conversion called BRAC 95 to Bucks County's authority – The Federal Lands Reuse Authority,” said Robert “Bob” Cormack BCEDC executive director. The FLRA, a county agency, contracted with Bob and the BCEDC to be the COO of the FLRA and oversee the activities of the base transition.

Working hand in hand with funding agencies, government, and business owners, BCEDC is in a position to put attractively financing deals together and help developers take concepts to shovels, bricks and mortar. “In 1983, the unemployment rate was high. U.S. Housing and Urban Development (HUD) dollars created a loan funding program with Bucks County to jump start employment. Once again

the County of Bucks turned to BCEDC to administer the program,” Cormack explained. That program, the Revolving Loan Fund (RLF), stimulated job growth.

In 1967, the Revenue Bond and Mortgage program was created, and Bucks County once again collaborated with BCEDC to administer the program. “In 1986, the Reagan era began and resulted in changes to tax free financing,” Cormack said. “Those changes allowed private investment for companies to expand and grow, but it was specific to manufacturing, 501(C3) agencies and tax-exempt facilities.”

BCEDC has been instrumental in the successful implementation of Keystone Opportunity Zone (KOZ) and Pennsylvania's Local Economic Revitalization Tax Assistance Act (LERTA) programs. Such programs have been useful in the repurposing of U.S. Steel in Fairless Hills, the 3M and Lockheed Martin sites in Newtown Township, Lenox China in Bristol Borough, Estée Lauder Companies in

Bristol Township and US. Cold Storage in Richland Township, among many others.

By the numbers, how did BCEDC do? From 1958 to 2017, BCEDC's total capital investment was a staggering \$5.804 billion with 78,973 jobs created and retained. That's unimaginable, quality growth from \$100,000 in seed money!

In 1997, to be more inclusive, Bucks County Economic Development Corporation's name was changed from “Bucks County Industrial Development Corporation.” That turned out to be a watershed year for the organization's efforts – 528 new jobs were created, and 1,342 jobs were retained. BCEDC economic projects in 1997 alone created 53 loans to 39 companies and arranged more than \$32.8 million in financing with a capital investment of \$46.6 million. Remember, that's during a 12-month period.

Along with the numbers comes well-earned recognition.

Dr. Kathleen Dominick, a two-term past BCEDC board president (2010 - 2013) said she's most proud of the



organizations top ranking in the PIDA Pennsylvania Loan Program for small and medium-sized businesses.

BCEDC partnerships extend to Keystone Enterprise Zones, E-Zone financing and working partnerships with PIDA, Local Economic Revitalization Tax Assistance [LERTA] programs, the Bucks County Commissioners, Bucks County Industrial Development Authority and Bucks County International Trade.

According to the 2010 census, about 625,000 people call Bucks County home.

Bucks County is uniquely divided into three regions: lower, central, and upper Bucks, all with different industries, cultures, assets, and aspirations. These three distinct regions all have BCEDC's stewardship as a singular factor joining them in their quest for economic growth and prosperity. BCEDC works along with the major chambers of commerce from these Bucks County regions to put local emphasis on job creation and retention. Those who stand to benefit the most are the residents who live and

work in the 54 municipalities that make up Bucks County.

Uniquely situated between Philadelphia, the Lehigh Valley, Delaware River and Montgomery County, Bucks continues to be known for its rich farming history, but its emerging E-commerce, clean manufacturing and tech start-ups drive 21st century commercial prospects. While bear and bull investment cycles may open or close the doors to capital for new business ventures, BCEDC makes a pivotal contribution to their success. "We don't take as many risks today as we used to because financing is limited, but we have to take some risks to help people grow," Forest admitted.

Dr. Dominick said there is room for growth. "We need improvement in collaboration with various economic agencies and government. We need central services for businesses not covered by loan programs in Upper Bucks for development and distribution. [We need a] push for Class B office space and retail there," Dr. Dominick said. She added that she'd like to see more cohesive and strategically

planned development approach to school campuses, which would require a united front from all stakeholders.

Potential for growth and expansion beyond Bucks County's borders could become the organization's next frontier. "We are looking to diversify. We are approved as a primary lender for diversified funding programs for military vets, woman and minority and LGBT owned businesses," Cormack said.

Aligning a fresh goal of representing the seven counties including Delaware, Montgomery, Chester, Bucks, Lehigh, Northampton, and Berks is on Cormack's "to-do" list and part of an ambitious plan to grow the metropolitan region surrounding Philadelphia.

"We are looking at all opportunities where we can expand and grow. We want to create an organization that can spread its wings and go into other counties. Right now, the door is wide open," Cormack said. We will continue our mission to retain and create jobs for Bucks County residents by expanding our activities in the region.

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ISSUE HIGHLIGHTS

SPOTLIGHTS



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Section C

UPCOMING 2018 CONFERENCES

April 26, 2018

New Jersey Office Conference

April 27, 2018

Philadelphia Capital Markets Conference

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1964 Daniel H. Erdman	1985 Gerald C. Forest	2006 Clair M. Raubenstein
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1967 John Catxin	1988 Frank R. Redington	2009 Robert B. Steinhart
1968 Carl N. Wallnau, Jr.	1989 Frank R. Redington	2010 Kathleen M. Dominick
1969 Carl N. Wallnau, Jr.	1990 Daniel W. Tomlinson	2011 Kathleen M. Dominick
1970 A. Marlyn Moyer, Jr.	1991 Daniel W. Tomlinson	2012 Kathleen M. Dominick
1971 A. Marlyn Moyer, Jr.	1992 Gerald C. Forest	2013 Kathleen M. Dominick
1972 William H. Barndt	1993 Gerald C. Forest	2014 James A. Bleakly, Jr.
1973 William H. Barndt	1994 George A. Penglase	2015 James A. Bleakly, Jr.
1974 David R. Johnson	1995 George A. Penglase	2016 James M. Tyrrell
1975 David R. Johnson	1996 George A. Penglase	2017 James M. Tyrrell
1976 John T. Welsh	1997 George A. Penglase	2018 James M. Tyrrell
1977 John T. Welsh	1998 Clair M. Raubenstein	
1978 William J. Willis	1999 Clair M. Raubenstein	

EXECUTIVE DIRECTORS | 1958 - 2018

Gordon R. Exley II	1958 - 1964	Harry Schafer	1982 - 1983
William P. Abbott	1964 - 1973	Robert E. Dougherty	1983 - 1989
Alan J. Hedden	1973 - 1982	Robert F. Cormack	1989 - Present

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LIFETIME ACHIEVEMENT AWARD | Robert Steinhart



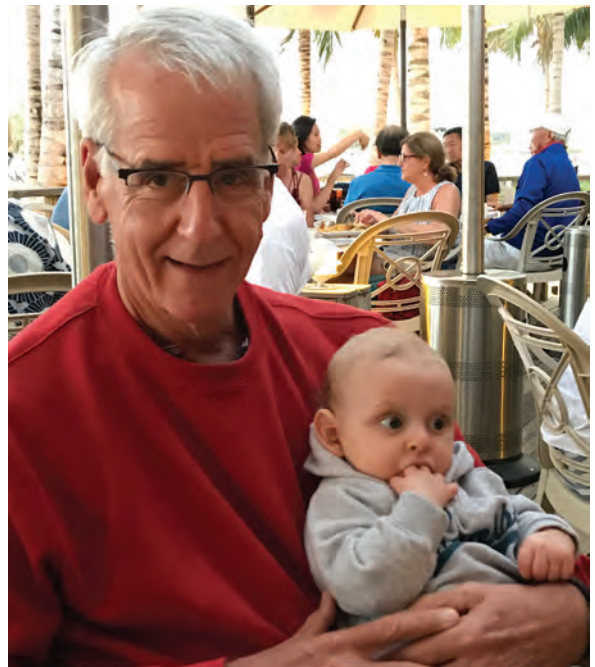
Rob with his wife, Jo.

In the sixty years since its inception, the Bucks County Economic Development Corporation (BCEDC) has been dedicated to creating a vital and strong economic base through the preservation and creation of job opportunities for Bucks County. The linchpin in its success to fulfill its mission is the organization's dedicated and talented volunteers. In recognition of their untiring efforts, we are presenting two Lifetime Achievement Awards as we mark our Diamond Anniversary of service to Bucks County and its residents.

It is an honor to present Mr. Robert B. Steinhart with the BCEDC Lifetime Achievement Award. Mr. Steinhart joined the corporation in 1983 and distinguished himself as an outstanding leader and dedicated volunteer. Robert served as president from 2008 to 2010 and remains an active member on our board of directors from 1993 and executive committee since 2000 to present. He has chaired numerous special committees over the years from strategic planning to relocation committee. His invaluable insights and commitment to excellence is evidence in the continued success of the BCEDC as well as other community-based organizations.

Robert is a dedicated husband, loving father of a son and daughter and has one grandson. In his free time he enjoys playing golf, hiking, sailing, kayaking and spending time with his family. He is an international real estate principal and executive who has expertise in appraisals, marketing, and information systems.

BCEDC takes great pride in recognizing and honoring Rob Steinhart as a recipient of the 2018 Lifetime achievement Award.





Rob's inspiration, instigation and passion have been instrumental in making the BCEDC a real success over the years. He regularly constructively challenges the status quo and that challenging has helped us reach heights we may not thought possible. His contribution to the board will be felt for a very long time. —Jim Tyrrell



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LIFETIME ACHIEVEMENT AWARD | Gerald Forest



Jerry with his wife, Kathy.

This year's second recipient started from humble beginnings, and had parents that hoped he would become a doctor. He wanted to purchase the first Honda Motorcycle franchise in North Jersey where he grew up. He and his parents settled on the Wharton School at the University of Pennsylvania, where he studied Economics and Statistics.

Strumming his guitar at the University of Pennsylvania with his roommate Vladimir Guerrero, Jerry often talked about owning a winery and making wine. That is also where he met his wife of 50+ years and had three children. During those early years he worked a few corporate jobs including Weyerhaeuser and General Foods.

Eventually he took a job in Bucks County and moved his family to Levittown. He began buying property in Buckingham in 1966 through 1986 totaling 42 beautiful acres and started planting grapevines. In 1973 he and Kathy received one of the first winery licenses in Pennsylvania. They were proud to produce a white, red and Rosé at the high price of \$2.75 a bottle. In 1976, the Forests formed the Pennsylvania Wine Association.

Fast forward fifty years, he still owns and operates Buckingham Valley Vineyard and Winery, one of Pennsylvania's largest wineries, along with Kathy and their three

sons. He still plays a key role in the daily operations working part time... twelve hours a day/seven days a week. They grow, produce, and sell over twenty different varieties of wines including sparkling wines. He often reminds his family that life is a journey not a destination.

Though Jerry has always worked hard at fulfilling his dreams, he has always found time to give back to his community. He has served on the boards of the Bucks County Economic Development Corporation, Bucks County Industrial Development Authority, Lower Bucks County Chamber of Commerce, Bucks County Tourist Commission, and the Bucks County Wine Trail. These are just a few of the organizations for which he has volunteered.





Jerry joined the BCEDC in 1970 when it was still called the Bucks County Industrial Development Corporation (BCIDC). He has served as President of the Executive Committee; 1984-1985, 1992-1993, & 2002-2003. He has also served as Vice President, Secretary, Treasurer, Past President and Member at Large, has been on the Strategic Planning Committee, and still serves on the Personnel Committee. Jerry is a valuable asset to the BCEDC organization with his knowledge of Bucks County, economics and his positive outlook and laid-back nature.

It is because of this public service he has been chosen for the life time achievement award.

Jerry is and has been the conscience of the Board. His honor, ethics and transparency help remind all of us how much better the world could be if more people went through life as Jerry does. He brings a special vision and insight to the board and to the BCEDC without which we would not have accomplished all that we have. —Jim Tyrrell



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LETTER FROM EXECUTIVE DIRECTOR | **Robert F. Cormack**

I was asked to place an article in the 60th Anniversary Book for BCEDC, for which I agreed. In thinking about the past 29 years – wow – where does one start? Let me reflect on a few circumstances to give you a feeling about this fantastic ride I am having on this sojourn with BCEDC.

The first month set the tone for things to come. First, the receptionist told me she was pregnant and told a six-month leave was available. Second, Mr. Jerry Forest, sat in my office and explained that the corporation was the proud owner of the New Hope Ivyland Railroad and the board wanted me to sell it! Hmm, no personal policy handbook to review and no one told me anything about a railroad! Okay then, mission accomplished – personal policy completed and railroad sold!

Mr. George Penglase, a past president and Transportation Chairman, gave me an education about the three sections in the county and the road system which connected them through the BCEDC Transportation Committee. His passion to see the transportation network meet the growth of the county created a 313 Task Force and numerous studies on the Route 202 By-Pass. His transportation concerns have been passed on to Mr. George Niblock who carries the transportation concerns today.

Dr. Kathleen Dominick heard my presentation on how the Pennsylvania industrial Development Authority (PIDA) could be used to finance a business campus at the former military base in Warminster. As the Chairperson of the Federal Lands Reuse Authority of Bucks County (FLRA), Dr. Kathleen Dominick contracted with BCEDC and me to become the FLRA's Chief Operating Officer. The military base – the county's largest redevelopment project with 1.2 million square feet, 875 acres, over 8,500 linear feet runway – was the FLRA assignment to convert the base to non-military activities and to create over 3,000 new jobs to replace jobs lost to the base closure. Four years later, project



completed, a new county Morgue and 911 Center, 1.2 million square feet sold to private developers, 200 acres sold as a business campus and retirement center, cluster residential development in Ivyland borough, research facility to Penn State University, and the remaining ground for park land development in Warminster and Northampton Townships.

During all these activities, I was involved with state-wide and regional economic development organizations; Pennsylvania Economic Development Authority (PEDA) and Northeastern Economic Developers Association (NEDA). As the PEDA IDC Chairperson, the committee completed a first-time state-wide study to show how effective the economic development organizations were in enhancing the commonwealth's economy and job creation/retention over a forty-year period from 1956 to 1996. My activities with NEDA as the President and Chairman of the 2009 Philadelphia conference allowed the organization to run a joint conference with PIDA and create a new web-site for NEDA.

Throughout all these accomplishments, the corporation, with a remarkable staff, maintained its steady perfor-



mance under its mission to create and retain jobs for Bucks County residents. It was the staff that was the cornerstone of these job producing projects, Ms. Georgie Werner was outstanding in preparing loan applications and documents. Her guidance set the tone for other staff members and we all benefited from her knowledge. I hired a former military personnel, Ms. Donna Jones, who quickly used her training to develop a new marketing program which, in part, is still used today. I tapped the university system and brought on Mr. David Light and in 1997, we had one of the corporation's most productive years, by having over 55 loans approved by PIDA. All the corporation's financing accomplishments could not

have taken place without the corporation's "transactional" counsel, Mr. William Carlin. He made things happen.

Today's staff, as I say, "The lean mean, fighting machine", gets it done. Jim Pawlikowski, Kelly Doughty and Carolyn Dorsey jump in and do what needs to be done with their "can do" attitude. My staff is invaluable to me and I appreciate their efforts and cannot thank them enough for their dedication to the organization.

The essential point for our success has been a solid foundation, which is the Corporation's Board of Directors. Its commitment to see the BCEDC maintain its integrity and transparency in all we do to serve the residents of Bucks County and our ability to create and retain jobs has never wavered.

It has been my honor to be a part of this organization's growth and prosperity and to work with so many people who have supported BCEDC's mission. I truly believe it has been an outstanding job "WE" have accomplished for the past 30 years and thank you to all.



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Robert Cormack, Jim Pawlikowski,
Kelly Doughty and Carolyn Dorsey

We Work, Live & Support **BUCKS COUNTY**

BCEDC staff, at work and at home, are dedicated to Bucks County.

Jim Pawlikowski, Loan Manager

Jim has over 35 years in the Financial Industry and 12 years at BCEDC. Jim is BCEDC's rainmaker, and always willing to take on new challenges and find ways to get deals to fruition. Jim is very knowledgeable about the Commonwealth of Pennsylvania loan programs. As he always tells us "the devil is in the details".

Jim likes his job because he likes to help his community grow and prosper. Assisting businesses in our area brings in jobs, tax revenues and overall development. His position also lets him use his professional skills to do deals that others just scratch their heads to figure out.

Jim and his wife, Marian, reside in Northampton Township. They have three children and one grandson. Jim enjoys spending time with his family and new grandson. Jim is an avid Penn State and Philly team fan.

Carolyn Dorsey, Bookkeeper, CPA

Carolyn uses her 25 plus years of experience to assist BCEDC with its accounting and loan applications. Caro-

lyn has been with BCEDC since 2011. Carolyn is a whiz at compiling and analyzing data, her organization skills and attention to details are indispensable. Her many years of working in Tax Accounting gives her a keen eye in reviewing and analyzing loan applications.

Carolyn likes BCEDC because, "BCEDC is a wonderful workplace. The staff works so well together and everyone does what it takes to get the job done. We are also fortunate to have the unwavering support from each of the members of the Board of Directors."

Carolyn, her husband and two schnauzers live in Buckingham Township. She has a son and a daughter. Carolyn enjoys quilting, yoga and spending time with her family and traveling.

Kelly Doughty, Executive Assistant

Kelly has been working at BCEDC over nine years. She has a very diverse background working in the food and restaurant industry as well as in higher education and publishing. As the Executive Assistant, Kelly wears many hats. She keeps the irons in the fire with her positive "can-do"

attitude and she gets the jobs done. Kelly handles all areas of planning, organizing the BCEDC and its events.

Kelly, her husband Tom, and dog Rufus reside in West Rockhill Township. Kelly likes spending time with her family and hanging out with her dog. She enjoys cooking and running. As well as volunteering and dog rescue activities.

Kelly likes working at BCEDC because every day is different and challenging. She enjoys being a part of a team that works well together to get the job done and with a team who is passionate about doing what they are doing.

BCEDC Makes A Move

After 28 years residing at 2 East Court Street, Doylestown, BCEDC moved down the street to 115 West Court



Street, to the second floor of the Wells Fargo Bank building.

BCEDC was facing some challenges in the old location, one of which was the lack of parking spaces for visitors. The building also had two floors of office space and with no elevator for access to the second floor.

After numerous discussions with the Strategic Planning Committee and

Board of Directors, it was decided that it was in the best interest to place the 2 East Court Street on the market. By December 2016, the building was under contract. In March of 2017, BCEDC relocated to the new building.

We now have ample parking with many available spaces and we also have elevator access. When you are in Doylestown be sure to stop by and say “Hello”.

To all the hard working folks at BCEDC,

**Thank you for making such a
great contribution to our community.**

Here's to many more years of continued success.

Edward Lydon, EKL Machine Co., Bensalem, PA



Congratulations BCEDC! On Your 60th Anniversary



The Doylestown Team (left to right): Tania Fleming, Andrea Ahern, Helen Graff, Terry McGlinchey, Michele Light, Chris McDermott, John Dean, and Mercy Rose

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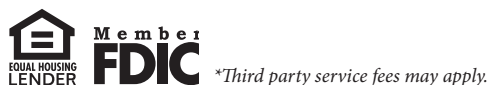
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From Gridiron to Grape Vine

Dick Vermeil has had
a Winning Career



Dick Vermeil began his distinguished coaching career in 1959 as an assistant coach at Del Mar High School in San Jose, California. What came to follow is one of the most legendary careers in professional football.

In all three of his posts as an NFL head coach, Vermeil took every team—Philadelphia, St. Louis and Kansas City, each of which had a losing record before he arrived—and brought them to the playoffs by his third season at the helm.

He holds the distinction of being named Coach of the Year in high school, junior college, Division I college, and NFL Coach of the Year twice. He also worked for CBS and ABC as a sports broadcaster between his hugely successful coaching jobs.

Vermeil spent fifteen seasons as an NFL head coach and was a member of the league's coaching fraternity for nineteen seasons. In addition, Vermeil has had a prestigious career as a football broadcaster, analyzing both NFL and college games. In 2006, he was portrayed on the big screen by Greg Kinnear in the film *Invincible*, a film based on the true story of Vince Papale, who played for the Philadelphia Eagles from 1976 to 1978.

Vermeil began his coaching career on the high-school level in 1959, after receiving a bachelor's and master's degree from San Jose State. He then moved up into the community college ranks in 1962 – College of San Mateo in 1962, Napa College 1963 – followed by his first position as a NCAA Division I assistant coach at Stanford University in 1965. In 1969 George Allen hired Vermeil to become the first special



Coach Vermeil on the field with quarterback, Ron Jaworski and John Walton, backup quarterback.



GETTY IMAGES SPORT MIKE ZARRILLI

St. Louis Ram's coach Dick Vermeil hoists the Super Bowl trophy after Super Bowl XXXIV against the Tennessee Titans at the Georgia Dome in Atlanta, GA on January 30, 2000. The Rams beat the Titans 23-16.

teams coach in NFL history with the Los Angeles RAMs. Following a four-year period as a RAM assistant, he was named head coach at UCLA in 1974, where he led the Bruins to a Rose Bowl Championship over the number one ranked Ohio State Buckeyes on New Year's Day 1976.

Vermeil's 15-year tenure as an NFL head coach began when he was chosen to guide the fortunes of the down-trodden Philadelphia Eagles franchise in 1976, a team that hadn't been in the NFL playoffs in 16 years. In seven seasons with the Eagles, Vermeil engineered four playoff appearances, highlighted by an NFC Championship win over the Dallas Cowboys and a trip to Super Bowl XV vs. the Oakland Raiders in 1980. Vermeil retired from the Eagles following the 1982 season. Shortly after departing the sidelines in Philadelphia, Vermeil began a 14-year

broadcasting career, serving as an NFL and college football analyst for CBS and ABC. In addition, he provided color commentary for the Kansas City Chief's preseason television broadcasts from 1989 to 1996.

In 1997, Vermeil returned to the NFL as head coach of the St. Louis Rams, and led the team to its first Super Bowl victory after the '99 season, beating the Tennessee Titans in Super Bowl XXXIV. This trip to football's greatest game made Coach Vermeil just one of four coaches in NFL history to lead two different teams to the Super Bowl. Vermeil again retired, but then was recruited to return to the arena in 2001, when he was named the ninth head coach of the Kansas City Chiefs. In his third season (2003), the Chiefs won their division with a 13-and-3 record and advanced into the NFL Playoffs, only to lose to the Indianapolis Colts.



CLEM MURRAY, THE INQUIRER

Coach Vermeil is carried off the field by Charlie Johnson and Claude Humphrey following the Eagles 1981 NFC championship victory over the Dallas Cowboys.

IF YOU DON'T INVEST
VERY MUCH, THEN
DEFEAT DOESN'T
HURT VERY MUCH
AND WINNING IS NOT
VERY EXCITING.

-DICK VERMEIL-

One of the most distinguished coaching careers in National Football League history officially concluded when Dick Vermeil announced his retirement from professional football in January 2006. Vermeil is one of five NFL head coaches to lead three different teams into the playoffs. Following his fifth season with the Chiefs, Vermeil retired for the final time, leaving the Chiefs as the team's third most winning coach.

He annually participates as a broadcast coach in the NFL Broadcast Boot Camp, an initiative designed to assist athletes in their post-playing careers by providing training and hands-on experience in broadcasting and studio work.

While in Kansas City, Vermeil and his wife, Carol, were active in a number of charitable endeavors, most notably, serving as chairpersons for the Chiefs Children's Fund Benefit Game. The 2005, 2006 and 2007 beneficiary of that

game was Operation Breakthrough, a day care center for inner-city families in Kansas City, a center that Carol Vermeil remains actively involved with from their residence in Chester County, PA.

After returning home to the Philadelphia area, Vermeil has found the time to help many other worthy causes. Numerous Philadelphia-area organizations have benefited from his involvement, including the Boys & Girls Club of Philadelphia, Chester County Food Bank, The Mary Campbell Center, The Ronald McDonald House, C.H.O.P. Wistar, Elwyn Inc., and the Boy Scouts of Chester County, whose 25-year-old golf tournament bearing Vermeil's name, annually earns \$165,000 for the organization.

He is also involved with People for People, Inc., a community outreach organization founded by Rev. Herbert Lusk, a former Eagles player for Coach Vermeil.



VERMEIL WINES

Vermeil took up the hobby of home wine making in 1999, using the grapes grown on the land that his great-grandfather once owned.

Vermeil and friends turned his hobby of making Jean Louis Vermeil Cabernet into a full-fledged business in 2008, and now annually produce 3,000 cases of quality Calistoga Napa Valley wines, in conjunction with Thomas Rivers Brown, Andy Jones & Tamber Bey Winery!



Coach Vermeil and his wife, Carol, at Super Bowl XXXIV.

The grapes are harvested from the century old Frediani vineyards in Calistoga, the small town where Vermeil was born. Forty-eight acres of this fine vineyard was once owned by Vermeil's great-grandfather on his mother's side, Garibaldo Iaccheri. Iaccheri owned a large Calistoga vineyard and his paternal great-grandfather, Jean Louis Vermeil, used the grapes to make wine at home for the family. Vermeil Winery is building a solid reputation with many of the wines, earning 90 plus scores and medals in local competitions.

When not involved in his wine business, speaking, or charity work, he enjoys going back to his roots and working on restoring his father's old vintage race cars.

Vermeil is a member of three college sports Halls of Fame – Napa Community College, San Jose State and UCLA: two NFL teams' Halls of Fame – Philadelphia Eagles and St. Louis Rams: three states Halls of Fame – Pennsylvania, Missouri, and California, and also the Rose Bowl Hall of Fame. He is the only coach to be awarded Conference Coach of the Year honors on four levels of football competition: high school, community college, Division I college football, and has been selected as the NFL Coach of the Year twice in 1979 and 1999.

Vermeil and his wife, Carol, reside in Chester County, Pennsylvania. They have three children, Rick, David, Nancy and eleven grandchildren (three girls and eight boys).

1981 EAGLES SUPER BOWL

It was a big deal even then, recalls Vermeil, now 81. The Eagles had recorded nine consecutive non-winning seasons before Vermeil arrived in 1976, and it wasn't until his fifth season that they reached the Super Bowl, winning 12 regular-season games and a division title.

To clinch the NFC championship, the Eagles beat the Cowboys, who had appeared in two of the previous three Super Bowls. A once-downtrodden franchise saw a cause for celebration.

"I think our management made a mistake," Vermeil said. "Our owner put on a huge team party the Wednesday after the NFC Championship Game. Patty LaBelle was the singer. It was as first-class a party to celebrate a win as you could put on."

There was just one problem.

"You finish that party and say, 'Oh my God, we still have a game to play,'" Vermeil said.

In hindsight, Vermeil said, the timing might have taken "a little edge off our team." If coaching today, he said, he probably would ask to cancel the party.

"It probably didn't make any difference in the game," he said, "but it probably didn't help us."

The Eagles still had to face the Raiders, who were back in the Super Bowl in their second season under head coach Tom Flores, having won 11 games to make the playoffs as a wild-card.

Up 14-0 after a quarter on two touchdown passes by Jim Plunkett, the Raiders sailed to a 27-10 victory. Linebacker Rod Martin intercepted three passes by quarterback Ron Jaworski, a Super Bowl record. Cliff Branch caught two touchdown passes. Plunkett was named MVP.

"We just didn't play well enough to win, I didn't coach well enough," Vermeil said. "I think the Raiders did some things to us defensively that no one else had done, to stop our zone running game. They had a fine football team."

Matt Kawahara, January 30, 2018
The San Francisco Chronicle

BCEDC TIMELINE 1958 - 2018

1958

Bucks County Industrial Development Corporation (BCIDC) was formed.



1967

The Bucks County Commissioners created the Bucks County Industrial Development Authority (BCIDA) to provide tax-exempt Industrial Development Bond and Mortgage financing for businesses of all types.



1959

The very first PIDA deal completed with Strick Division of Fruehauf Corporation.



1975

New Hope Ivyland Railroad – BCIDC purchased the trackage from the Steam Trains, Inc. to preserve rail service through the center of Bucks County.

Congratulations!

We believe it's important to recognize the achievements of people who've had a positive effect on others and the communities where they work and live.

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1979

BCIDC purchased the building at 2 E. Court Street, Doylestown.



1989

Current Executive Director, Robert Cormack was hired. The Business Builder Loan Fund (BBLF) was established by BCEDC.



1983

Bucks County created the Bucks County Revolving Loan Fund (RLF) with grant funding from the US Department of Housing and Urban Development.



1990

313 Study Task Force Committee was formed.

Congratulations BCEDC on your 60th Anniversary

Your efforts and success in job creation and retention and business expansion continue to make a significant positive contribution to the economic climate and quality of life in Bucks County.



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Dr. Kathleen M. Dominick ~ President

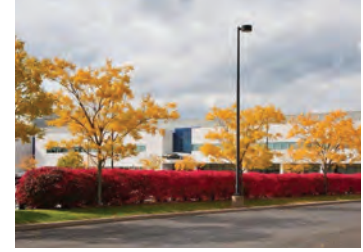
BCEDC TIMELINE 1958 - 2018

1991

The first Business Builder Loan Fund, \$400,000 was approved. North Penn Polishing Plating, Inc., Sellersville borrowed the money to install a state of the art waste water system.

1995

Lockheed Martin announced it will establish a Center for Excellence in Bucks County. The first Enterprise Zone was established for Bucks County.



1993

BCEDC sold the New Hope Ivyland Railroad.



1997

BCIDC's name changed to BCEDC - Bucks County Economic Development Corporation.

1999

BCEDC was asked by the Federal Lands Reuse Authority (FLRA) to manage the base closure of the former military base in Warminster.

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2004

BCEDC sold the remaining parcels of the military base in Warminster to the private sector.

2013

BCIDA separates from BCEDC becoming an independent agency, no longer receiving administrative assistance from BCEDC.

2018



2010

Lower Bucks County Chamber of Commerce Economic Development Award.



2017

BCEDC moved from 2 E. Court Street to 115 W. Court Street, Doylestown.

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DEMOGRAPHICS | Economy Overview

627,033

Population (2017)

Population **grew by 1,102** over the last 5 years and is projected to **grow by 2,007** over the next 5 years.

289,724

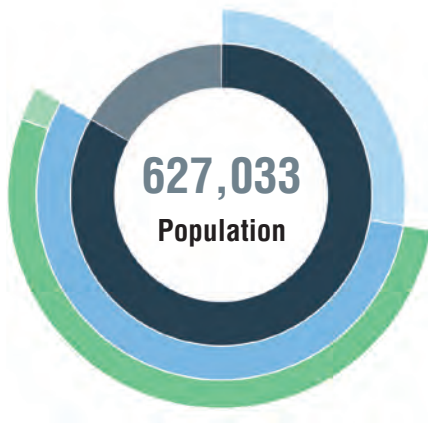
Jobs (2017)

Jobs **grew by 12,208** over the last 5 years and are projected to **grow by 6,353** over the next 5 years.

\$77.6K


Median Household Income (2015)

Median household income is **\$23.7K above** the national median household income of \$53.9K.



2017 Labor Force Breakdown

	Population
● Total Working Age Population	522,130
● Not in Labor Force (15+)	172,977
● Labor Force	349,153
● Employed	333,080
● Unemployed	16,073
● Under 15	104,903



225 LP
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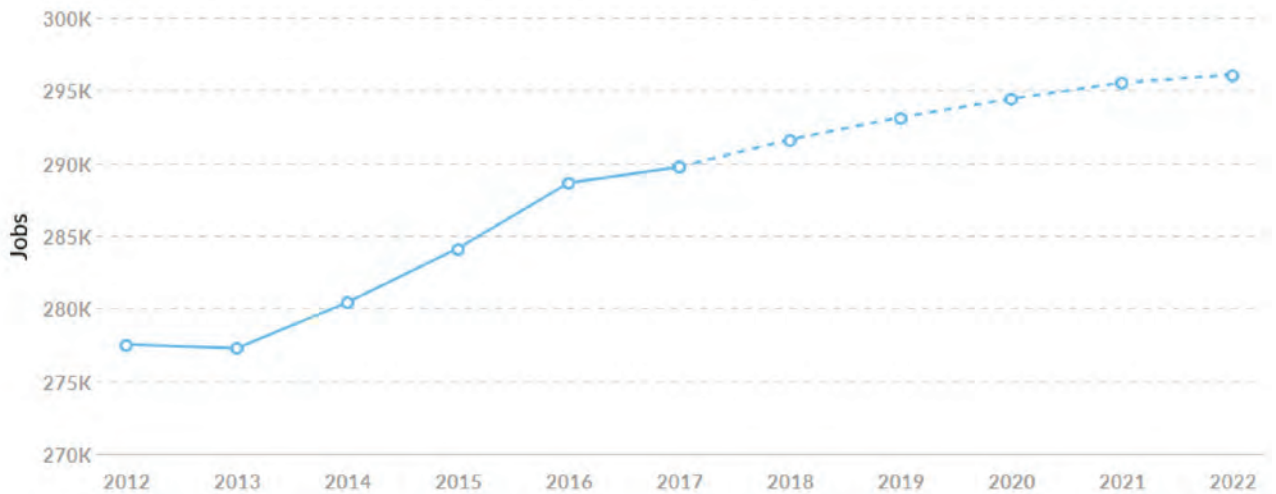
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DEMOGRAPHICS | Job Trends

From 2012 to 2017, jobs **increased by 4.4%** in Bucks County, PA from 277,516 to **289,724**. This change fell short of the national growth rate of 7.2% by 2.8%.



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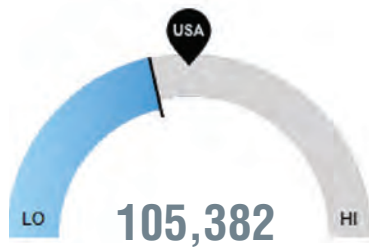


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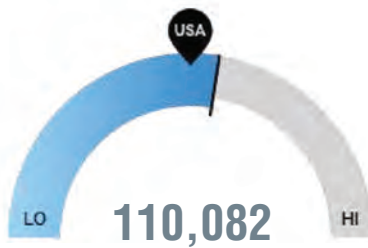
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DEMOGRAPHICS | Population Characteristics



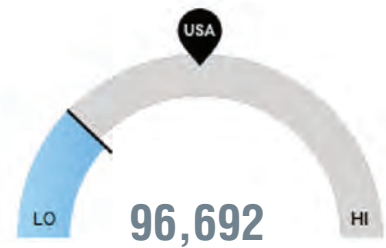
Millennials

Bucks County has 105,382 millennials (ages 20-34). The national average for an area this size is 129,995.



Retiring Soon

Retirement risk is high in Bucks County. The national average for an area this size is 95,462 people 65 or older, while there are 110,082 here.



Racial Diversity

Racial diversity is low in Bucks County. The national average for an area this size is 242,624 racially diverse people, while there are 96,692 here.

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DEMOGRAPHICS | Place of Work vs. Place of Residence

Understanding where talent in Bucks County currently works compared to where talent lives can help you optimize site decisions. For example, the #1 ranked ZIP for employment ranks #6 for resident workers. The top ZIP for resident workers is 19020.

Where Talent Works			Where Talent Lives		
ZIP	Name	2017 Employment	ZIP	Name	2017 Workers
19047	Langhorne, PA	31,909	19020	Bensalem, PA	31,535
19020	Bensalem, PA	31,392	19067	Morrisville, PA	28,365
18901	Doylestown, PA	25,790	18966	Southampton, PA	22,913
18974	Warminster, PA	20,888	18974	Warminster, PA	22,903
19053	Feasterville Trevose, PA	19,636	18951	Quakertown, PA	20,110



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