



A Newsletter for Bucks County's Business &amp; Industry Communities

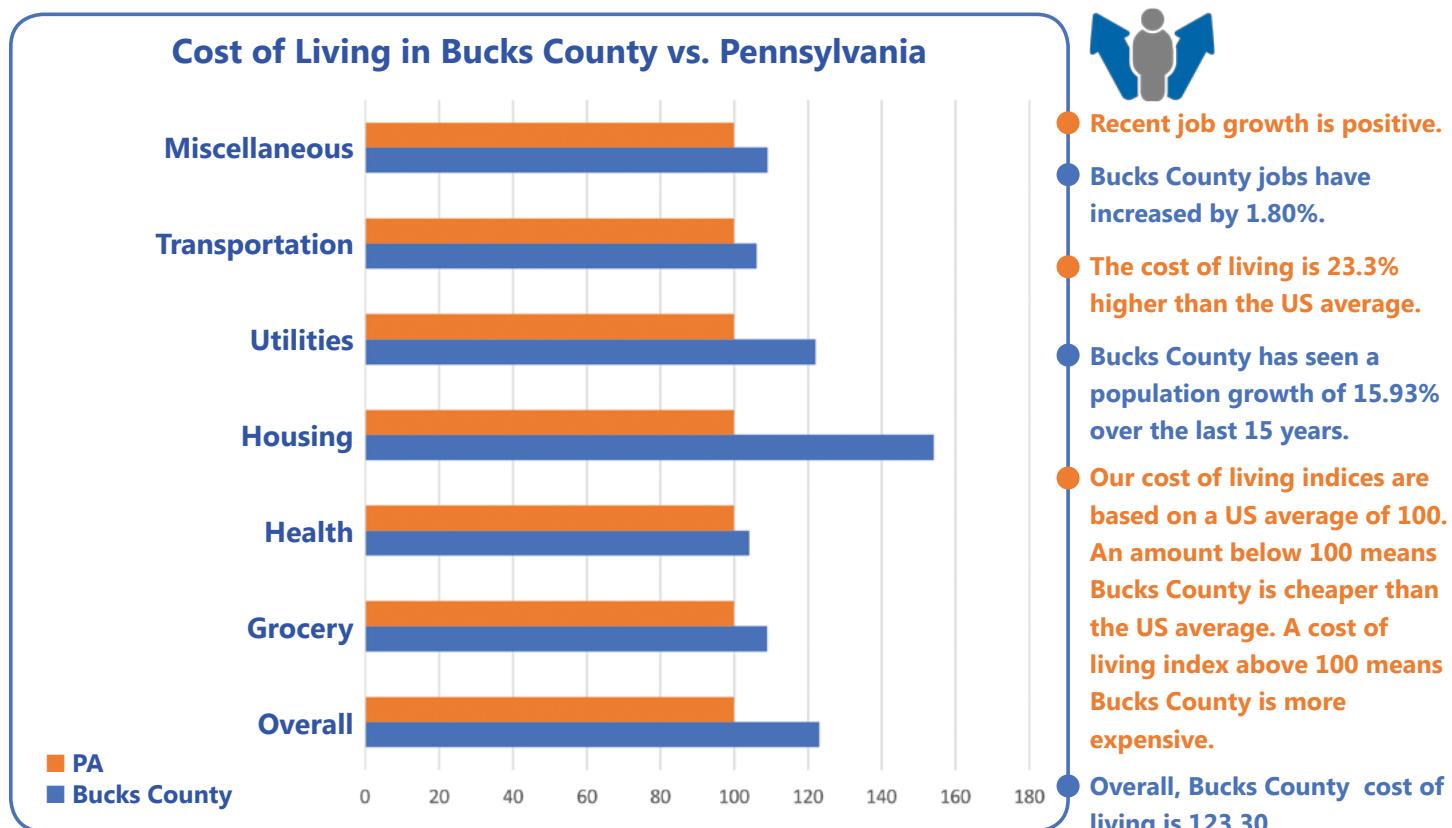
December 2016

## SPOTLIGHT ON BUCKS



### Demographics Do Not Determine the Fate of Economic Growth, but they are Certainly a Key Determinant for an Economy's Growth Potential

Where is Bucks County?



Source: [www.bestplaces.net/economy/county/pennsylvania/bucks](http://www.bestplaces.net/economy/county/pennsylvania/bucks)

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## SAVE THE DATE

BCEDC's Annual Dinner will be  
on Thursday, April 27  
at the Fuge in Warminster.  
We are seeking sponsorship.  
Please call 215.348.9031  
ask for Bob or Kelly.

# SPOTLIGHT ON BUCKS



ECONOMY	BUCKS COUNTY	U.S.
Unemployment Rate	4.6%	5.2%
Recent Job Growth	1.8%	1.59%
Future Job Growth	38.99%	37.98%
Sales Taxes	6%	6%
Income Taxes	3.07%	4.6%
Income per Capita	\$37,910	\$28,555
Household Income	\$76,824	\$53,482
Family Median Income	\$93,488	\$65,443



The unemployment rate in Bucks County is 4.60%, with job growth of 1.80%. Future job growth over the next ten years is predicted to be 38.99%.



## Bucks County Taxes

Bucks County sales tax rate is 6.00%. Income tax is 3.07%.



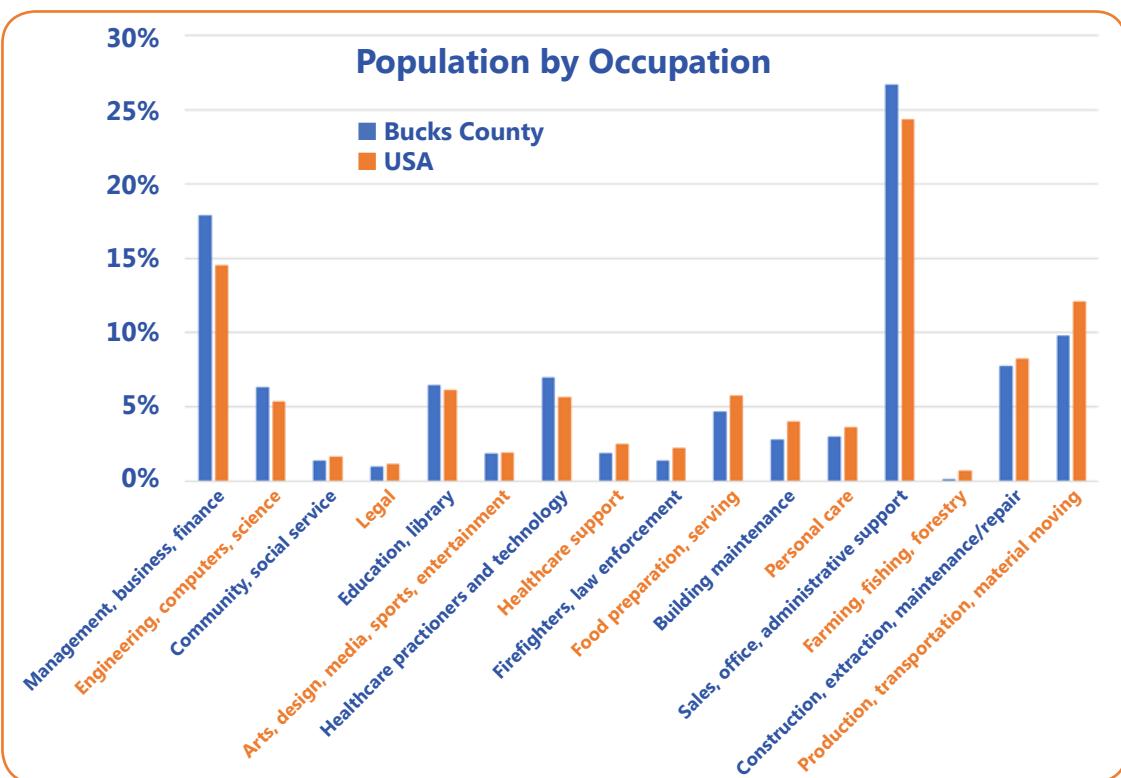
## Bucks County Income and Salaries

The income per capita is \$37,910, which includes all adults and children. The median household income is \$76,824.

### BUCKS OVERVIEW

- ..... **POPULATION** **627,367** up 15.9%
- ..... **MARRIED POPULATION** **57.1%**
- ..... **UNEMPLOYMENT RATE** **4.6%**
- ... **AVERAGE COMMUTE TIME** **28.63 minutes**
- ..... **MEDIAN AGE** **42.6**
- ..... **HOUSEHOLD SIZE** **2.66**
- ..... **MEDIAN HOME PRICE** **\$286,800**

ECONOMY	BUCKS COUNTY	U.S.
Expend. per Student	\$17,135	\$12,383
Educ. Expend. per Student	\$13,966	\$10,574
Instr. Expend. per Student	\$9,217	\$6,428
Grade School Educ.	1.82%	5.83%
Some High School Educ.	4.67%	7.84%
High School Educ.	93.51%	86.33%
Some College Educ.	18.31%	21.16%
2 yr. College Grad.	7.39%	7.93%
4 yr. College Grad.	36.54%	29.28%
Masters Grad.	10.51%	7.77%
Professional Degree	2.10%	1.96%
Doctorate Degree	1.60%	1.29%



Source: [www.bestplaces.net/economy/county/pennsylvania/bucks](http://www.bestplaces.net/economy/county/pennsylvania/bucks)

# NOTEWORTHY NEWS



## PPL Electric Utilities is Joining Forces with Gas and Electric Utilities Across the U.S. and Canada to Educate Customers About Scams



*The industry group designated November 16 as "Utilities United Against Scams Day" and will support it with a week-long informational campaign focused on exposing the tricks scammers use to steal money from utility customers, and how customers can protect themselves. Going forward, Utilities United Against Scams Day will be observed on the third Wednesday in November.*

"Participation in the Utilities United Against Scams consortium continues our tradition of keeping customers first," said Greg Dudkin, president of PPL Electric Utilities. "In this case, it's arming them with information to help protect them against scams. Scams are becoming more sophisticated. The more we spread the word about how these criminals attempt to take advantage of customers, and how customers can thwart them, the less successful the scam efforts will be."

In August, PPL Electric Utilities warned customers to be aware of a phone scam in which calls appeared to come from the utility and mimic the company's call center. Customers were told their account was delinquent and they needed to make an immediate payment or have their electricity shut off. In many cases, customers were told to pay with prepaid debit cards and were instructed to call a phony call center, where they were prompted to enter their account information.

### These are "red flags" for scam activity:

- The caller becomes angry and tells the customer his or her account is past due and service will be disconnected if a payment isn't made – usually within less than an hour.

## Kreischer Miller's 5th Annual Greater Philadelphia Manufacturing Survey

*Kreischer Miller's Manufacturing Industry Group is conducting its annual survey to gather updated information about the changing state of manufacturing in our region, the use of new technologies and practices, and the outlook for the industry.*

The survey should only take about 15 minutes to complete and your participation would be greatly appreciated. **Please complete the survey by Friday, December 30.**

All information collected will remain completely confidential. Results will be only be presented in aggregate form. Your company's identity and information will not be revealed in any publication or presentation of the survey results.

- The caller instructs the customer to purchase a prepaid debit or credit card – widely available at retail stores – then call back to supposedly make a payment.

### How to protect yourself:

- We don't ask for personal information, such as credit card numbers or bank accounts, over the phone.
- We don't accept prepaid debit cards for bill payment.
- We never send representatives to a customer's home to demand payment.
- We never call customers threatening to shut off electric service unless immediate payment is received.

Customers who suspect or experience fraud or feel threatened should contact PPL at 1-800-342-5775 as well as their local police.

PPL is committed to keeping customers informed, and uses the following communication methods: bill messages and alerts, customer letters, online content, advertising, outbound calls and messaging on customer service telecommunication channels.

PPL continues to work with law enforcement, including state attorneys general.

PPL Electric Utilities provides electric delivery service to more than 1.4 million homes and businesses in Pennsylvania and ranks among the best utility companies in the country for customer service and reliability. PPL Electric Utilities is a major employer in the communities it serves. It is a subsidiary of PPL Corporation (NYSE: PPL). For more information visit [www.pplelectric.com](http://www.pplelectric.com).

For further information: Joe Nixon, 610-774-5997



PEOPLE | IDEAS | SOLUTIONS

Greater Philadelphia  
Manufacturing Survey

Thank you in advance for your participation. If you have any questions, please don't hesitate to contact Michael A. Coakley, Director, Audit & Accounting and Manufacturing Industry Group Leader, at [mcoakley@kmco.com](mailto:mcoakley@kmco.com) or 215.441.4600.

**Take the survey: [www.surveymonkey.com/r/YVVFSF5](http://www.surveymonkey.com/r/YVVFSF5)**

# THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability



## Shop and Save

*Some people don't want to hear another mention of the word "shopping" at this time of year. It's a word you tend to hear an awful lot.*

Still, you may be able to save money on your electric bill by spending a few thoughtful minutes shopping for your energy supply. You won't have to go from store to store to find the right offer: All the information can be seen right at home.

Here's how it works.

You can choose to buy your electricity from one of many suppliers serving this area. Or, you can let PPL Electric Utilities buy it on your behalf. Either way, we'll deliver your power safely and reliably over our electric grid, and you'll call us if there's an outage or other service issue. About 45 percent of our customers buy power from another supplier.

We hold auctions to buy power for customers who don't shop. Then, we pass the cost of the energy through to you with no markup or profit. Our price for electricity is called the "price to compare," and we update it twice a year – on Dec. 1 and June 1.

All you need to do is visit the Pennsylvania Public Utility Commission's website at PAPowerSwitch.com. You can see how our price to compare stacks up against offers from other state-licensed suppliers. You may be able to find lower rates that can save you money. And who doesn't like that, especially at this time of year?

The PAPowerSwitch website lists all the important information about each offer. Look carefully at the terms, especially these:

- **Is the rate fixed or variable? (Fixed rates don't change, while variable rates go up or down based on the wholesale**



**price of electricity. If that price goes up – as has happened in very cold weather – variable-rate customers' bills will go up with it.)**

- **How long will the contract last?**
- **Are there cancellation fees?**
- **If renewable energy is important to you: Does the contract draw any of its supply from renewable sources?**

If you've reviewed all the terms and decided an offer is right for you, click the Sign Me Up For This Offer button and follow any additional prompts. PPL Electric Utilities and your new supplier will work together to do the rest.

And you can devote your shopping attention to more difficult choices – like what to get your uncle who has everything.

*Article provided by Carol Obando-Derstine, Regional Affairs Director, PPL Electric Utilities, Phone: 610-774-5249, CObando-Derstine@pplweb.com.*

## Getting Your Vehicle Ready For The Winter



*TMA Bucks member, AAA Mid-Atlantic, provides some basic winter car care tips to make sure your vehicle is ready to handle the colder weather and possible harsh conditions.*

[www.youtube.com/watch?v=V5O7m\\_vavgA&feature=youtu.be](http://www.youtube.com/watch?v=V5O7m_vavgA&feature=youtu.be)

# FINANCIAL TOOLBOX



## DCED Recently Opened the Application Window for The Pipeline Investment Program and Business In Our Sites.

*The Pipeline Investment Program (PIPE) provides grants to construct the last few miles of natural gas distribution lines to business parks, existing manufacturing and industrial enterprises, which will result in the creation of new economic base jobs in the commonwealth while providing access to natural gas for residents. Funds may be used for acquisition, construction, and site preparation costs associated with extending natural gas pipelines to serve eligible applicants.*

Business In Our Sites (BOS) empowers communities to attract growing and expanding businesses by helping them build an inventory of ready sites. All site development activities that are required to make a site shovel-ready. This program is for

speculative projects only. Funds cannot be used for projects that are primarily residential or recreational. Sites must be previously utilized property or undeveloped property that is planned and zoned for development.

Please see guidelines for further information.

<http://dced.pa.gov/programs/pipeline-investment-program/#.WEXKG7AzWVB>

If you have any questions please give me or our program office a call.

Aliyah Furman, Southeast Regional Director, Department of Community & Economic Development, 200 South Broad St., 11th Floor, Philadelphia, PA 19102, Phone: 215-560-5830

## Renaming and Rebranding Two SBA Programs

*The U.S. Small Business Administration is announcing new names for its two core business loan programs. In consultation with our lending partners, SBA has begun the process of renaming and rebranding these loans to better reflect their purposes and improve borrower understanding of SBA's programs. Effective immediately, the 7(a) and 504 loan programs will be referred to by the names outlined below.*

- The 7(a) Loan Program has been changed to the SBA Advantage Loan Program
- The 504 Loan Program has been changed to the SBA Grow Loan Program

There is no substantive change to either loan program at this time; this announcement only impacts the programs' names.

All policies, procedures and forms are still in effect. Any changes to the names of the delivery methods within the 7(a) or 504 loan programs will be announced in the future.

The rebranding will roll out over time. SBA expects a transition period, during which time the website, regulations, Standard Operating Procedures, forms, and vendor software will be updated. Due to the gradual introduction of the new names, some documents may continue to use the terms 7(a) and 504 during this transition period.

During the transition period, new Agency communications will reference the names 7(a) and 504 as stated below:

- SBA Advantage Loan Program (previously known as 7(a))
- SBA Grow Loan Program (previously known as 504)

LOOK WHAT'S  
HAPPENING

### Business Card Exchange Hosted by Quakertown Grocery Outlet Bargain Market

Date: Thursday, January 19, 2017 7:30 AM - 9:30 AM

Location: Quakertown Grocery Outlet Bargain Market  
70 N. West End Blvd., Quakertown, PA 18951

Registration info: <http://tinyurl.com/jdgafs2>

Join the UBCC for a morning business card exchange at Quakertown Grocery Outlet Bargain Market! Highlights include refreshments, networking opportunities, a chance to check out their "Taste of Bargains" throughout the store and try a chance on their Wheel of Bargains to win prizes. Free for UBCC Members/\$25 for Non-Members



# COMPANIES ON THE MOVE



## Mountain Drive



Aquascapes Holdings LLC purchased the 5-acre property from the bank at 2503 Mountainview Dr, Nockamixon Township. The property was zoned Village Commercial which included a 6,500 SF shop building and 12,000 SF of greenhouses. Price \$285,000. Brode & Brooks sole broker.

Brode & Brooks Inc. is an independent real estate brokerage firm offering a unique mixture of personal attention to old-fashioned service combined with today's modern technology. We provide expertise in real estate to the public through highly trained and knowledgeable agents, brokers and support staff. For more information, [www.brodeandbrooks.com](http://www.brodeandbrooks.com) or call 215.679.4200.

*With heartfelt appreciation for your  
business, all of us at  
Bucks County Economic  
Development Corporation send you*

*Best Wishes for a Happy and  
Prosperous New Year.*



# MEMBERS' CORNER



## Carroll Engineering presented on MuniLogic™

**Carroll Engineering Corporation (CEC), one of the region's largest consulting engineering, planning, and surveying firms, recently presented at the "Comparing Tools for Managing Infrastructure" event, hosted by the Mid-Atlantic Geospatial Transportation Users Group (MAGTUG) and the University of Delaware. The event was held at this past Fall at the Embassy Suites in Newark, Delaware.**



Founded to provide a forum for transportation industry experts to share their knowledge and experiences, MAGTUG's most recent event featured Matt Garber, Senior Vice President of CEC. Mr. Garber presented on MuniLogic™, Municipal Management Software, which was specifically developed by CEC for municipal organizations. Addressing local and county government representatives from PA, NJ, DE, and MD, Mr. Garber discussed how the software improves service to its constituents for better and informed decision making and empowers local governments and municipal authorities to increase efficiency and facilitate communication.

"MuniLogic software is continuously evolving and with feedback from both our customers and industry trends, it is important for us maintain a high level of innovation," said Mr. Garber.

"Our strategic vision extends across all municipal departments and business processes and we look forward to making this vision a reality for our local governments."

MAGTUG meets at different locations several times a year to provide a venue for representatives of local and county government to better understand their asset management needs and how to choose the right tool to meet their needs. The agenda of this year's event allowed for each presenter to discuss the foundation of their application, implementation and support functions, asset functionality and application functionality. Each session was followed by questions from the attendees.

CONTACT: Matt Garber, Senior Vice President  
mgarber@carrollengineering.com, 215-343-5700



### About MuniLogic™

*MuniLogic Municipal Management Software was developed and designed by Carroll Engineering Corporation, a firm with over four decades of experience serving municipalities and authorities. The product meets the unique needs of municipal governments and authorities by automating critical business processes and providing an integrated asset management solution. For more information about this powerful software solution, visit the company's product website at [www.munilogic.com](http://www.munilogic.com), email [info@munilogic.com](mailto:info@munilogic.com) or call 215 343-5700.*

### About Carroll Engineering Corporation

*Carroll Engineering Corporation, founded in 1973, is one of the region's largest consulting engineering, planning, and surveying firms and was recently recognized as one of the Top 25 Engineering Firms in the prestigious 2016 Philadelphia Business Journal Book of Lists. The firm employs professionals and staff across southeastern Pennsylvania and Central New Jersey at offices in Warrington, Bucks County, Pennsylvania; King of Prussia, Montgomery County; Pennsylvania; Malvern, Chester County, Pennsylvania, and Hillsborough, Somerset County, New Jersey. For more information, please visit [www.carrollengineering.com](http://www.carrollengineering.com).*

## WELCOME NEW MEMBERS

### Peter Rall

Manufacturing/Distribution

### Robert Beach

Procision Commercial Realty  
& Procision Business Brokers

# MEMBERS' CORNER



## Donna Emhart joined Bank of America Merrill Lynch



**Donna J. Emhart has joined Bank of America Merrill Lynch as Vice President with the Business Banking division in Blue Bell.**

Donna has over 30 years of financial services and business development experience in both banking and private industry.

Most recently Donna was a relationship manager with Santander Bank providing financial and commercial banking products to business banking clients. Prior to that,

Donna was the Regional Sales Manager for Wells Fargo Commercial Bank in Philadelphia. Donna began her career with Mellon Bank and spent 16 years with Core States/First Union where her responsibilities included managing and building a commercial loan portfolio and the cross sell of capital markets and traditional banking products. Over the course of her career, she has served a wide range of companies in terms of both size and industry.

Donna J. Emhart, Vice President, Relationship Manager, Bank of America Merrill Lynch, 4 Sentry Parkway, Suite 200, Blue Bell, PA 19422, donna.j.emhart@bmal.com, 610-941-4844.

## NAI Mertz Celebrates 35th Year in Business

**NAI Mertz, a leading full-service commercial real estate firm serving southern New Jersey and greater Philadelphia, is celebrating its 35th anniversary since Barry Mertz, SIOR, Chief Executive Officer, formed the firm in 1981, with his wife Faye, in Pennsauken, New Jersey. Barry started the company as a commercial real estate brokerage and property management firm with one employee, and a goal to add additional sales staff to broaden market coverage in the region and to service clients' needs more proficiently.**

With Faye serving as CFO managing the back office of the firm, and Barry at the helm, NAI Mertz experienced significant growth in its early years and soon secured over 1.5 million square feet of property that it managed throughout southern New Jersey.

NAI Mertz has since moved its headquarters to Mount Laurel, NJ, surrounded by some of southern New Jersey's premier office and industrial parks. The NAI Mertz team has been responsible for countless sale and lease transactions in these parks, and Barry developed some of the properties in East Gate Corporate Center when the park was taking shape.

As part of the firm's sustained growth, new offices were added in Philadelphia, Bucks County and Wilkes-Barre, PA, which helped increase its market coverage and enabled the company to better meet its clients' needs. Over the years, the NAI Mertz broadened its reach to provide expert services in brokerage, leasing, sales, investments, property management, site selection and construction management in the industrial, office and retail sectors.

Jeff Licht, senior vice president, joined the firm in 1994 to head the office in Bucks County. Two years later, he was joined by Adam Lashner, vice president, and the duo have amassed a



*Photo Caption (L to R): Barry Mertz, SIOR, Chief Executive Officer and Scott Mertz, SIOR, President.*

formidable track record of industrial and commercial sales and leases in Philadelphia and its suburbs.

"It has been a tremendous two decades working with the Mertz's and being a part of the firm's continued growth and success," said Licht. "Together we have witnessed many real estate cycles and changes in the industry, and through them all the Mertz's remain loyal to their clients and committed to their staff—always assisting their efforts and guiding them in the right direction," he added.

Joining the NAI Global network—one of the largest managed networks of commercial real estate service providers—was a significant milestone for the firm. Operating as NAI Mertz, the company is able to service their clients' nationally and globally,

*Continued on page 9.*

# MEMBERS' CORNER



## *NAI Mertz continued...*

offering more resources and greater market knowledge to its client base.

"NAI Global is a powerful organization and one that we are thrilled to be a part of," stated Barry Mertz. "We were one of the original members of NAI, and I proudly served four terms on its leadership board. NAI also has bestowed our firm with the NAI Global Eagle Award for Outstanding Service and Leadership on two occasions," he added.

At the forefront of NAI Mertz's success in the region is its staff. NAI Mertz has built a team of seasoned professionals, many of whom have been with the firm for over 20 years, who are dedicated and knowledgeable experts in their craft. NAI Mertz impressively has eight brokers on its staff who earned the prestigious Society of Industrial and Office Realtors (SIOR) designation. Rebecca Ting, vice president and 21-year veteran with the firm, currently serves as the SIOR New Jersey Chapter's president; and Roy Kardon, vice president-industrial division and 21-year veteran with the firm, serves as the current treasurer of the SIOR New Jersey Chapter.

NAI Mertz entered its second generation in 1999 when Barry and Faye's son, Scott, joined the firm. Scott brings a sense of enthusiasm for the commercial real estate industry to the firm, which he learned from years of watching his parents help businesses, developers, landlords and community officials meet their strategic goals throughout the southern New Jersey and greater Philadelphia region. In 2014, Scott was recognized as NAI Global's top producing broker throughout the worldwide network of 6,700 professionals. He followed that up with a second place finish in 2015.

"I am committed to continuing the leadership of our family-owned business, while building on our success in the industry through any real estate cycle we may encounter," said Mertz. "I

share the vision of my parents and take pride in the amazing company they have built, and look forward to continuing to mentor our team and providing our current and future clients with exceptional service and earning their trust and respect," he added.

NAI Mertz is in the midst of another strong year of sales and leases. Through September, the company has completed 225 transactions for over 4.5 million square feet and close to \$200,000,000 in total volume.

"We weathered through the recession in our industry and we have been in growth mode for the past several years—the only way to look is up. Building NAI Mertz into a highly respected and successful commercial real estate firm has been one of my greatest accomplishments. I take great care in providing my team with the knowledge and tools it takes to blossom into true professionals. And, I am equally proud of knowing that our firm's level of professionalism and sophisticated knowledge of our work has led to our outstanding reputation in the industry," concluded Mertz.

### About NAI Mertz

*Founded in 1980, NAI Mertz is a leading full-service commercial real estate firm serving the southern New Jersey and greater Philadelphia areas. With offices in Mt. Laurel, NJ; Bucks County, PA; and NAI Mertz of PA in Wilkes-Barre, PA, the company provides expert services in brokerage, leasing, sales, investments, property management, site selection and construction management in the industrial, office and retail sectors. NAI Mertz's clients include Fortune 500 companies, financial institutions, private investors, large public corporations and small businesses. Its partnership with NAI Global, one of the largest managed networks of commercial real estate service providers comprising 6,700 professionals in more than 375 offices in over 55 countries, enables the firm to provide large-scale global real estate services with a unique local expertise. For more information on NAI Mertz, visit its web site at [www.naimertz.com](http://www.naimertz.com), or contact its Mt. Laurel, NJ, headquarters at 856.234.9600, or NAI Mertz of PA at 570.820.7700.*

**LOOK WHAT'S  
HAPPENING**



*U.S. Small Business Administration*

**Check out the various online training session the SBA has to offer**  
[\*\*www.sba.gov/tools/sba-learning-center/search/training\*\*](http://www.sba.gov/tools/sba-learning-center/search/training)

# MEMBERS' CORNER



## PECO Provides Meaningful Economic Impact Across Pennsylvania



*PECO's operations provided a significant economic impact to the region and across Pennsylvania in 2015 according to a recent analysis by the Economy League of Greater Philadelphia and Econsult Solutions, Inc.*

In terms of total employment, the company continued to serve as a significant employer in the region, increasing direct employment by 4.4 percent in 2015 to 2,565 full-time employees. Based on the analysis of PECO's operations, which measured the direct, indirect and the induced economic impact using the IMPLAN Input-Output model, the company had an estimated total economic impact of approximately \$4.3 billion, supported nearly 9,000 jobs and produced more than \$730 million in labor income across Pennsylvania.

"PECO serves as an economic driver for the region and the Commonwealth of Pennsylvania," said Craig Adams, president and CEO. "We are committed to providing safe, reliable, affordable and clean energy and energy services to our customers in the communities we serve. The work we do every day helps us meet that commitment and also provides family-sustaining jobs for the region that help our neighborhoods thrive."

Based on the results of the analysis, PECO's individual company operations are similar in size and scope to other entire industries in our region, including the architectural, engineering and related services sector.

In addition to increasing employment and providing a substantial economic impact, PECO also increased its purchase of domestic, low-cost natural gas from the Marcellus Shale region in 2015. About 88 percent of the natural gas used by PECO customers in 2015 came from the Marcellus Shale region, up from 75 percent in 2014.

PECO's ongoing energy management programs and charitable giving continue to have a positive economic impact for PECO customers and the region:

### Energy Management Programs:

- PECO customers increased energy efficiency measures in 2015, saving more than 371,000 MWh of electricity, up from 305,000 MWh of electricity in 2014. This resulted in \$98 million in customer savings, an increase of more than \$21 million compared to 2014.

### Charitable Contributions:

- PECO contributed more than \$6.5 million in charitable contributions and employees continued to do their part by



serving on 163 non-profit boards and logging 14,900 volunteer hours for numerous groups.

PECO also was recently recognized by Site Selection Magazine as one of the nation's top utilities for economic development. Specifically, the company was acknowledged for its successful partnerships with external stakeholders, including state, regional and county economic development organizations, and efforts to bring together critical resources to meet the needs of companies that are considering relocating or expanding in southeastern Pennsylvania.

In addition, PECO was named Best Employer in the Nation in the Midsize Utility category according to Forbes Magazine's "America's Best Employers 2016," and was recognized once again as an Environmental Protection Agency ENERGY STAR Partner of the Year for PECO Smart Ideas, the company's highly successful suite of energy efficiency and customer programs.

Based in Philadelphia, PECO is an electric and natural gas utility subsidiary of Exelon Corporation (NYSE: EXC). The company's 2,500 dedicated employees provide advanced, innovative energy solutions to 1.6 million electric and more than 511,000 natural gas customers in southeastern Pennsylvania. In 2015 PECO delivered 86.9 billion cubic feet of natural gas and 38 billion kilowatt-hours of electricity. The company also has an estimated annual economic impact of \$4.3 billion in Pennsylvania, supporting more than 8,700 local jobs and producing \$732 million in labor income. Founded in 1881, PECO is one of the Greater Philadelphia Region's most active corporate citizens, providing leadership, volunteer and financial support to numerous arts and culture, education, environmental, economic development and community programs and organizations.

*For more information visit [PECO.com](#), and connect with the company on Facebook and Twitter.*

# THE LOCAL CHAMBERS' EXCHANGE



## UBCC Brings Success, Momentum into the New Year

*By all measures, we've had a great year at the Upper Bucks Chamber of Commerce. The last major event on the busy calendar, the Annual Meeting on November 16th, enjoyed a significant boost in attendance over years past. In addition to the inspiring keynote address by Rob Wonderling, President and CEO of the Chamber of Commerce for Greater Philadelphia, on the Grow PA initiative he is spearheading, we proudly honored our numerous volunteers – the backbone and driving force of our organization, those who chair and work on committees, help with events, and assist in moving UBCC forward.*

Of note and tradition, the gavel was officially passed, from outgoing President, Tom Klee of QNB, to incoming President, Jason Wehrung, Wehrung's Lumber & Home Center – and the slate of Officers and Directors for 2017 was adopted: 1st VP: Joseph G. Wingert, Bucks County Herald, 2nd VP: Kathy Ramson, St. Luke's University Health Network, Treasurer: Randal Rush, Dunlap & Associates PC. And the Directors: Miralys Sanchez, Univest, Mark Somers, Broker 1 Appraisals, Pamela Zitta, Barmar Travel, Laurie Heukeroth, Penn Community Bank, Todd Baringer, Baringer Associates, Inc., Mark Horne, Grand View Health Network, Jarod Sands, Sands Auto Group, Doug Propst, Kwik Goal Ltd., Chuck Hotter, Hotter Painting, Brian Benner, Warren Weiss Insurance Agency, Gavin Laboski, Laboski Law, PC, Bob Podraza, Edward Jones Investments, and Robert M. Cox, Eastburn & Gray, PC. Finally, special recognition and thanks were given to longtime board members and past presidents, Bob Cormack of Bucks County Economic Development Corporation, and Tom Merrick of Tom's Help Desk, for their dedicated service and leadership as their term on the board concludes.

Throughout the year, UBCC turned high-profile goals into realities – including the addition of another full time member of the professional team, and the rollout of our modern new website. Yours truly began in the new role of Membership Development & Public Policy on June 1st, just in time for another sold-out annual Golf Outing. All the strokes were barely counted when the mobile responsive website went live, and with the increased functionality and search optimization, we've seen a steady increase of traffic and engagement. Growth has been a recurring theme as we've navigated through the seasons: our educational sessions on Social Media Marketing and Prepping for New Overtime Rules were packed, inspiring a monthly slate of Lunch & Learns in 2017. The annual Upper Bucks Foodie also exceeded expectations – attendance was outstanding, new and returning exhibitors shared



more variety in food and beverage than ever, and funds raised for educational initiatives including PA Fee Enterprise Week also beat goals. And we're putting the wraps on the 2017 Community Profile & Membership Directory – record advertising sales greet fantastic local content, since all aspects (except printing, of course) of our annual publication have been brought in-house here at UBCC.

Attendance and active participation have been up across the board, and that is especially true with our Membership Committee. The volunteer ranks have grown to nearly fill our conference room, and the positive energy and effort has bolstered already strong retention efforts – and in the recruitment of new members, where we're on track to add 50 more over the second half of this year. More positives on the community outreach front, with a blooming partnership with Quakertown Community High School student videographers and their advisors, making short films for YouTube and cable access channels on local historical properties and tourism, local events and next, business profiles of our members. And we've been building out on the public policy front, engaging with local municipal leaders in a new, recurring stakeholders' forum, weighing in on issues as legislative sessions came to a close, and now working towards an active policy agenda with a growing committee for the upcoming sessions in the new year. We have so much to be proud and thankful for this Thanksgiving and Holiday Season, and look forward to building on our successes in 2017. If you do business in Upper Bucks, please consider joining our region's Chamber – we are committed to delivering a strong return on your membership investment.

Jim Haigh, Membership Development & Public Policy, Upper Bucks Chamber of Commerce, can be reached at 215.536.3211 or [jhaigh@ubcc.org](mailto:jhaigh@ubcc.org).

## Bucks Prospectus

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*Bucks Prospectus is the bimonthly newsletter of the Bucks County Economic Development Corporation (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.*

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### Publishing Deadline for The Bucks Prospectus

Deadline Date	Publish Date	Edition
1/24/2017	2/22/2017	December
3/14/2017	4/12/2017	April

For more deadline dates go to [www.bcedc.com/newsletters](http://www.bcedc.com/newsletters)

To submit an article with business advice suitable to the Bucks Prospectus, please contact Kelly Doughty at 215.348.9031 or KellyD@bcedc.com.

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