



# SPOTLIGHT ON BUCKS



## Still Doing It The Right Way

*That was then (2012)*

**My Dad wore hats. Real hats. The kind you only see in old pictures or movies these days. He had a lot of hats. His favorites were Stetson fedoras, handcrafted in Philadelphia.**

*Before he left the house each day, he'd carefully choose one from the rack and don it. The hat always seemed to fit his mood—or the occasion—perfectly. My Dad's gone now. But my mind somehow keeps coming back to those hats. People don't really wear hats much anymore, I suppose. It's become an affectation or a fashion statement. But in those days, it was something more. A symbol of optimism. That we cared about quality, polish and finish. A subtle, personal signature. From an era when taking the time to do it the right way mattered.*

*I founded Dad's Hat because I, too, want to do it the right way. To take up a tradition. To make something that mattered. The old way. By hand, in small batches. Using only natural, local ingredients and the most careful methods. Dad's Hat is made right here in Pennsylvania—the birthplace of Rye Whiskey—in honor of my father, who enjoyed rye whiskey and served it at the family's tavern; and of that wonderful, optimistic time in America's history when we made a lot of things and took care to make them well. My heart tells me that many of us are searching for that spirit again.*

*I believe Dad's Hat Rye reflects that same simple, uniquely American personality better than any other whiskey. Crisp. Smooth. Delicious—not lingering or heavy-handed in its finish.*



*Perfect for every occasion. After tasting Dad's Hat, we hope that you feel the same.*

*By the way, I kept those hats. I still wear them. And you know what? They fit... Perfectly. —Herman Mihalich, Founder*

Dad's Hat Pennsylvania Rye Whiskey is located at the old Grundy Common's textile facility on Canal St, Bristol. The small batches are being distilled locally on Canal St. The rye and other natural ingredients are grown locally on farms in Bucks and Lancaster counties.

Dad's Hat Pennsylvania White Rye, 100 proof Whiskey is available at The Pennsylvania Liquor Control Board's online web store, [www.finewineandgoodspirits.com](http://www.finewineandgoodspirits.com). The darker rye whiskey is currently aging in quarter cask white oak barrels with an anticipated June release.

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## SAVE THE DATE

**BCEDC's Annual Dinner**  
**Wednesday, May 17th**  
**at THE FUGE!**

**Speaker: Andrew Nelson**  
*Colliers International*  
*Chief Economist, USA*

# SPOTLIGHT ON BUCKS



## *Still Doing It The Right Way continued...*

In the very near future Herman Mihalich and co-founder John Cooper will apply to get the necessary approvals to have Dad's Hat Pennsylvania Rye Whiskey into state liquor stores, restaurants, and all over the Northeast.

### *This is now*

Dad's Hat has earned awards and bragging rights for their small batch distilled rye whiskey. They have since earned Craft Whiskey of 2015 by Whisky Advocate Magazine and Top 100 Spirits for 2015 from Wine Enthusiast Magazine. They are now in 20 states and 25 countries overseas. They still locally source the highest quality rye and work with glass bottlers and labelers located in Pennsylvania. They have expanded their operations from 6,000 to 10,000 square foot, hired employees and bought new equipment to meet the ever-increasing demand of doing it the right way.

BCEDC is assisting Mountain Laurel Spirits, LLC (MLS) with a loan from their Business Builder Fund to purchase new equipment.



For more information about Dad's Hat and Mountain Laurel Spirits go to <http://dadshatrye.com>.

## FROM THE DESK OF THE BCITC



### **Recent Events:**

The BCITC Advisory Team comprised of international business professionals recently conducted a Case Study with Scott Milne, CEO of National Energy Technologies. The company provides

conservation consulting services and expertise in utility reduction through retrofit technologies designed to yield rapid ROI's. The Advisory Team provided recommendations and advice to help National Energy Technologies expand global sales opportunities.

Let us know if you would like your company to participate in one of our Free monthly case studies to help your company grow exports worldwide. Contact Brian Thomas, BCITC Chairman, at [bthomas@globalmarketing1.com](mailto:bthomas@globalmarketing1.com) for more information.

### **About the Bucks County International Trade Council**

The BCITC is a non-profit organization established in 1993 because of a collaborative effort of five Bucks County Chambers of Commerce to provide service and education to businesses of Bucks County to promote International trade. The BCITC is an organization that provides free informational and referral services, educational programs, and networking opportunities to facilitate, promote, and increase global trade.

### **Mission:**

The mission of the Bucks County International Trade Council (BCITC) is to promote exports and international trade by educating Bucks County companies on opening or expanding business.

### **Services:**

**Counseling:** Our services include researching the best international markets for your products or services, and the best modes of entry into new global marketplaces. We can also provide you with information on foreign trade marketing promotion programs, sources of export financing, shipping and logistics, and legal, compliance or regulatory issues.

**Educational events:** Seminars and workshops with prominent speakers, and custom case studies with our advisory team of international business experts.

**Networking events:** Designed to promote the sharing of experience and provide access to new business opportunities.

**Foreign Visitors:** Invitations to participate in events welcoming visiting trade and investment delegations

Information submitted by Brian Thomas, BCITC Chairman, [bthomas@globalmarketing1.com](mailto:bthomas@globalmarketing1.com). For more information on BCITC, <https://bcedc.com/partners/bcitic>.

# NOTEWORTHY NEWS



## The Gig Economy and Collaborative Space

### What are the implications for office buildings?

*We're using less office space than we used to. Sure, the total amount of occupied office space continues to rise, but that's not saying much for a country in which the population and labor force continue to grow as well, and a large share of work is white-collar—the type of work traditionally suited for office buildings. Yet increasingly, jobs are not situated in offices, and when they are, firms are providing less space per worker.*

Three key private sectors occupy a significant share of office space in the country: professional and business services; finance, insurance and real estate (FIRE); and technology. Their relative shares vary by metropolitan area, but overall these sectors account for the majority of office space used. Employment in these sectors is now at an all-time high of about 31 million workers as of the end of 2015—six percent above its prior peak reached in 2008. By comparison, total non-office jobs are up about four percent over their prior peak.

After more than seven years of economic expansion and a record 68 consecutive months of private-sector job gains, we're essentially back to full employment. Yet, more than 16 percent of office space nationally is still vacant—compared to less than 13 percent at the peak of the last cycle—according to the commercial real estate research firm Reis. And we're adding less than half as much new office stock annually in this expansion as in prior cycles.

In sum, we're now leasing about half as much space per new office worker than in prior expansions. Since 2012, our country has leased approximately 60 square feet per new office worker, compared to 118 between 2003 and 2008. What's going on?

### A Gig Economy

One popular theory is that more individuals are actively seeking temporary or contract jobs—what is known as the “gig” economy. A recent study found that the share of Americans working outside the traditional employer-employee relationship has jumped from ten percent in 2005 to nearly 16 percent barely a decade later.

A key question is, how many of these new jobs are in traditionally office-based sectors? Despite media fascination with Uber, TaskRabbit and their ilk, such online apps for arranging work account for just 0.5 percent of jobs, and only one percent of U.S. adults were earning income from all online platforms, including Airbnb and eBay.



Rather, the job shifts we're seeing are taking place primarily in more offline industries, and a growing share of firms are contracting out their work rather than hiring directly. Firms appreciate the flexibility of contracts for scheduling projects, while not having to provide benefits. And the contracting firms frequently do not provide office space to their contract workers.

In many cases, these contractors work from home or in shared space called co-working or collaborative space. These arrangements are particularly popular among millennials and others who have a less formal attachment to traditional workplaces.

Regus, the industry leader in shared work space, has 3,000 locations in 900 cities in 120 countries, while the upstart juggernaut WeWork claims 50,000 members who work in its spaces. Together, they and other providers of co-working space have leased several million square feet of space in the past couple of years that they then release to individual workers under a variety of arrangements.

In many markets these users have been among the biggest lessees of space in recent years. One recent study says co-working firms now account for 0.7 percent of all office space in the country. An analysis by Colliers International's Seattle research team led by Bobby Shanahan found that co-working space accounts for 1.4 percent of all occupied office space in downtown Seattle.

These firms have been leasing huge blocks of space that otherwise would be vacant. But it's important to recognize that these leases do not all represent net additional occupied space. Rather, many of the workers housed in the space formerly worked in a traditional office.

*Continued on page 4.*

# NOTEWORTHY NEWS



## *The Gig Economy continued*

### **New (and Less) Work Space**

Collaborative work space is also impacting office-leasing trends. Firms are increasingly redesigning their offices to provide fewer private offices and cubicles, and more open and collaborative space. The goals are twofold: First, to provide workplaces that facilitate discussion and collaboration. Second, to decrease the firm's overall rent bill by providing less physical space per worker.

Relatedly, Internet speeds, conferencing technology and collaboration software have all made working remotely not only feasible but frequently preferable. Employees can spend less time commuting and more of their workday actually working.

They have more flexibility for child care and other concerns. And when these workers do need to come into the office for face-to-face meetings, the firms can provide hot spots and conference rooms on a temporary basis. With fewer desks and individual offices, less space is required overall.

We work differently now. Contracting and collaborative workplaces are key factors in why office vacancies remain elevated even with our economy at full employment, and why so little new office space is being built. Continued economic and job growth won't change that. We just don't need as much office space. By Andrew J. Nelson, Chief U.S. Economist, Colliers International 415.288.7864, [andrew.nelson@colliers.com](mailto:andrew.nelson@colliers.com).

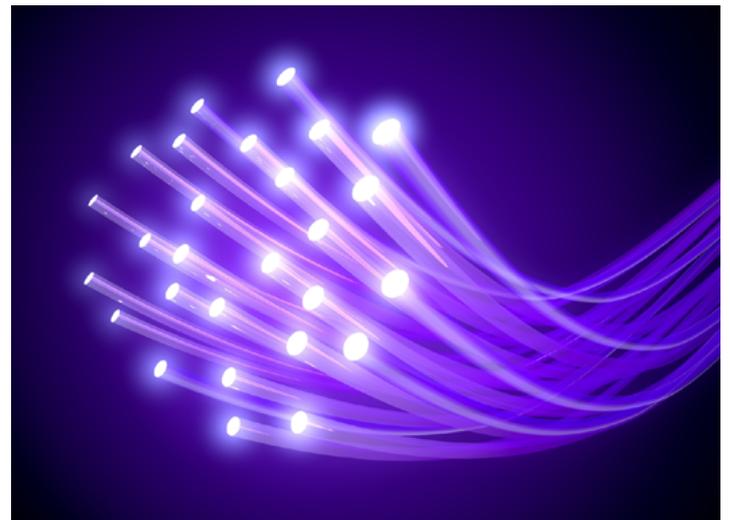
## **The Evolution from Legacy Copper to Fiber-optics**

*The transition from legacy copper phone lines to fiber-optics is taking place all over the country within the telecom industry and it is something you need to be aware of. Many companies are starting to notice it evolving faster than anticipated. There are two main reasons why, which I will explain in the paragraphs below.*

The first being the addition of new applications to company's operations. This primarily means multiple types of applications being operated using the internet 24/7. For example, within the retail industry, the retail chains are utilizing top of the line applications in every one of their stores as new renovations are currently taking place. Retail chains are replacing old equipment with new digitalized applications. These applications are being run utilizing internet or also known as bandwidth. Store applications include: TV Menu Monitors Behind Sandwich Bar, Touch Screen Ordering Monitors, Touch Screen Soda Machine, ATM, Point of Sale, Inventory Management Software, Lottery Mechanism, HVAC Software, Wi-Fi, Security Cameras, Voice Over Internet Protocol Phones.

The next time you walk into a retail chain take a look and you will see exactly what I am talking about. Most of the stores are being run off a high-grade type of internet, which is being more seen to be fiber-optics.

The second reason fiber-optics is becoming so popular is because the legacy copper phone lines are being shut off all over the United States. Specifically, in the Philadelphia market Verizon is transitioning the lines over to fiber-optics, which are



being deployed all over the tristate area. This is also dropping the price for fiber-optics making it a plus. There are three main reasons the old copper lines are being shut off. The copper lines are 50-70 years old, the replacement pieces are no longer being manufactured, and lastly the time it takes technicians to repair is taking days and additional technicians.

LightmyFiber is a company based locally in West Chester, PA who has teamed up with the Bucks County Economic Development Corporation to assist companies with education, location of fiber, price negotiation, and installation of fiber-optics. If interested in learning more, please feel free to reach out to Chris Bradley through his email at [cbradley@lightmyfiber.com](mailto:cbradley@lightmyfiber.com). Chris is a National Fiber-optic Broker for LightmyFIBER.

# THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability



## What if...

*.... you were told that you could sell some of your company to your employees for fair market value and enjoy the fruits of your hard work now?*

What if the employees paid nothing for their shares, but now had real retirement funds?

And what if the company became more productive and was exempt from Federal and State tax on profits?

Crazy? No...It's called an ESOP.

An ESOP is an "Employee Stock Ownership Plan". In 1996, the federal government created a program that allows owners of businesses to sell some or all of their companies to their employees.

The employees pay nothing...rather, the business takes on a note (a "mortgage") that gets paid over a number of years.

The owner gets paid fair market value, and now the employees have real ownership, and real retirement savings. Not surprisingly, Employee Owned companies are much more productive than non-employee owned firms.

And here's the best part...An ESOP company's profits are tax free – forever.

### **And very few people know about this.**

We are the nonprofit Pennsylvania Center for Employee Ownership. We are CEO's and former CEO's, Industry Experts, Foundations and major US Universities interested in helping you. We don't sell anything or charge for helping. We want to support communities, while improving the economy and the lives of citizens of our Commonwealth. This is good for all of us.

Here's a true story from an employee of a Pennsylvania plastics manufacturing company:

### **Why We're An ESOP Company**

By Ann Phy

*NewAge Industries manufactures plastic and rubber tubing in Southampton, Pennsylvania, just north of Philadelphia. In 2006 we became a partially employee-owned company when Ken Baker, our CEO, sold thirty percent of the S corporation to an employee stock ownership plan (ESOP).*

*Baker sold another ten percent to the ESOP in 2013 and in June 2016, transferred an additional nine percent, bringing the ESOP's total ownership to forty-nine percent. Why? Because having employees become invested in the company instills the pride of ownership, puts a succession plan in place and discourages buyers that may target NewAge for acquisition.*

## Pennsylvania Center for Employee Ownership

*A company-wide meeting is held annually and individual ESOP account statements are distributed to all employee owners. Although we know the company is very successful, we've still been pleasantly surprised to see the amount of money growing and waiting for us at retirement. Since its inception, the value of our ESOP has increased nearly sevenfold, growth that's hard to beat with any other type of investment.*

*Our ESOP puts more decision-making, customer satisfaction goals and future success into our hands. Financial and recognition-based incentives encourage everyone to think of the customer first and to look for ways to improve processes, products and ourselves.*

*NewAge Industries has expanded carefully in recent years and continues to do so. We're currently renovating space for new production and storage areas and have job openings in several departments.*

*The media shares news of companies across all industries being bought and sold on a regular basis. ESOPs can help dispel employees' fears of competitive buyouts, plant closures and job losses. It's a viable option that involves employees on many levels as it improves morale, and most importantly, benefits customers, owners, employees and the future success of the company.*

*NewAge® is a registered trademark of NewAge® Industries, Inc. Ann Phy is NewAge Industries' Marketing Coordinator and a 26-year employee. She has witnessed the company grow from 25 employees to 130 and from a small distributor to the multi-million dollar, respected manufacturer it is today.*

### **Some Pennsylvania ESOP Companies you may know:**

**Dansko Shoes, Sheetz, Wawa, Bradford-White Water Heaters & 250 others!**

If you would like to learn more, please feel free to contact Kevin McPhillips, Executive Director, at [kevin@paceo.org](mailto:kevin@paceo.org), or visit us at [www.paceo.org](http://www.paceo.org). We would love to hear from you. We're helping to change lives in Pennsylvania...one company at a time.

# FINANCIAL TOOLBOX



## Updated Interest Rate Options for the PIDA Loan Program

The rates will be in effect for loan applications received through March 31, 2017.

For Real estate loans financing eligible land and building costs, borrowers will have the following two interest rate options:

1. **Fixed interest rate for the full term** of the loan (up to a 15-yr. period). This option is calculated using the ten-year treasury yield +150 basis points. Based on the current ten-year treasury yield, the fixed rate option is 4.00% for the life of the loan.
2. **Fixed interest rate for a seven year period** set at the ten-year treasury rate +50 basis points. After seven years, **the rate will reset** to the ten-year treasury rate +50 basis points. Please note, the reset rate is limited to a 200 basis point increase/decrease and has a floor of 2.25%. **The reset rate is then fixed for the duration of the loan.**

For this option, the rate is fixed for seven years at 3.00% and will reset to the ten-year treasury rate +50 basis points after the seven year period. The reset interest rate is capped at 5.00% (200 point increase) with a 2.25% floor and will be fixed for the remaining term of the loan.

**For Equipment loans** – 4.00% fixed rate for the full term of the loan.

**For Working capital and accounts receivable lines of credit** – 4.00% fixed rate for 12 month period.

**For Pollution prevention and energy efficiency loans** – 2.00% fixed rate for the full term of the loan.

To learn more about the PIDA program contact BCEDC, 215.348.9031, the county's Certified Economic Development (CED) agency.

## Business Builder Loan Fund (BBLF)

The Bucks County Economic Development Corporation Business Builder Loan Program was established in 1989 to provide funding to small and emerging Bucks County companies.

The primary goal of this loan program is the creation and preservation of employment consistent with all programs available through the Bucks County Economic Development Corp.

Loan proceeds may be used for the acquisition of land and building, expansion, machinery and equipment and certain other eligible activities. Since funds are limited, applicants are encouraged to contact the BCEDC office to determine if sufficient funds are available for your project.

Borrow any amount between \$100,000-\$350,000 with an interest rate between 3%-4%.



To find out if you qualify contact Bob Cormack BCEDC Executive Director or Jim Pawlikowski, Loan Manager, 215.348.9031.



## 2016 - 2017 Entrepreneurial Success Workshop Series (ESWS)



**Thursdays - March 23rd - May 25th, 2017**

*The Entrepreneurial Success Workshop Series (ESWS) benefits start-up to mature businesses by providing the tools and information needed to create a professional business plan.*

*The ESWS covers all of the basics you need to know to start a small business venture as well as grow an existing one.*

**More information & to register: <https://tinyurl.com/gu5nfeg>**

# COMPANIES ON THE MOVE



## Nappen & Associates



### Clestra Hauserman leases 12,500 Square feet from Nappen & Associates

Clestra Hauserman, Inc., a leading producer and installer of high quality glass partitions, signed a long-term lease with Nappen & Associates for 12,500 square feet at 21 Bonair Drive, Warminster, PA. Clestra Hauserman was represented by Cresa Partners and Nappen represented itself in the transaction.

Nappen & Associates is a full service commercial developer with extensive expertise in providing industrial, flex, and warehouse/distribution facilities in Philadelphia's suburban markets. For more information or to learn about our current availabilities, please call 215-643-4848 and ask for Scott Henderson or Connie Riegler.

## Liebert & Co., Inc.



### Liebert & Co., Inc sells 37,750 Square Feet in Buckingham

The property located at 4171 Stony Lane, Doylestown sold for \$2.625M in January 2017. The building was originally pre-engineered for Anheuser Busch specifications in 1977. The building is on 12.1 acres.

Liebert & Co, Inc. listing agent brokered the sale Gretz Beverage Bucks, Inc. the buyer was represented by cooperating broker, NAI Mertz for Lagomarsino Property Management. For more information contact Peter Liebert, Liebert & Co, [liebertcoinc@comcast.net](mailto:liebertcoinc@comcast.net).

## Bucks County Lease Activity December 2016 - January 2017

Information provided by Colliers, NAI Mertz, Nappen & Associates

Bensalem	SQ. FT.
Industrial	8,100
Industrial	4,200
Industrial	45,500
<b>Industrial Total</b>	<b>57,800</b>
Office	1,809
<b>Office Total</b>	<b>1,809</b>
<b>Grand Total</b>	<b>59,609</b>

Bristol	SQ. FT.
Industrial	13,200
Industrial	5,288
<b>Grand Total</b>	<b>18,488</b>

Levittown	SQ. FT.
Industrial	5,000
<b>Grand Total</b>	<b>5,000</b>

Warminster	SQ. FT.
Industrial	12,500
<b>Grand Total</b>	<b>12,500</b>

Warrington	SQ. FT.
Industrial	12,709
<b>Grand Total</b>	<b>12,709</b>

## BCEDC's Annual Dinner Wednesday, May 17th

Speaker: Andrew Nelson  
Colliers International  
Chief Economist, USA



# BCEDC BUSINESS HAPPENINGS



**Sherwood Steel Inc.** received PIDA approval to borrow \$340,000 to purchase a 61,330 square foot building in **Bensalem**. Established in 1997 Sherwood Steel is a family owned and operated business that sells galvanized sheet metal and accessories. The new building purchase will allow for larger project because inventory will be readily available. Two new employees will be hired as a result of the loaned funds.

PIDA approval was granted for **Finish Tech Corp.** to borrow \$400,000. The funds will be used to purchase a 19,980 square foot building in **Ivyland**. The larger building will give the company the ability to increase manufacturing and warehouse space. Finish Tech was founded in 1990 and is privately owned

USA manufacturer and supplier of overlay films and laminates for the finishing of wood, plastics and metal products. The company will retain forty employees with the new building purchase.

**Mountain Laurel Spirits (MLS)** was approved to borrow \$110,000 from BCEDC's BBLF. The loan will be used to purchase new equipment at their current **Bristol** location. The new equipment will be used to keep up with increased demand. MLS produces Dad's Hat® Pennsylvania Rye Whiskey and White Rye which are handcrafted using locally-sourced ingredients and traditional methods.

Municipality	Loan Program	Amount Borrowed	SQ FT	Reason for Loan	Jobs Retained	Jobs Created
Bristol	BBLF	\$110,000	N/A	Equipment	N/A	N/A
Bensalem	PIDA	\$340,000	61,330	Building Acquisition & Renovations	40	0
Ivyland	PIDA	\$400,000	19,980	Building Acquisition	9	2
<b>TOTAL</b>		<b>\$850,000</b>	<b>81,310</b>		<b>49</b>	<b>2</b>

## BANKERS – BCEDC WANTS TO EXPOSE YOU...

**Advertise** on the BCEDC Private Lender's page! The Private Lenders page is one of the most frequently visited sections of our website. This investment opportunity is only available for BCEDC members.



We will continue to invest in growing our site traffic which in turn will drive more traffic to you. Your Company's logo will be listed on the main page of the Private Lender's page and will be linked to an

attached page that provides a brief description of your Company services and members' contact information. Your logo will also be listed on our Partners' page as well.

The cost is \$500/year with an average of 2,500 hits per month, for just pennies a day you can advertise on our website. Sign up by March 31 and you will receive ad space in our next issue of our Bucks Prospectus BCEDC bi-monthly newsletter.

**Visit the Private Lender's page:**

<https://bcedc.com/funding-sources/private-lenders>.

Contact us today to get started.

Kelly, [kellyd@bcedc.com](mailto:kellyd@bcedc.com) or 215.348.9031.



## SAVE THE DATE: Monday, May 8, 2017



### Support The TMA Bucks Foundation Scholarship Fund At Our 2017 Golf Outing

Jericho National Golf Club

250 Brownsburg Road East, New Hope, Pa 18938

For more information visit [www.tmabucks.com/events](http://www.tmabucks.com/events)

## MEMBERS' CORNER



## Ambler Savings Bank Sponsors Ambler Symphony Season

*Ambler Savings Bank President & CEO, Roger Zacharia, presented a check for \$1,500 to the Ambler Symphony Orchestra to sponsor the annual Ambler Symphony concert series.*

"Ambler is a unique town – and organizations, such as the Ambler Symphony, which brings such a depth of culture and does so with local musicians, is something that Ambler Savings Bank needs to support to keep our community thriving," said Mr. Zacharia.

The donation from Ambler Savings Bank will help Ambler Symphony continue to bring quality, classical music to the Ambler area.

The orchestra has several more exciting performances this year. Visit [amblersymphony.org](http://amblersymphony.org) or on Facebook for details and updates.

Ambler Savings Bank, whose headquarters and main branch is located at 155 E Butler Ave. in Ambler, PA, has additional locations in Fairview Village, Limerick and Schwenksville.



*(From left) President of Ambler Symphony Orchestra, Michael Williams; Ambler Savings Bank President and CEO Roger Zacharia; President of the Board, John Mahony; Ambler Symphony Orchestra Conductor, Jack Moore; and Ambler Symphony Board Treasurer, Grace Mullan.*

Get more information about Ambler Savings Bank on their website [www.AmblerSavingsBank.com](http://www.AmblerSavingsBank.com).

## Doylestown Branch of Bucks County Bank hires a New Manager.



*Bucks County Bank is happy to welcome Michael Borkowski of Warminster, PA as Manager of the Doylestown Office. Mike has nearly seventeen years of banking experience, over ten of them in a supervisory capacity. He has experience in nearly every aspect of Retail Banking.*

Rick Battaglia, Chief Retail Division Officer, said, "We feel that Mike is just the person to lead our Doylestown Branch Office to success, and I look forward to working with him on developing new business relationships".

Bucks County Bank offers comprehensive financial products for businesses, professionals and individuals. Bucks County Bank offices are located in Doylestown at 200 S. Main Street, in Warminster at 356 York Road, in Levittown near Five Points at 7203 New Falls Road, and in Bensalem at 2084 Street Road.

## WELCOME NEW MEMBERS

**Susan McDonald**  
CCI Consulting

**Peter Rall**  
Caterpillar, Inc.

**James Loew**  
Wehrung's Lumber  
& Home Center, Inc.

## MEMBERS' CORNER



## A&A Machinery Moving, Inc. Launches New Website

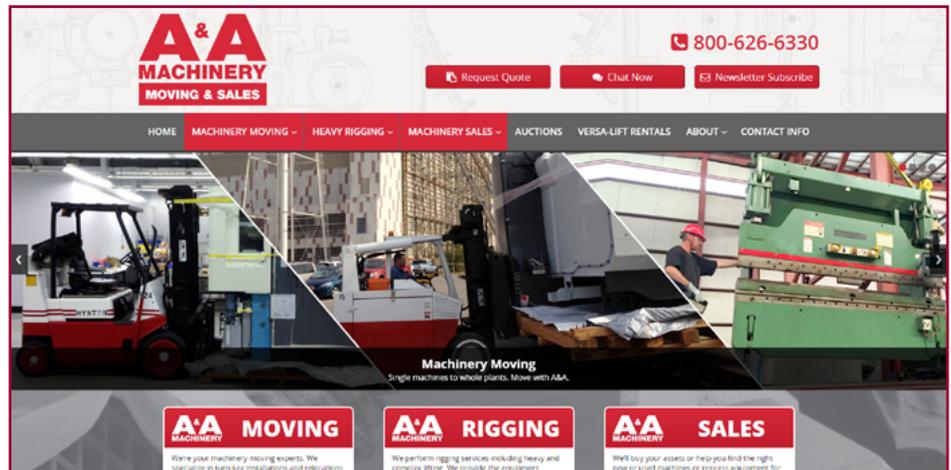
*A&A Machinery Moving, Inc. has launched its new website offering a single online source for all A&A customers.*

Tony Cygan and Brian Daniel of A&A Machinery led the development of the website along with web developers from NetStride.

The newly designed website offers simple navigation for all visitors and easy access to essential information and services provided by A&A Machinery. The website offers an extensive insight into the broad range of services provided by the company. A new section added for their customer's benefit is their project profiles section. Visitors can access selected projects conducted by the company and read up on the company's abilities and experiences in the field.

The new A&A website has a clean and updated inventory design for the A&A Machinery Sales portion of the business. Visitors will be able to buy what is in the company's inventory, see what "weekly hot deals" are out, view any new arrivals to the inventory, and also sell new and used machinery and equipment. This is sure to be a hot spot for all machinery buyers and sellers.

A&A Machinery has revamped its Versa-Lift Rentals page for the new website. Visitors now can view all the necessary specifications and dimensions for all Versa-Lifts in their fleet. There are load charts for all the Versa-Lifts in the fleet. An added benefit for visitors to this page is the downloadable PDFs created by



A&A. Renters of their fleet can access and download a PDF with all of the necessary specifications and dimensions for each Versa-Lift. A&A Machinery wants to provide its customers with all the needed tools and support when working with the company.

"Our goal with the new website was to bring the company's online presence into the 21st century and create a good customer experience for any visitors on our site no matter if they want to see what services we can provide their company to buying and selling machinery and equipment to renting one of our Versa-Lifts," said Brian Daniel, Business Development and Marketing Manager of A&A Machinery. "We want our customers to discover the A&A difference."

The new website is now live. Go Discover the A&A Difference! [www.aamachinery.com](http://www.aamachinery.com)



### Learn What It Takes To Have A Successful Start Up!

**Wednesday, March 8, 2017 • 3:00-5:00 PM EST**

*In this workshop you will...*

- ✓ Gain a basic understanding of the key steps to getting your business off the ground
- ✓ Learn about various financing options and what banks look for when lending money
- ✓ Learn about the local resources available to assist you in starting and growing a small business

PA Career Link® of Bucks County • 1260 Veterans Highway, Bristol, PA 19007

**To register or for more information, call Richard Rodriguez at 215-781-1073**

# THE LOCAL CHAMBERS' EXCHANGE



## The Upper Bucks Chamber of Commerce is pleased to announce its Officers and Board of Directors for 2017.

### The 2017 Officers are:

- **President:** Jason Wehrung, *Wehrung's Lumber & Home Center*
- **1st Vice President:** Joseph G. Wingert, *Bucks County Herald*
- **2nd Vice President:** Kathy Ramson, *St. Luke's Quakertown Hospital*
- **Treasurer:** Randall Rush, *Dunlap & Associates*
- **Immediate Past President:** Tom Klee, *QNB*.

### The 2017 Board of Directors are:

Todd Baringer, *Baringer Associates, Inc.*, Laurie Heuckeroth, *Penn Community Bank*, J. Mark Horne, *Grand View Health Network*, Chuck Hotter, *Hotter Painting*, Miralys Sanchez, *Uninvest*, Jarod Sands, *Sands Auto Group*, Mark Somers, *Broker 1 Appraisals*, Pamela Zitta, *Barmar Travel*, and Doug Propst, *Kwik Goal Ltd.*

### The newly elected directors include:

Brian Benner, *Warren Weiss Insurance Agency Inc.*, Robert M. Cox, *Eastburn & Gray PC*, Gavin Laboski, *Laboski Law PC*, and Bob Podraza, *Edward Jones Investments*.



The UBCC is fortunate to have such a diverse and talented group of individuals representing not only our chamber but also the Upper Bucks Region. A special thank you goes out to each and every member of the board. The time and commitment that is extended to

the chamber from this group is immeasurable as we face the many challenges of our ever-changing business community.

For more information please contact the Upper Bucks Chamber of Commerce at 215.536.3211 or log onto [www.ubcc.org](http://www.ubcc.org).

## It's not just another Chamber Expo!

### Spaces Are Limited! REGISTER TO EXHIBIT TODAY!

It's a new and different way to plant your seeds today in order to grow your business for a bigger and better tomorrow!

### So what's NEW about this Expo:

- There are two events going on at once—a **Health and Wellness Fair and our Business Expo**. This will attract more traffic, meet more people, and make more connections!
- You get to sample food and drink from eight great local restaurants located among the 70 booths displaying their goods and services to provide you with more energy to make new and vital contacts that you need now to grow your business.
- We will have an interactive game for our attendees offering an amazing grand prize which will require them to have a dialogue with 10 of our vendors.

- We have a new marketing strategy including WPST 94.5 radio commercials, an opportunity for you to purchase special discounted radio spots as exhibitors, new social media plan, a special raffle opportunity to attract new attendees, and much more!



- A theme of "Spring" to help unify decorating of your tables.

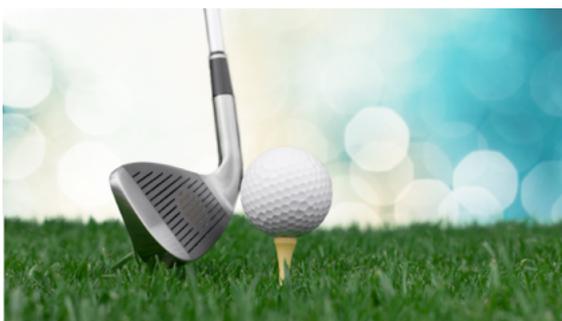
**Date:** Thursday, April 27, 2017

**Time:** 2:00 p.m. - 6:00 p.m.

**Location:** Sheraton Bucks County Hotel  
400 Oxford Valley Road, Langhorne, PA

Sponsorship Opportunities Available! For more information, contact Amy M.B. McKenna at [AMcKenna@LBCCC.org](mailto:AMcKenna@LBCCC.org).

## Greater Buxmont Chamber of Commerce



**Save the Date for Our Annual Scholarship Golf Outing**

**Thursday, June 8, 2017**

For more information visit [www.bucksmontchamber.com](http://www.bucksmontchamber.com).

## 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.*

# 2017 BOARD OF DIRECTORS

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## Publishing Deadline for The Bucks Prospectus

Deadline Date	Publish Date	Edition
3/14/2017	4/12/2017	April
5/23/2017	6/20/2017	June
7/18/2017	8/22/2017	August

**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.

Opinions expressed within this newsletter are not necessarily the opinions held by the BCEDC.