



SPOTLIGHT ON BUCKS BUSINESS



Hadco Metal Trading Co., LLC

Hadco Metal Trading Co., LLC offers 24 hours delivery of cut-to-size Aluminum, Stainless Steel, Magnesium, Engineering Plastic and more.

Serving industries like Aerospace, Defense, Industrial machine shops, Architectural, Construction, medical and many more, Hadco is AS9100 Certified. Our company's goal is to provide value added to our customers: Our Service = Your Success!



Hadco recently acquired a 378,000 square feet industrial building at 555 State Road in Bensalem, PA. This will allow expansion and operational efficiencies, implementing state of the art logistics and machinery at this site, Hadco will have the capacity to grow faster and efficiently support more customers around the globe. They offer metal services including JIT inventory management, special cutting of circles and rings, warehousing, packaging, and shipping products both domestically and internationally.

The company started operating in Philadelphia in the 70's before it moved to Charter Road and Caroline Road facilities in NE Philadelphia in 2007. Hadco has branches in Connecticut, Long Island, Elmira, Baltimore, Clearwater Florida and Santa-Fe Springs, California and employs close to 190 people. It also has a subsidiary in South Korea, serving mostly the Semiconductor industry.

The company recently received a loan from the Pennsylvania Industrial Development Authority (PIDA) in the amount of \$2,250,000, to fund the purchase of 555 State Road site. Bucks County Economic Development Corporation and Bensalem Township were very helpful and business friendly, facilitating the move and the loan.

The acquisition of this location will create 42 new jobs in the next 3 years. The company is actively hiring saw operators and other positions. Hadco will continue to create new jobs for the people of Bucks County. With the advent of the new and advanced facility, Hadco is geared to expand its businesses to new territories and product lines.

For more information on Hadco Metal Trading CO., LLC. Call toll-free 1- 800-638-2521, visit www.hadco-metal.com, or e-mail us at salespa@hadco-metal.com.

INSIDE THIS ISSUE

News & Noteworthy.....2	From the Desk of the BCITC.....6
The Bottom Line.....3	Financial Toolbox.....7
Business Happenings.....4	Local Chambers Exchange.....7
New Financing Approved.....4	Members' Corner.....8
SEWN.....5	Welcome New Members.....9
Companies on the Move.....6	Board of Directors.....10

NOTEWORTHY NEWS



Dr. Leon Poeske receives the 2015 Administrator of the Year by the Pennsylvania Association for Career & Technical Education.

Dr. Poeske was nominated as an outstanding career and technical professional who is making significant contributions to career and technical education programs at Bucks County Technical High School and in the community. He received this prestigious award on June 16th at the PA-ACTE Annual Conference held at the Seven Springs Mountain Resort in Champion, PA.

TMA BUCKS keeping Bucks County informed about the Papal Visit

Information about public transportation options during the World Meeting of Families convening, September 22-25, 2015, and the weekend of the Papal visit, September 26-27 has been released.

With more than 1.5 million people expected for the Papal visit on Saturday and Sunday, and substantial crowds for the World Meeting of Families during the week, it is critical for visitors and residents to understand the logistics involved in getting into Center City Philadelphia.



For more information and transportation details: www.rushbus.org/tmawebsitetemp/papa_visit.htm

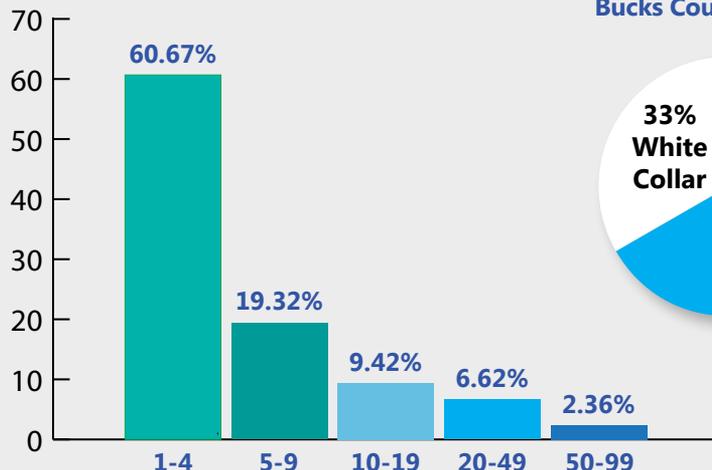
Demographics about Bucks County Businesses and Labor Force

Bucks County has a labor force of 352,177 people, with a job growth rate of -0.41% since 2014, and an unemployment rate of 4.1%.

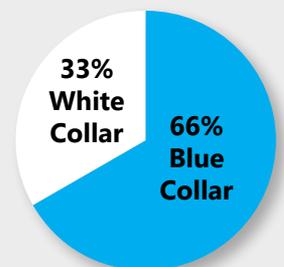
Bucks County has a total of 28,137 businesses. In 2015, the leading industries were:

- Manufacturing
- Retail
- Professional
- Scientific and Technical Services
- Health Care and Social Services
- Accommodation and Food Services.

How many employees do businesses in Bucks County have?



The work distribution of total employees in Bucks County is:



For more demographics on Bucks County www.newpa.com/geo/Bucks

THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability



Recent Development 2015-3 Right of First Refusal

Be Careful About What You Are Giving

Owners often grant a Tenant a right of first refusal to purchase the property they are leasing.

One of the main concerns from the Owner's standpoint when giving a right of first refusal is whether the offer which the party has to match is "complete"? Does the Owner have to have a fully negotiated Agreement of Sale and Purchase (and legally binding) before submitting the offer to the Tenant, i.e. party granted the right of first refusal? Will a Letter of Intent which has a price, but is subject to due diligence, conditions of financing, and negotiating terms of a definitive purchase agreement, be sufficient to trigger the right of first refusal.

Tenants and other persons who are granted a right of first refusal will often take the position that an "offer" is not definitive enough (to require a matching offer) until there is a fully negotiated Agreement of Sale and Purchase which the parties are ready to sign. As a practical matter, it is a rare instance where a prospective Buyer, or Tenant will be willing to negotiate an Agreement of Sale and Purchase where there is a buyer holding an option or right of first refusal. Negotiations of a definitive purchase agreement and due diligence are generally time consuming and expensive and if a Buyer knows that there is a potential buyer or Tenant holding a right of first refusal, then they will often not want to spend the time or the money to negotiate

an Agreement of Sale and Purchase unless the Seller can be freed to sell the property.

Taking the above issues into account, it is certainly advisable that the right of first refusal should include, at a minimum, a provision indicating that a fully negotiated Agreement of Sale and Purchase is not required to trigger the right of first refusal, and that a Letter of Intent, with a purchase price, but subject to other terms and conditions, would be sufficient to trigger the right of first refusal. Further, because a prospective Buyer, will not want to wait around to have the recipient of the right of first refusal make up its mind as to whether it wants to exercise its right of first refusal, a comparatively short period e.g., ten (10) days, should be a requirement to trigger the right of first refusal.

If the Letter of Intent provides that the purchase is subject to financing, is that sufficient for a purchaser to match the offer? Should the right of first refusal allow the potential buyer to condition its offer or its ability to finance the purchase? How long should the financing contingency be for? Should the closing date be defined?

Disputes are prevalent as to when an offer is definitive enough to "trigger" the right of first refusal.

If you have any questions about this Recent Development, please feel free to call Milton Cross, Esquire, at 215-241-8811.

LLB Group White Paper: 8 Ways to Boost Employee Productivity and Morale with Business-grade File Sync

The rapid adoption of consumer-grade file sync services in the workplace is one of the greatest security risks for businesses today. Your employees want their critical business files with them wherever they go, including on their personal smartphones, tablets, or even home office computers.

Industry analysts have dubbed the trend of personal device use in the workplace as "bring your own device," or BYOD. Unfortunately, the growth in mobility, BYOD, and the desire to work anywhere creates a host of new challenges for protecting corporate data.

Consumer-grade sync services, such as Dropbox or Microsoft OneDrive, empower users to sync their work data and files with their mobile phones and home PCs, but they can be a recipe for disaster from a data privacy, security, and compliance



perspective. To read the entire article www.llbgrouptechsolutions.com/resources/white-papers.

LLB Group, 2832 Mount Carmel Ave., Glenside, PA 19038, 267-457-4700, www.llbgrouptechsolutions.com

BUSINESS HAPPENINGS



Shades of Green, Inc. was awarded \$400,000 PIDA loan to acquire and renovate a 109,586-square-foot building in **Falls Township**, approximately five miles from their current location. The building will allow the company to expand its growing green recycling operation and accept more green waste, which is processed into mulch. The facility will also allow Shades of Green to accommodate more supplies, inventory and a larger staging area for heavy equipment. Total project cost is projected to \$3,250,000, and will create two new jobs and retain nine existing positions.

Jadeite Foods LLC was also awarded an \$800,000, to acquire an existing 13,790-square-foot building in **Bensalem Township**. An additional \$400,000, was awarded for the purchase of

new machinery and equipment. This will allow Jadeite Foods to produce higher volumes of tofu products than any other U.S. company east of the Mississippi. Total project cost is projected to be \$4,550,000 and will create 24 new jobs.

Pendant Systems Manufacturing was awarded an \$1,050,000 to acquire a 35,789 square-foot building in **Bensalem Township**. The building is adjacent to their current location. The new space will add current warehouse facilities and bulk material warehouse space to support the company's projected and future growth. The building is located in an Enterprise Zone. The total project cost is projected to be \$ 2,100,000 and will create 6 new jobs.

NEW FINANCING APPROVED

Municipality	Loan Program	Amount Borrowed	Square Foot	Reason for Loan	Jobs Retained	Jobs Created
Bensalem Township	PIDA	\$1,050,000	35,789	Building acquisition, renovations & other related costs	0	6
Bensalem Township	PIDA	\$1,200,000	13,790	Building acquisition, renovations, other related costs and machinery & equipment	0	24
Falls Township	PIDA	\$400,000	109,586	Building acquisition, renovations & other related costs	9	2

SAVE THE DATES!

Business Card Exchanges

Wine and hors d'oeuvres!!!

Date: September 16, 2015

Time: 5:30 PM to 7:30 PM

Sponsor: Santander Bank
Michael Lyszkowski, Small Business Relationship Manager

Location: 952 W. Street Rd. Warminster

RSVP only: michael.lyszkowski@santander.us
Cell: 484-955-4224

Celebrating 20 years in Southampton!

Food, drinks, door prizes and giveaways!!

Date: October 8, 2015

Time: 5:00 PM to 9:00 PM

Sponsor: Brenner Dental Group

Location: 283 2nd Street Pike, #140
Southampton, PA

RSVP only: brennerdentalgroup@verizon.net
215-357-9199 or 215-357-2224

www.bucksmontchamber.com

STRATEGIC EARLY WARNING SYSTEM



2nd Annual Manufacturer's Forum

A rainy June morning welcomed a capacity crowd of Bucks County business people to the Keystone Industrial Port Complex for the 2nd Annual Manufacturer's Forum event. Dan Bates, President of the event host, Lower Bucks Chamber of Commerce, warmly welcomed the attendees and introduced the themes for the event: "Your Company's Training Culture"; "Financing Advanced Technology"; and "The Internet of Things". Univest Bank and Trust was the primary sponsor for the event and the Manufacturing Alliance of Bucks and Montgomery Counties provided the content.

The keynote topics for the forum were covered in a panel discussion format. Several selected Bucks County organizations, who provide services to local manufacturers, manned small booths in the lobby for networking and information sharing after the panels were completed. Tom Krol, President of IMET Corporation in Southampton, facilitated the three panel events and kicked off the initial discussion on company training cultures by emphasizing a determined pursuit of state/county funded grant money for training whenever opportunities became available. He highlighted a hidden gem, WedNetPA, and introduced a trusted training expert on these types of programs, Sherry McKinney of Bucks County Community College. Tom and the other panel members stressed the importance of having an organization wide training plan and tracking its effectiveness as it relates to employee performance over the long haul. John Shegda, President of Merion Medical in Southampton, discussed the role that trade associations and other outside manufacturing organizations can play in providing enhancement programs for development of employee skills. John is also President of the regional chapter of NTMA and talked about its "Tooling U" program, which is an on-line training and certification program for machining, robotics and other related metal trades jobs. As it related to the event themes, all of the manufacturing leaders discussed the importance of having and communicating clearly defined company values around skill development and establishing a culture of learning and growing within the organization.

After a brief transitional break, the next group spent a significant amount of time on the difference between buying a piece of equipment versus buying advanced technology. An overall point of emphasis was that any thought of acquiring new machinery should be measured against the overall strategy to lower the unit of cost of any product. Paybacks should be quick and supported by a quantum growth in sales revenue. The keys to the marriage of equipment and technology are the integration of software systems, process flow, systems support technology as well as employee interaction with this technology. The ROI is not just a calculation of sale dollars, but of value added



to the customers' overall perception of the product's contribution to the customers' success in their marketplace. Fred Joseph, President of Philips Corporation in Bensalem, reinforced the notion that business owners should look at multiple approaches to finding the right technology. The remaining time in this segment was spent on the various equipment financing options that are available to manufacturing organizations through the Bucks County EDC, Univest and Bucks County IDA.

When the conversation switched to the internet and its effect on manufacturing, interest level was high and the questions were numerous. The talking points of this panel were system networking, managing the information value chain, connecting machines to software and cyber security. While representatives from Precision Systems, Inc., CMIT Solutions, Ciright and Layer 8 Security touched on many of these topics, the key component of the panel's emphasis was the fact that all the expertise and support that any local company needs in these areas exists right here in Bucks County. Kip Lynch of CMIT Solutions in Doylestown focused panel discussion on the importance of a strong interface between company leaders and networking support organizations. Very few businesses do not have the in-house expertise to address system integration issues in depth nor do many have the necessary bandwidth to provide the required quick response should a crisis occur. The knowledge exchange between the audience and panel members reflected the event themes of sharing what the participants know through real life examples and expanding their local network of capable and talented resources.

Article written by Greg Olson, Director, SE SEWN Region, 215-776-130, Sewnse@steelvalley.org, www.steelvalley.org.

COMPANIES ON THE MOVE



Robert Olender of Roddy Inc. Leases 4060 Blanche Road, Bensalem, Bucks County, PA

Roddy Inc., the Bensalem, PA industrial and commercial real estate brokerage firm, announced that it represented First Growth Properties in leasing their 22,875 square foot building at 4060 Blanche Road, Blanche Road Industrial Park, Bensalem, Bucks County, PA to Rhino Cable Services, Inc.

The 22,875 square foot building features ceiling heights of 25'0" sloping to 23'2" clear under bar joist, tailgate and drive in loading doors and approximately 8,000 square feet of offices.

Robert Olender of Roddy Inc., who brokered the transaction advised the facility will be occupied by Rhino Cable Services, Inc. to accommodate the company's continued growth. The move will improve Rhino's efficiency as they will be bringing under one roof operations formerly performed from two separate locations.

Headquartered in Bensalem Township, Bucks County, Pennsylvania, Roddy Inc., is a marketer, manager and developer



of industrial and commercial real estate throughout eastern Pennsylvania and southern New Jersey. Their clients include regional, national and international companies and financial institutions. For more information about the company, visit the corporate website www.rododyinc.com.

For further details, contact Robert J. Olender at (215) 245-2600 or rolender@rododyinc.com.

Bucks County Lease Activity June 2015 - July 2015

Information provided by Colliers International.

Bensalem

Industrial 6,250
Grand Total 6,250 sq. ft.

Bristol

Industrial 8,210
 Industrial 5,288
Grand Total 13,498 sq. ft.

Levittown

Industrial 13,500
 Industrial 22,750
Grand Total 36,250 sq. ft.

FROM THE DESK OF THE BCITC



The BCEDC & BCTIC are Teaming Up

The Bucks County Economic Development Corporation (BCEDC) and the Bucks International Trade Council (BCITC) have established a new partnership. This partnership will allow both organizations to jointly market programs, have seminars, and provide clients the services of both organizations. The BCITC will use the BCEDC building as their new headquarters to promote international trade activities.

The BCITC has also chosen new officers for the coming year. Brian Thomas from Global Marketing Associates, LLC-Chair, Tim



Charlesworth from the law firm of Fitzpatrick, Lentz & Bubba-Vice-Chair, Jonathan Hoke from Fulton Bank, Treasurer, and Jeff Gossner of the DVIRC, Board Secretary.

The BCITC will continue to provide assistance to local companies interested in growing their export business through educational events, one-on-one case studies, networking events, and counseling. If you are interested in finding out more about the BCITC and how they can help your business, please contact Brian Thomas at bthomas@globalmarketing1.com.

FINANCIAL TOOLBOX



Unemployment Measures

The Fed keeps pointing at the low unemployment rate and saying that is their reason to raise rates. Have you seen the unemployment rate in June? It was reported at 5.3 %, down from 5.5% in May. Payroll jobs grew a modest +223,000, but household employment fell by -56,000, while the labor force was declining by -432,000. So job growth is negative and the labor force declines, making the unemployment rate drop. And that is supposed to be good that rates have to rise?

Perhaps it is that the Fed "thinks" they have to tighten. They "think" they have to return short term rates to "normal" in order to be able to lower rates when the recession comes. Yes, I actually read this recently! It would be strange to see the Fed tighten when job growth is pathetic, wage growth is stubbornly low and inflation is not threatening anyone.

While the unemployment rate may appear to be "good" at 5.3%, so many other employment measures are weak. The labor force

decline in June and the labor force participation rate dropped to 62.6%, matching a low from 1977. The pool of available workers is still high at 14.4 million, with the augmented unemployment rate is high at 8.8%. Greenspan would never tighten with the pool of labor so high! There are plenty of job openings, over 5 million, but employers are having trouble matching workers with requisite skills. Part-time jobs are still the only alternative for many workers who actually want full-time work, showing how prevalent underemployment really is.

Meanwhile, workers continue to exit the workforce, including the retiring baby boomers, who are taking with them knowledge, skill, and expertise without providing that knowledge to others. So my questions to the Fed is-do you "think" you should tighten now or wait until we actually have sustainable growth.

Dorothy Jaworski, SVP Treasurer, First Federal of Bucks County, www.firstfedbucks.com. Article from the Financial Update, Quarterly Financial Markets & Economic Update July 2015.

THE LOCAL CHAMBERS' EXCHANGE



What is Leadership Upper Bucks?



Leadership Upper Bucks was designed by the Young Professionals Networking Group in the Upper Bucks Chamber of Commerce. The goal is to inspire emerging leaders and develop their potential for community leadership by acquainting them with the issues, opportunities,

strengths and challenges within the Quakertown area. Since our inaugural class of 2011, a total of 26 persons have participated in the program thanks to the support of the YP's and sponsorship from local businesses and organizations.

How to Apply?

Provide the following items:

- Completed application form, signed by both applicant and employer/sponsor.
- Letter of recommendation from employer/sponsor. If self-employed, letter of recommendation from local colleague or community leader.

All documents must be submitted to the Upper Bucks Chamber of Commerce Office, 21 N. Main Street, Quakertown, PA 18951 by Friday, August 21, 2015.

Making a Difference Where We Work, Live and Learn



Throughout Bucks County and its surrounding area, businesses and individuals are making a difference.

The Lower Bucks County Chamber of Commerce will be recognizing these exceptional people and businesses at our 2nd Annual awards reception, Champions of Commerce: Making a Difference Where We Work, Live and Learn.

Save the Date: The event will take place on Thursday, December 3, 2015 at the Washington Crossing Visitors Center from 6:30 to 9:00 p.m.

For more information: www.lbccc.org/committees-events-programs/champions-commerce

MEMBERS' CORNER



New Name, New Logo, but Same Approach

Milestone is now Covenant Bank



Covenant Bank
Banking at its best.

Covenant Bank is in business to help your business grow and prosper so our community can flourish too. We invest in local businesses and nonprofit organizations by not only providing loans and deposits, but also resources, tools, and connections to help leverage opportunities and tackle challenges that businesses and organizations face daily. You are not in it alone – and that matters these days. Covenant's team of the industry's best bankers

will help you identify smart ways to build your business and invest in long-range success.

We believe our word is our worth - so much so, that we chose the name COVENANT which stands for a promise that cannot be broken. We give you our word to provide banking at its best with the highest standard of integrity, character, and honesty; and, we invite you to personally experience our brand promise for yourself.

For more information: www.yourcovenantbank.com

Stark & Stark: You Don't Need More Lawyers – You Need the Right Lawyers

As a business leader in the Bucks County community, you deserve to work with a firm that offers integrity, reliability and a personal commitment to finding the right solutions for the challenges you face every day. Since 1933, Stark & Stark has offered innovative legal solutions to meet our clients' needs. Whether we're serving global corporations or small local businesses, our Bucks County practice reflects firmwide strengths in business and corporate law, bankruptcy and creditors' rights representation, commercial real estate (including landlord-tenant, land use, and zoning issues), and family law. Our more than 105 attorneys are supported by a staff in excess of 200, all of whom are dedicated to providing the highest level of service to each client.

For more than 80 years, Stark & Stark has been delivering a diverse range of practical and efficient legal solutions to our clients. We owe our longevity to understanding the importance of client relationships and we recognize that those

relationships have made us who we are today. Our clients place considerable confidence in us and we take great pride in helping them achieve their goals. As we continue to explore new approaches to serving our clients and seek out new opportunities to expand our practice, our commitment remains steadfast: to provide effective legal counsel that emphasizes the best interests of our clients and demonstrates the uncommon value of our service.

Giving back to the communities in which we live and work is a tradition that Stark & Stark takes very seriously. Simply put, we believe it is the right thing to do. As our Yardley office continues to grow, we want the Bucks County community to flourish as well.

For more information about our Bucks County attorneys, or about the firm in general, check out our website, blogs, and follow us on Facebook, Twitter, LinkedIn, Google+, and YouTube.

FLB hires a Corporate, Business and Banking Attorney



Fitzpatrick Lentz & Bubba, P.C. is pleased to announce that Abigail M. Martin has joined the Firm as an attorney in the Group. Ms. Martin's practice area will include commercial transactions, financing and loan documentation, asset purchases and sales, entity selection and formation, as well as general contract drafting and review.

Fitzpatrick Lentz & Bubba, P.C. is one of the largest full-service law firms in Pennsylvania. Founded in 1988.

Located in Center Valley, the Firm works with clients in the areas of business; real estate; land use; commercial litigation; bankruptcy and creditors rights; estate planning and taxation; healthcare; employment; family law and more.

For more information on Ms. Martin, www.flblaw.com/attorney/abigail-m-martin.

For more information about FLB and its attorneys, visit www.flblaw.com, follow the Firm on Twitter or Facebook, and add to circles on G+.

MEMBERS' CORNER



44 Business Capital LLC hires Michael Hahn

44 Business Capital LLC announce the hiring of Michael Hahn of Landenberg, PA as Senior Vice President and Business Development Officer for the Philadelphia market. Hahn has most recently served as Vice President and Business Development Officer for CapitalSource for the Greater Philadelphia area.

A finance graduate of Penn State University, Hahn has held a variety of financial positions at US Bank, Merrill Lynch Business Financial Services and GE Capital. Hahn will be responsible for building relationships to support the small business community in the Philadelphia district of the Small Business Administration as well as throughout the Mid-Atlantic. "In addition to his experience with the Small Business Administration 7a and 504 Loan programs, Mike brings over 16 years of experience in Business Development, Commercial Real Estate and C&I Lending." said Greg Poehlmann, 44 Business Capital president. "44 Business Capital has assisted Parke Bank in closing over \$200MM in SBA

loans since its inception in August of 2009." said Greg Poehlmann. "Mike and I have a long history having worked together at GE Capital and BLX. Mike has always been the consummate professional and I'm thrilled to have him on our team here at 44 Business Capital. He epitomizes our company's traits of speed, service and experience." said Poehlmann.



44 Business Capital, headquartered in Blue Bell, Pennsylvania is the exclusive Lender Service Provider to Parke Bank which participates in the U.S. Small Business Administration's 7a loan program. Recent loans range from \$500,000 to \$5,000,000 providing financing for debt restructuring, real estate and business acquisitions. 44 Business Capital provides SBA loan assistance to small businesses in Philadelphia, PA, New Jersey, Delaware, Baltimore MD,

Bucks County Bank Future Business Leader Scholarship Awarded

Rick Battaglia, Chief Retail Division Officer, congratulates Donna Carlson of Perkasie, PA, on being awarded the Bucks County Bank Future Business Leader Scholarship as a student of Delaware Valley University.

Ms. Carlson is pursuing her Masters in Policy Studies and continues in her interest in working with non-profit companies serving Bucks County. "Bucks County Bank is a huge supporter and believer in charitable organizations." said Mr. Battaglia. "We are proud that Donna was awarded this scholarship which will help her to continue the non-profit work she is dedicated to."

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. www.buckscountybank.net



Left to right:
Wendy Connuck,
Director of Foundation
& Corporate Relations,
Delaware Valley University;
Rick Battaglia, Chief Retail
Division Officer,
Bucks County Bank;
Donna Carlson,
Scholarship Recipient

BCEDC WELCOMES NEW MEMBERS

Thomas Reilly
datatooinfo

Bucks Prospectus

Editor

Robert F. Cormack
rfc@bcedc.com

Assistant Editor

Kelly Doughty
KellyD@bcedc.com

Art Director

Kim Harding
kim@kimhardingdesign.com

Bucks County Economic Development Corporation 2 East Court Street Doylestown, PA 18901

www.bcedc.com
Ph: 215-348-9031
Fax: 215-348-8829

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.

EXECUTIVE BOARD OF DIRECTORS

President

Jim Tyrrell
Univest Bank & Trust Co.

Vice President

Gerald C. Forest
Buckingham Valley Vineyards

Secretary

Phil Eastman
PECO

Treasurer & Assistant

Secretary
Patricia Mulligan
Covenant Bank

Past President

James Bleakly, Jr.
QNB Bank

Members at Large

Karen Lasorda
Bucks County Bank
Robert Steinhart
Colliers International
Carl N. Wallnau, Jr.
Wallnau Associates

GENERAL BOARD OF DIRECTORS

David R. Breidinger

Comcast

Arthur D. Goon

Delaware Valley University

Kenneth E. Heydt, P.E.

Carroll Engineering

Thomas Keiser

First Niagara Bank

Tom Krol

IMET

Gregory F. Krug

Lampire Biological Laboratories

Peter P. Liebert, IV

Colliers International

Ed Lydon

E.K.L. Machine Company

Richard B. Millham, Sr.

Millham Companies, Inc.

George Niblock

Niblock & Associates

Daniel J. Reavy

Verizon

Lenora G. Seigle

RBS Citizens

Anthony F. Visco, Jr., Esq.

American Arbitration Association

Daniel Zelikovich

Irene's Bakery, Inc.

Publishing Deadline for The Bucks Prospectus

Deadline Date	Publish Date	Edition
9/22/2015	10/20/2105	October
11/24/2015	12/22/2015	December

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.