



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

June 2015



## SPOTLIGHT ON BUCKS BUSINESS

### Signature Systems, Inc. has relocated to Warminster Corp. Center

*One of Bucks County's fastest growing and most admired companies, Signature Systems Inc., a leading provider of innovative software solutions and technology-based products, services and support has recently relocated to the Warminster Corporate Center—thanks to the assistance of the Bucks County Economic Development Corporation and the Pennsylvania Industrial Development Authority.*

The move to this beautifully appointed facility—which includes a 24 x 7 x 365 Call Center with an ongoing education area—coincides with the launch of a new website, acquisition of two new strategic partners, the release of an all-encompassing state-of-the-art data security solution, and the launch of a robust e-procurement platform.

#### PDQ POS: Point-of-Sale Systems

For over 29 years, Signature Systems has been providing customized POS systems to the restaurant industry. Touted as "the fastest POS on the planet," PDQ POS is feature-rich and easy to learn and operate.

#### PDQ Tek: PROcure

Finally ... freedom from the time, effort, and costs of manually managing the procurement process. PROcure, a robust e-procurement platform, is an easy, effortless and seamless solution—one that results in a measurable savings in labor and procurement cycle times.



#### PDQ POS/Tek: Sophos

To bring the most sophisticated data protection solution to our ever-growing customer base, we have partnered with Sophos, one of the world's most acclaimed IT security corporations.

By virtue of our Platinum Partner status, we are equipped to provide our customers with innovative, world-class next-generation network, server and end-user hardware and software cyber-security solutions.

We were also recently honored as the Sophos "MSP Partner of The Year – North America." PDQ POS/Tek: AlienVault

*Continued on page 2 ▶*



**Bucks County  
Technical training  
on display to  
Governor Wolf  
Page 7**

## INSIDE THIS ISSUE

News & Noteworthy .....	3	Manufacturing Alliance .....	9
The Bottom Line .....	4	Members' Corner .....	10
Financial Toolbox .....	6	Meet New Members .....	12
SEWN .....	7	Welcome New Members .....	13
Companies on the Move .....	8	Board of Directors .....	14

# SPOTLIGHT ON BUCKS BUSINESS



## Signature Systems, Inc continued



We've also partnered with AlienVault, a leading provider of Unified Security Management solutions and crowd-sourced threat intelligence.

AlienVault Unified Security Management (USM) is an all-in-one platform that defends businesses against today's advanced cyber threats.

Our industry-leading data security package leverages the very best in data protection by harnessing the power of Sophos and AlienVault for a total solution that is unsurpassed in the industry.

### PDQ POS: EMV Fraud Protection

On October 1—according to the payment networks—payment card fraud that could have been avoided through the use of a chip/smart card EMV terminal will become an expense to your business rather than to the credit card issuer.

Fortunately, our comprehensive upgrade program can easily—and securely—protect your business from this liability shift.

*For information contact Larry Fiel, 877.968.6430 or [www.PDQpos.com](http://www.PDQpos.com).*

**Look What's Happening!**

### Leadership Upper Bucks Paying It Forward

Leadership Upper Bucks incorporates leadership development with learning about community issues. A strong self-assessment component helps participants understand how their behavioral styles and talents affect the way they lead. Program topics build on this strengths-based model so graduates are equipped to be effective leaders in their organizations and in the communities where they live and work.



Participants in Leadership Upper Bucks will develop leadership skills, learn how to use community impact models to affect change, practice their new skills on a company project, and meet public and private sector leaders.

**For information visit [www.ubcc.org/chamber\\_information/leadership\\_upper\\_bucks.aspx](http://www.ubcc.org/chamber_information/leadership_upper_bucks.aspx) or email [info@ubcc.org](mailto:info@ubcc.org) or call 215.536.3211.**

# NOTEWORTHY NEWS



## BCEDC 57th Annual Reorganization Dinner & PREP Roadshow

**BCEDC held its 57th Annual /Reorganization Dinner & PREP Roadshow on April 29th at Spring Mill Manor, Ivyland. The event was well attended with over 190 attendees.**

The evening began reconnecting with past acquaintances and meeting new ones, followed by a brief meeting to elect the new board members as well as a new executive committee. Bob Cormack stepped to the podium to introduce PREP (Partnerships for Regional Economic Performance) and its partners.

The following PREP Partners networked with the crowd Rob Crossett, DVIRC, Mark Trabbold BFTP, Cecil Varghese, SBDC and Karen Smith-Burden, BC WIB.

BCEDC recognized six Bucks County companies and six banks for their efforts in creating or retaining jobs or assisting with creating or retaining jobs. Companies and banks were awarded a wall worthy wooden plaque.

The following companies were recognized: **American Breadcrumb Co., LLC, Evenlite, Inc., Gelest, Inc., Griff Paper & Film, Signature Systems, and Telex Metals, LLC** and banks:

**Beneficial, Bank of America, First Niagara, MileStone, Penn Liberty, and Wells Fargo.**

The BCEDC staff waited on pins and needles for the keynote speaker, Robin L. Wiessmann, Acting Banking & Securities Secretary of the Commonwealth to arrive, her plane was delayed leaving Rhode Island. Ms. Wiessmann arrived with ten minutes to spare. She provided the attendees an overview of the leadership roles her office is responsible for which supervises more than 200 Pennsylvania state-chartered banks, credit unions and trust companies; and licenses and registers more than 200,000 financial services professionals and companies that provide consumer loans, investment services, and other financial services. Acting Secretary Wiessmann also serves as a board member of the Pennsylvania Industrial Development Authority (PIDA) and she gave an update to program changes PIDA will have adopted under the Wolfe Administration.

At the time of the meeting Robin L. Wiessmann was the Acting Secretary she has since been confirmed as Secretary.



Kathy Bowers and Don Barder, Liberty Coatings Company, Lynnie Seigle, BCEDC Board Member, Citizens Bank.



PREP Partners: Rob Crossett, DVIRC and Cecil Varghese, TSBDC.



Mark Trabbold, BFTP, Tara King, Upper Bucks County Chamber of Commerce.



Award winner, Bob Phinn, Griff Paper & Film.



Gil Golding, Curtin & Heefner, Jim Bleaky, BCEDC Past President, Bryn Mawr Trust.

The evening concluded with thanking the generous sponsors who each year contribute to the success of the event. The sponsors were **SE PREP, PECO, Bryn Mawr Trust, DCS Group, EKL Machine, First Niagara, Univest Bank & Trust Co, and Wells Fargo.**

Each guest received a gift; four-in-one ballpoint pen laser pointer, LED light, and stylus.

# THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability



## Four Ways Your Small Business Can Better Prevent Cyber Crime

*As businesses increasingly store confidential information and data in cloud services, the need for more complex security practices and strategies is clear. Although headlines about security breaches are more common for large companies like Home Depot and Target, the threat of cyber crime is still very real for small businesses, where online security tends to be weaker.*

The problem, of course, is that small businesses often lack the necessary resources and security policies to defend against these attacks, making them an easier target for hackers.

In addition, because cyber criminals are increasingly effective, and their techniques are evolving quickly, your business is always at risk of an attack. According to cyber security and technology strategist Elena Kvochko, "Over 80 percent of small businesses in the United States use cloud services, and therefore are vulnerable to cyber attacks.

"The primary concerns for [businesses] are security of customer information and intellectual property and extortion of information that can be used for financial gain," Kvochko says. "[Businesses] can also unknowingly become platforms for attacks on other organizations and their customers."

In the face of these threats, your organization should adopt and implement companywide security policies to minimize your weaknesses. Start with the following tips and conduct research on evolving techniques that fit your company's unique profile and the lessons you've already learned along the way.

### 1. Manage email security and validate potential threats.

Look to deter break-ins from opportunity theft by encrypting your company emails and communications. This will force a hacker to fight through another layer of protection, and that generally isn't worth their time when they can steal other information elsewhere without the hassle. Think of email encryption as the equivalent to locking your car doors, the theory being that a burglar is more likely to look for an unlocked door than bother breaking a window. While you're not entirely secure, every additional roadblock can help protect your information.

### 2. Enforce strict password policies.

The next step to prevent cybercrime starts with securing your most vulnerable assets, your staff. Train employees on the



importance of using smarter passwords, which are crucial to upgrading cyber security. Although longer, complex and difficult passwords may seem like a hassle to your employees, you should still create a company policy to mandate them.

Passwords should never be the same across multiple platforms, and it's best to change them often — every three months at a minimum. In addition, passwords should not be stored in the cloud or on sticky notes around the office. Instead, consider using a password management software platform such as 1Password, PassPack and LastPass.

Although these cost a nominal fee, the peace of mind from being better protected from a cyber attack is generally worth the price.

You can further increase the security of your passwords by using two-factor authentication features, when applicable. These features make users enter an additional pin code that can be sent to your mobile device, and some require users to input their fingerprint to grant access, something that is difficult for hackers to replicate. Authentication that uses these extra steps can better secure your online accounts beyond the basic login identification and password requirements.

Many online services such as Facebook, Google's Gmail, Twitter and Dropbox offer these security precautions, but you'll need to enable these features within each channel's privacy settings. These settings differ platform to platform and may be difficult to find. You should aim to fully understand how each privacy setting works to leverage these features to best protect your intellectual property through each one of your business accounts.

*Continued on page 5 ►*

# THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability



## Prevent Cyber Crime continued

### 3. Further train your employees on the warning signs.

Every employee should also be trained on understanding the warning signs of a harmful email or phishing scam. While email providers are continually improving their detection procedures and doing a better job at spotting these potential threats before you receive them, some of the trickier scams can still find their way into your inbox. These emails may be disguised as a trusted client's email or a recognizable brand, but these scams tend to have a few dead giveaways.

Some red flags include emails that ask for personal or credit card information, requests for immediate action regarding unfamiliar situations and emails that include suspicious attachments. If you think that you have received any of these emails, ask a colleague for another opinion but never forward or reply to the email. Inform your email service provider by reporting each email as spam. Also file a phishing complaint or blacklist the domain from your email settings.

Emails that contain multiple spelling mistakes or suspicious links should also be carefully inspected before proceeding. Sometimes links within an email can appear to be normal but actually prompt an unwanted download where malicious software can be installed; always use caution and consider scanning your emails with a trusted anti-virus software such as AVG or Avast.

### 4. Take advantage of malware, spyware and firewall software programs.

In addition, mandate that each machine used for company business have malware, spyware and firewall software installed to help catch and eliminate threats before they become problematic.

"While it is not possible to be absolutely secure," Kvocho says, "there are multiple ways small businesses can better protect themselves or mitigate the potential impact of cyber attacks by testing their security systems, protecting their network and apps, encrypting sensitive data and protecting websites by using a secure communication protocol."

What steps have you taken to improve your cyber security? What areas do you think small businesses struggle with the most when managing their online security? Put your answers and any feedback in the comments section below.

*Article by Brian Honigman, Content Marketing Consultant & CEO of Honigman Media. This article was originally found [www.entrepreneur.com/article/245102](http://www.entrepreneur.com/article/245102). Reprinted with permission.*

*Brian Honigman is a New York City-based content marketing consultant and CEO of Honigman Media, a consultancy offering both content strategy and content creation services. He is a regular contributor to the Wall Street Journal and other publications.*

Look What's Happening!

## Central Bucks Chamber of Commerce 10th Annual Bucks Fever Golf Outing

**Date:** August 10th

**Time:** Shotgun start at Noon

**Location:** Spring Mill Country Club, 80 Jacksonville Road, Ivyland

Register a foursome by July 1st, and receive a FREE tee sign along the course.

Rain date is August 31st.

Title Sponsor: Customers Bank

Golfer - \$225.00, Foursome - \$900.00, Corp. Miniature Golfer - \$80.00, Dinner Only - \$75.00

**To register:** [www.centralbuckschamber.com/golf\\_outing.cfm](http://www.centralbuckschamber.com/golf_outing.cfm)



# FINANCIAL TOOLBOX



## SBA Administrator Announces Major Expansion to LINC Online Tool that Matches Entrepreneurs and Lenders is Now Available to All 7(a) Lenders Nationwide

The head of the U.S. Small Business Administration Maria Contreras-Sweet announced a major expansion to the recently launched online tool LINC, Leveraging Information and Networks to Access Capital, a platform that matches entrepreneurs with SBA lenders. Administrator Contreras-Sweet made the announcement during her keynote speech at the National Government Guaranteed Lenders annual conference in San Antonio, Texas, while on her nationwide tour for National Small Business Week, May 4-8.

"Effective today, all SBA lenders can participate in LINC, a platform that is bringing entrepreneurs and SBA lenders together to increase access to capital. There's a hunger among entrepreneurs to find financing to get their business off the ground or take the next big step in their expansion plan. The SBA stands there ready to help them, now with a few simple clicks," said Contreras-Sweet.

- Step ONE**  
Answer a few questions about your business
- Step TWO**  
Hear from SBA Lenders within 2 business days
- Step THREE**  
Receive information on free and low-cost training options

LINC was originally launched last February as a pilot program and was available only to nonprofit lenders. The LINC matchmaking tool is now available to all 7(a) lenders nationwide, which constitutes a huge step toward giving small business entrepreneurs access to essential sources of capital in all 50 states and the U.S. territories.

"Since we launched this program in February, close to 14,000 matches have been made, and I have personally heard about the great success both our lenders and

our entrepreneurs are having with LINC. If you have a bankable business idea backed by good credit and sound financial planning, the SBA is streamlining the process for you to get the capital you need," said Contreras-Sweet.

Lenders may sign up for LINC electronically or email [LINC@sba.gov](mailto:LINC@sba.gov) with questions. To register your business go to [www.sba.gov/tools/linc](http://www.sba.gov/tools/linc).

Look What's Happening!

## SBA Access to Capital Free Webinars & Workshops

### Webinars

**Date:** Monthly on 2nd Monday

**Time:** 6:30 PM to 8:00 PM

**Location:** Your home or office

Pre-registration required. Time provided at the end of the webinar for your Q&A.

**To register:** [www.accesstocapitalphila.evenbrite.com](http://www.accesstocapitalphila.evenbrite.com)



### Workshops

**Date:** Monthly on 1st & 3rd Wednesdays

**Time:** 10:00 AM to 12:00 noon

**Location:** SBA Entrepreneur Center of Eastern PA

Pre-registration not required. Walk-ins welcome. Time provided at the end of the workshop for one-on-one discussions.

**To learn more:** [sba.gov/pa](http://sba.gov/pa)

SBA Entrepreneur Center of Eastern Pennsylvania  
Parkview Tower • 1150 First Avenue, 10th Floor  
King of Prussia, PA 19406  
610-382-3062 • [www.sba.gov/pa](http://www.sba.gov/pa)

# STRATEGIC EARLY WARNING SYSTEM



## Bucks County Technical training on display to Governor Wolf

Recently, Governor Tom Wolf traveled to M&S Centerless Grinding, Inc., whose medical division is located in Bucks County, to witness young people who are helping to make a growing manufacturing organization very successful. While accompanied by an entourage of local dignitaries, the actual showstoppers of the governor's visit were the young, motivated workers (recent graduates of Buck County Technical training programs) who were operating the sophisticated computer-driven machines used at M&S. The impetus behind the visit was promoting Governor Wolf's "Jobs That Pay" tour. The result was first-hand interaction with a talented workforce, average age of 32, making high-end products for international medical and aerospace corporations.

"Governor Wolf asked a lot of probing questions and spent a significant amount of time learning how our employees felt about working in manufacturing" stated John Shegda, owner and president of M&S. "He was really interested in how, and why, they chose to seek training and develop skills in our industry." While operating a successful and growing business, John is also president of the local chapter of National Tooling and Machining Association, a board member of the Manufacturers Alliance of Bucks and Montgomery Counties, and serves as a manufacturing advisor for technical training programs at Bucks County Community College. Three of M&S Grinding's latest hires are recent graduates of the newly-created machinist training program at the community college.



John has been a longtime advocate of finding inexperienced, quality individuals and provide the training necessary to allow them to grow into the sophisticated jobs at his high-tech company. He has been a strong proponent of using digital training tools to supplement the hands-on experience for specific machines. However, John's real focus has been to get involved at the high school and technical school level. He has felt that for too long manufacturers themselves have stayed on the sidelines and complained, hoping the problem will be solved by someone else. John feels that "Manufacturers have be the ones in the driver's seat. They have to lead by example and live the daily challenges of developing a younger workforce. Our future as business owners in Southeastern PA depends upon it."

In his comments to the media, Governor Wolf emphasized the importance of technical training and the opportunities that manufacturing offers to young people seeking a good career. PA State Senator Stewart Greenleaf remarked that small companies such as M&S Grinding can be easily overlooked by the public sector, as well as the general public, but are "hidden jewels" and have a tremendous impact on the welfare of Pennsylvania's economy. For John and his young M&S workforce, the day's event was a validation that a commitment to training, a plan to nurture and support employee development and a whole lot of hard work can result in a business success that they were proud to showcase for the governor.



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# COMPANIES ON THE MOVE



## Brode & Brooks Inc. announce the sale of Frank's Beer Stein

Brode & Brooks Inc. announce the sale of Frank's Beer Stein located at 124 South West End Blvd in Quakertown, Bucks County, Pa. The sales transaction included the real estate and the business. Michele Hohlfeld of Brode & Brooks Inc represented the sellers, who have operated this beer distributorship

for more than 30 years. The purchaser was represented by PK Property Real Estate and financing was provided by Woori American Bank of NYC, New York. Brode & Brooks Inc. is a full service real estate company with offices in Pennsburg, PA. For more information, [www.brodeandbrooks.com](http://www.brodeandbrooks.com).

## ABB, Inc. Becomes Largest Tenant at County Line Commerce Center Colliers facilitates a 115,000-square-foot Lease Extension/Expansion

Colliers International in Philadelphia recently completed a 115,000-square-foot lease extension and expansion at County Line Commerce Center with ABB, Inc., making them the largest tenant at the property. The Colliers team of Sandy Richardson, Matthew Shanahan, and Kyle Hilbert represent the ownership at County Line Commerce Center.

County Line Commerce Center is a Class A mixed use complex in Warminster Township, Bucks County, Pennsylvania consisting of four buildings totaling 426,384 square feet of office and industrial space. Other quality tenants include Aon Service Corporation and Stanley Black & Decker.

With up to 150,000 SF of contiguous space available for lease to a full building user or to multiple tenants, County Line Commerce Center is the best value in the market for corporations demanding corporate image space. The property is just minutes away from the PA Turnpike Interchange (Rt. 611) and the Septa R2 Warminster regional rail line. Septa bus routes 22 and 55 stop on-site and the rushbus makes five stops on the property during peak-hours.

About ABB, Inc. ABB is a global leader in power and automation technologies. Based in Zurich, Switzerland, the company employs about 140,000 people and operates in approximately 100 countries. The firm's shares are traded on the stock exchanges of Zurich, Stockholm and New York. ABB is particularly proud of its record for innovation - widely recognized through countless



awards and scientific accolades. Many of the technologies we take for granted today, from ultra-efficient high-voltage direct current power transmission to a revolutionary approach to ship propulsion, were developed or commercialized by ABB. Today ABB is the largest supplier of industrial motors and drives, the largest provider of generators to the wind industry and the largest supplier of power grids in the world.

### ABOUT COLLIER'S INTERNATIONAL

*Colliers International has served clients in Philadelphia since 1920 and comprises six offices in the region (Philadelphia, PA; West Conshohocken, PA; Harrisburg, PA; Allentown, PA; Mount Laurel, NJ; and Wilmington, DE). For the latest news from Colliers International, visit [colliers.com/philly](http://colliers.com/philly), or follow us on Twitter: @ColliersPhilly and LinkedIn.*

### Bucks County Lease Activity April 2015 - May 2015

*Information provided by Brode and Brooks and Colliers International.*

#### Bristol

Industrial	3,535
<b>Grand Total</b>	<b>3,525 sq. ft.</b>

#### Doylestown

Office	3,304
<b>Grand Total</b>	<b>3,304 sq. ft.</b>

#### Perkasie

Industrial	9,800
<b>Grand Total</b>	<b>9,800 sq. ft.</b>

#### Tullytown

Industrial	42,874
<b>Grand Total</b>	<b>42,874 sq. ft.</b>

#### Warminster

Industrial	2,412
Office	122,073
<b>Grand Total</b>	<b>124,485 sq. ft.</b>

# MANUFACTURING ALLIANCE

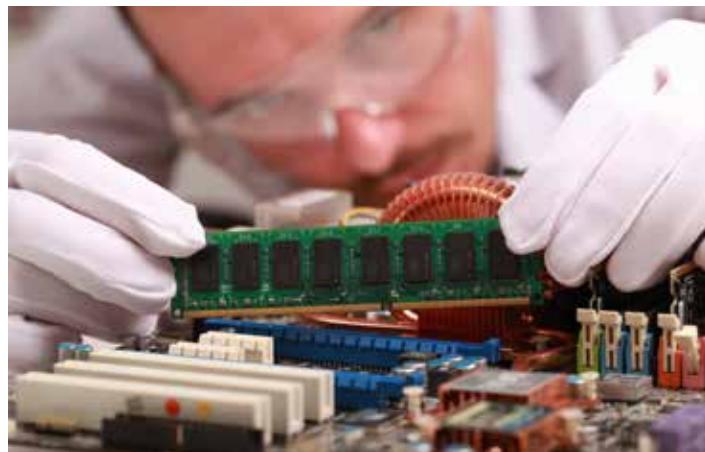


## Industry Partnerships: A Winning Proposition for Businesses & Workers

**Pennsylvania is known nationally for its leadership in connecting workforce training to the skill needs of key industries, creating workers with the capabilities needed for high productivity, healthy profits, and good wages.**

Our state's Industry Partnership (IP) training program has become a model for other states and has even helped shape a new federal workforce law that will be implemented in the coming months. Through the simple step of bringing businesses within an industry together, over 100,000 participants have been trained since 2005.

IPs are a win-win-win for our state. They grow regional economies, boost the bottom lines of businesses, and help workers find jobs or take their careers to the next level. Legislators recognized IPs' high return on investment in 2011 when they unanimously voted to put the program into a statute that was signed by the Governor.



But Pennsylvania risks losing ground if we allow this successful economic development strategy to wither on the vine. That's why restoring adequate funding for IPs is a vital step to building IPs into a critical competitive advantage for the state.

IPs can help solve a major economic challenge facing Pennsylvania—the middle-skill gap. Middle-skill jobs, which require education beyond high school but not a four-year degree, account for 55 percent of Pennsylvania employment. But only 44 percent of the state's workers are trained to the middle-skill level. And right now, industries with good jobs in our state are unable to find enough sufficiently trained workers to fill these jobs.

Pennsylvania needs to invest in what works in order to close the skills gap, and IPs provide a proven, bipartisan path forward. Participating businesses report that networking and training

through IPs helped them significantly increase their productivity. IPs also give our career and technical educators, community colleges, and other trainers real intelligence on industry needs.

The Manufacturing Alliance of Bucks & Montgomery Counties has risen to the occasion by bringing manufacturers, educators and service providers to the table to work together and solve problems currently facing manufacturing in our region. The Manufacturing Alliance has been able to bridge the gap that exists between industry and education by facilitating the collaboration between regional manufacturers, community colleges and technical high schools.

Issues such as skills gaps, lack of qualified workers, apprenticeships and manufacturing perceptions have all been the topics of meetings and forums held over the past year and a half. Forty, fifty and even as many as seventy members have attended meeting with one thing in mind, strengthening manufacturing in our communities. Through information sessions, student/family activity days and facility tours manufacturing has seen a resurgence in the public's eye and the Manufacturing Alliance of Bucks & Montgomery Counties is at the forefront.

I've witnessed IPs deliver results firsthand, and I want more businesses and workers in our state to do the same.

Unfortunately, state funding for IPs has slipped below \$2 million in recent years, and we are in very real danger of losing out on many of the gains we've made. Fewer businesses are being trained through IPs and – even more important – less networking, peer learning, and coordination are taking place to improve our overall training and career system.

But this new session of the General Assembly presents a real opportunity to turn things around. Our representatives in Harrisburg should do everything they can to strengthen Pennsylvania's Industry Partnership strategy so that it once again becomes a source of sustainable competitive advantage. As it undergoes its annual budget and appropriations process, I urge members of the General Assembly to support this smart, high-return investment in public-private cooperation by robustly funding the Industry Partnership program. Doing so would be a smart investment in our economy and the Bucks & Montgomery County region and it would benefit workers and businesses alike.

*Anthony Newberry, Business and Industry Specialist, Bucks County Workforce Investment Board. PA CareerLink® Bucks County, 1260 Veterans Highway, Bristol, PA, 19007, P: 215-874-2800 ext. 107, E: [anewberry@bc-wib.org](mailto:anewberry@bc-wib.org).*

# MEMBERS' CORNER



## Griff Unveils New Dry Erase Film-This material can be cut down and attached to make any flat surface a dry erase board.

*Griff Decorative Films has created a vinyl that writes on and erases just like a dry erase board. This lightweight material has the glossy finish of a dry erase board, and cleans easily with a wet paper towel or eraser. Offered with an optional permanent or temporary adhesive backing, Dry Erase Film can lay flat and adhere to any level surface to make it rewriteable. Coming in a variety of colors and thicknesses, this material can be cut down to any shape.*

Griff customizes each order to suit its customers' formats and thicknesses: sheets and rolls, thin as paper or thicker. Dry Erase Film can be used to decorate walls, desks, cabinets, refrigerators, etc.

"My daughter has circles of hot-pink Dry Erase Film as polka dots all over her wall, where the bright pop of color really enlarges her room.

And on these circles, she writes notes to herself, like: 'test Monday' or 'clean room,'" said Alex Phinn, President of Griff Decorative Films' parent company, Griff Paper and Film. "Kids put it on their school books, their desks and any other flat surface."

Griff's blogs have been covering the topic of Dry Erase Film since September 2014 in anticipation of its launch and have



accumulated over 2500 hits so far. Griff's Twitter, Facebook and LinkedIn, which also have information on this material, continue to be actively viewed.

Griff Paper and Film has been in business since 1977, when it was founded by Alex Phinn Sr. and S. E. Griffith. Currently run by Alex Jr., John, Bob and Todd Phinn, the company now has over

100 employees, with 3 main locations operating out of Fallsington, P.A., with Griff Decorative Films in Lakewood, N.J.



Watch a youtube video about Griff Paper and Film's Dry Erase Film: [www.youtube.com/watch?v=3HOIDlmnpP4&feature=youtu.be](http://www.youtube.com/watch?v=3HOIDlmnpP4&feature=youtu.be).

More information is available at: <http://tapeandlabel.com/index.php/graphic-films/dry-erase>. For questions on the material or to place an order, please contact Gene Silvestro at 732-367-2166. For reporters with inquiries, please reach out to Rayna Lewis, Communications Coordinator, at 1-800-872-7549 x107 or [rlewis@paperandfilm.com](mailto:rlewis@paperandfilm.com).



# MEMBERS' CORNER



## A Bucks County Company receives the 2015 Education Workforce Leadership Award

*Lampire Biological Laboratories and Bedford County Technical Center were recently presented with the 2015 Education Workforce Leadership Award. The award was given in front of a large crowd attending the annual Pennsylvania Workforce Development Association Conference in Hershey, PA.*

"The partnership between Lampire Biological Laboratories and Bedford County Technical Center demonstrates one of the multiple pathways to workforce success for Pennsylvania students," Acting Secretary of Education Pedro A. Rivera said, "Partnerships like this benefit the company, the student, and the entire community. This collaboration is a strong example for other communities that want to pursue similar partnerships, where students can engage in work-based learning to meet the demands of local industry."

Lampire Biological Laboratories and the Bedford County Technical Center have had a long standing relationship. Mr. Krug said, "Programs, like Biotechnology, at the Bedford County Tech Center are vital for the sustainability of businesses like Lampire because they cultivate the talent to work in this highly technical environment." "This is not your old VoTech program anymore; it has evolved into something much greater. Students have options when they graduate from the Technical Center." "They can go right into the workforce or on to college."

"Another unique thing about BCTC is their partnership with Allegany College of Maryland. It is a wonderful resource to have

a technical center and community college working side by side. Students can attend college and earn a degree, right here in their own back yard." Noted Krug.

Gregory F. Krug and Lampire were instrumental in helping Dr. Allen Sell, Mr. Thomas Wakefield, Mr. Wayne Koontz and others realize the vision for a high tech training facility for the Agricultural and Life Sciences.

The Pennsylvania Workforce Development Association, the voice of the Pennsylvania workforce investment system and a clearinghouse for workforce development information statewide, sponsors this annual conference, which attracts more than 1000 private and public job training experts from across Pennsylvania.

*LAMPIRE Biological Laboratories specializes in polyclonal and monoclonal antibody development, cell culture devices and services, and a wide variety of blood-derived products. Founded in 1977, the Pennsylvania based company offers an extensive line of secondary antibodies, purified IgGs, human and animal blood products, plus a comprehensive line of animal tissues and organs. The latest product releases include New Zealand sourced animal blood products, the gas-permeable LAMPIRE® Cell Culture Bag and exclusive antibodies to chemotherapeutic agents. Support services include peptide synthesis, antigen design, antibody purification, custom conjugation, and immunoassay development. In addition, Lampire has earned primary vendor status with biopharmaceutical, diagnostic, and medical device manufacturers worldwide. For more information go to [www.lampire.com/index](http://www.lampire.com/index).*



*Receiving the award from Lampire are (From Right) Laboratory Manager, Gary Klinger, President, Gregory F. Krug, General Manager, Lee Kandt (Not in Photo). The award was presented by the State Director of the Bureau of Career and Technical Education, Dr. Lee Burkett (Center). Receiving the award from the Technical Center are Administrative Director, David DiPasquale and Biotechnology Instructor, Scott Myers.*



# MEMBERS' CORNER

## PPL Electric Utilities Focuses on Service, Value, Reliability

**PPL Electric Utilities proudly delivers electricity to nearly 30,000 residential and business customers in Bucks County.**

Electricity is essential. It powers our homes, our workplaces and our lives. Our job is to deliver it safely and reliably — day and night, in all kinds of weather — while providing great service and good value for our customers.



To make our electric delivery network more storm-resistant and improve reliability, we're replacing aging equipment and installing new lines and substations and new technologies like smart grid. Smart grid technology reduces the duration of outages by automatically detecting them and allowing operators to remotely reroute power. Customers can be restored even before repairs are made.

We've also made it more convenient for customers to conduct business with us. We want your experience with us to be exceptional, the first time and every time.

Customers can manage their accounts, report outages and get energy savings tips on our website, [www.pplelectric.com](http://www.pplelectric.com).

We have a mobile website for things like paying a bill, managing accounts, or reporting and checking an outage status.

Our 1-800-DIAL-PPL customer service line is popular, too, allowing self-service. Choose from a menu that covers areas including payments, billing and checking your account balance.

We also respond to emails and interact with customers on Facebook, Twitter and Google Plus.

In addition to providing safe, reliable electric delivery service, we're an integral part of the communities where we do business.

Our employees volunteer their time in their local communities, and we're proud to partner with organizations like the Bucks County Economic Development Corporation to support economic and community development initiatives, helping create jobs and growth opportunities for local economies.

*For more information contact Melinda Stumpf, Regional Affairs Director, PPL, 2 North Ninth Street, GENTW5 Allentown, PA 18101, P: (610) 774-5249 E: [mstumpf@pplweb.com](mailto:mstumpf@pplweb.com)*

## MEET ONE OF OUR NEWEST MEMBERS



### Jennifer D. Gould, Esquire, Stark & Stark



**Jennifer D. Gould is a Shareholder and member of Stark & Stark's Bankruptcy & Creditor's Rights Group. Ms. Gould represents secured and unsecured lenders, equipment leasing companies, other financial institutions and businesses in state, federal and bankruptcy courts. Ms. Gould has significant experience with workouts and restructurings in addition to litigation matters including commercial and residential foreclosures, replevin actions, contract disputes and brokerage commission disputes.**

Ms. Gould has served as portfolio manager for multiple equipment leasing companies for all of their litigation matters throughout the country. Ms. Gould's practice also includes assisting businesses in negotiating, drafting and analyzing commercial contracts involving commercial lending, suppliers, vendors, brokerage commissions, loan participation, private labeling, business acquisitions, real estate sales and leasing and equipment sales and leasing.

Ms. Gould is actively involved in the Philadelphia Chapter of the Turnaround Management Association, where she served on the Board of Directors from 2012-2014, Secretary of the Board of Directors and Chairperson of the Networking Organization of Women. Since 2012, she has served on the Credit & Collection Conference Planning Committee for the Equipment Leasing and Finance Association (ELFA). Ms. Gould is also

*Continued on page 12 ►*

# MEET ONE OF OUR NEWEST MEMBERS



## Jennifer D. Gould continued

actively involved with the Bucks County Bar Association, where she served as Chairperson and Secretary/Treasurer of the Women Lawyers' Division.

Since 1933, Stark & Stark has developed innovative legal solutions to meet our clients' needs. More than 105 attorneys, 27 practice areas, and a philosophy of putting the law to work for our clients is the basis from which we build and maintain our

practice. Stark & Stark offers a full range of legal services for businesses and individuals.

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*Contact information: 777 Township Line Rd, Yardley, Pennsylvania 19067, P: 267.907.9600, E: jgould@stark-stark.com*

## Melinda Stumpf, Regional Affairs Director, PPL



*Melinda Stumpf is the regional affairs director at PPL, a fortune 500 global energy company headquartered in Allentown, PA. Melinda is the principal company contact between PPL Corporation and federal, state, county, and local governments, civic and community organizations, and the news media in Lehigh, Northampton, Bucks, and Montgomery counties. She provides leadership in addressing important regional issues such as job retention, economic growth, educational improvements and environmental protection.*

Melinda graduated from Northampton Community College in 2001 with an A.A. in Business Administrative. She went on to pursue a B.A in Business Administration from Muhlenberg College and in 2007 she received an MBA from St. Joseph's University in Philadelphia.

Melinda began her career working for the Neighborhood Housing Services of the Lehigh Valley. During her tenure at NHS she secured a half million dollar contract for the organization. She went on to work for Gateway Health Plan as a Community Development Associate. While in that position she was asked to

join the board of the SkillsUSA Council. In 2006, she was offered the opportunity to become the Executive Director of the SkillsUSA Council. Since then, Melinda has made significant progress towards advancing the Council by expanding membership, increasing student involvement, and adding opportunities for students to advance their education which included raising over \$450,000 in scholarships for students to pursue post-secondary education.

In 2012 Melinda became the regional affairs director at PPL. Her primary role is to be the principal communication contact with communities, local news media, elected and appointed officials and community leaders.

Since 2001, Melinda has been active in the community. She was one of the founders on the Latino Leadership Alliance and has served on the following boards: General Supply Company, St. Luke's Hospital Allentown Campus, Lehigh Valley Workforce Investment Board, Lehigh Career & Technical Institute Advisory Committee, American Cancer Society, YWCA of Bethlehem, SafeKids Allentown/Bethlehem Coalition, Neighborhood Housing Services of the Lehigh Valley, SkillsUSA Council, and the Hispanic Business Council.

She lives in Bethlehem with her husband, daughter and son.

*For more information contact Melinda Stumpf, Regional Affairs Director, PPL, 2 North Ninth Street, GENTW5 Allentown, PA 18101, P: (610) 774-5249 E: mstumpf@pplweb.com*

## BCEDC WELCOMES NEW MEMBERS

**Jennifer Gould**  
Stark & Stark

**Melinda Stumpf**  
PPL

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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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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.