



# Bucks County Economic Development Corporation

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## BCEDC's Strategic Plan

BCEDC's President Dr. Kathleen Dominick saw the corporation as a vital component to Bucks County's economic growth and addressed the corporation's leadership on how the corporation would operate and serve the business community with the ever changing environment within the economic development community from the local, state and federal levels. In discussing the concerns with the staff and executive committee it was determined that BCEDC needed to examine itself and the external environment which the corporation operated in from funding sources to services provided to business/industry.

In August the strategic planning process was initiated which clearly defined objectives which would analyze both the internal and external forces in order to formulate and implement strategies to assist BCEDC growth over the next few years. As a preliminary step the board of directors was provided a survey which would gauge the importance of each possible initiative for BCEDC's consideration as related to the strategic direction. The possible future initiatives were weighed and ranked from the board's responses.

On November 17, 2011 the BCEDC convened its strategic planning session at The Bucks County Community College, Newtown Campus facilitated by Dr. Cynthia Newman, Associate Professor of Marketing at Rider University whose areas of expertise includes strategic position planning, marketing, and marketing research. During the meeting, the



survey was discussed and a SWOT analysis was completed which provided the board the necessary information to develop and define the top four initiatives BCEDC would embrace in future years.

BCEDC defined it's strategies from expanding funding sources, expanding consultative services with the public and private sectors, and revamping of the loan fee structure. The board approved. In keeping with the board's direction BCEDC and the Upper Bucks Chamber of Commerce entered into a consulting agreement with Quakertown Borough's revitalization program.

*Save the Date!*

April 25, 2012

**BCEDC's Annual Dinner**

*held at Spring Mill Manor*

*This project was financed by a grant from the Commonwealth of Pennsylvania, DCED.*

## Bucks Prospectus

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Commissioner

*Bucks Prospectus is the bi-monthly newsletter of the Bucks County Economic Development Corporation (BCEDC). BCEDC, the official Economic Development Agency for Bucks County, is a nonprofit economic development corporation with a mandate to increase job opportunities for local residents through various programs.*

## Economic Development Partnership

As part of the recently approved BCEDC strategic plan, one of the priorities is to "Expand Consultative Services with Municipalities and the Private Sector". It has come to fruition on February 1, 2012. The Borough of Quakertown Council approved the Bucks County Economic Development Corporation and Upper Bucks Chamber of Commerce partnership proposal. The Partnership covers the next twelve months.

For the past three years Borough officials have been meeting, planning, creating and documenting for borough economic revitalization. Their efforts have created new ordinances, approved overlay districts, and established a tax abatement program, "LERTA" (Local Economic Revitalization Tax Assistance) as well as collected data on available properties. All this planning is to attract new investment into their community. The new partnership will do just that; help find new business opportunities as well as encourage businesses to move downtown.

"They will actively recruit" said Borough Manager Scott McElree and "they will get leads and reach out to match properties with businesses."

"The foundation is in place," said Councilman Ed Scholl, "Now we need to bring in the professionals to be the intermediary with businesses." Scholl said "The BCEDC and chamber have great network of contacts and it made sense to partner with the county based organizations."

The "Economic Development Partnership for the Revitalization of Quakertown" Agreement is results driven with set goals and objectives. The Agreement provides a program logic model, work plan by quarter, impact measures and goals.

This is the corporation's first venture into the consulting phase of economic development strategic planning for communities in Bucks County. The BCEDC Board of Directors approved the BCEDC Strategic Plan on January 30, 2012. The planning session was held on November 17, 2011.

## NOTEWORTHY NEWS

### The KOZs are Expanding

On February 14, 2012 Governor Corbett signed Senate Bill No. 1237.

Among the Legislators that introduced the bill Bucks County was represented by State Senators Robert Mensch, Robert Tomlinson and Stewart Greenleaf.

The legislation will extend the Keystone Opportunity Zone (KOZ) or Keystone Opportunity Expansion Zone (KOEZ) benefits for any unoccupied parcel and designate up to 15 additional KOEZ for which there was no previous designation by DCED. The legislation is effective immediately.

DCEC will provide an annual certification form to the business entity that includes the type and duration of the zone designation, the number of jobs created and retained, and

the amount of capital investment, etc. The DCED will also monitor information on job type and hourly wage, number of years in the program, business type, description, etc.

The legislation is to remain revenue neutral since the designated zone sites must be deteriorated, underutilized, or unoccupied; therefore current economic activity within the zone is currently limited, producing very little tax revenue.

Bob Cormack, Executive Director, BCEDC, will be attending an information session at the end of February. More information will follow in the next issue of the Bucks Prospectus. Please contact our office if you would like more information on KOZ and KOEZ.



# NOTEWORTHY NEWS

## BCEDC Assists 19 Companies to Create Over 500 Jobs and Retain Over 650 Jobs in Bucks County.

Company	Municipality	Loan Type	Loan	Total Project Costs	Created	Re-tained	Type of Business
Affinity Windows	Bensalem	RLF	\$200,000	\$445,000	10	0	Manufacturing
Compass Sign Co.	Bensalem	PIDA	\$605,220	\$1,008,700	2	28	Manufacturing
Irene's Bakery & Gourmet	Bensalem	PIDA	\$687,000	\$1,145,000	10	0	Manufacturing
Aldie Foundation	Doylestown Township	IDA		\$4,688,000	6	21	Non-Profit
Gelest	Falls Township	IDA		\$2,125,000	—	—	Advanced Technology Manufacturing
Gelest	Falls Township	PIDA	\$1,600,000	\$4,375,000	15	80	Advanced Technology Manufacturing
Refrigeration Design & Services, Inc.	Falls Township	PIDA	\$1,440,000	\$2,492,460	6	40	Manufacturing
United States Steel Corporations	Falls Township	IDA		\$19,815,000	NA	NA	Re-Finance
Waste Management	Falls Township	IDA		\$80,000,000	271	10	Solid-Waste Facility
BIO PHARM	Levittown	PIDA	\$1,000,000	\$3,150,000	29	65	Advanced Technology Manufacturing
Easter Warehouse Distributors	Middletown Township	PIDA	\$2,000,000	\$5,660,897	90	138	Distribution
George School	Middletown Township	IDA		\$20,700,000	0	190	Non-Profit
Montgomery Bucks Endontics, PC	New Britain Borough	SBA504/SBFF/PPA	\$730,000 \$79,200	\$1,810,000	3	4	Manufacturing
Peace Tree Farm	Nockamixon Township	CFA	\$87,500	\$262,500	7	4	Agriculture
Alpine Mechanical	Sellersville	BBLF	\$350,000	\$660,000	8	32	Manufacturing
Axcentria	Telford	RLF	\$350,000	\$950,000	16	9	Advanced Technology Manufacturing
Huys Electrodes, Inc.	Telford	RLF	\$150,000	\$810,000	5	0	Manufacturing
Baldwin Publishing	Upper Makefield	BBLF	\$277,500	\$1,892,500	3	5	Manufacturing
Moore Energy	Upper Southampton Township	PIDA	\$624,000	\$1,040,000	8	10	Manufacturing
Global Chem-Feed Solutions, LLC	Warwick Township	PIDA	\$691,000	\$1,350,000	6	17	Manufacturing
<b>Total</b>			<b>\$10,871,420</b>	<b>\$154,380,057</b>	<b>495</b>	<b>653</b>	

BBLF Business Builder Loan Fund  
 PPA Pennsylvania Pollution Assistance  
 CFA Center Financing Authority  
 RLF Revolving Loan Fund

IDA Industrial Development Authority  
 SBA Small Business Administration  
 PIDA Pennsylvania Industrial Development Authority  
 SBFF Small Business First Fund

# NOTEWORTHY NEWS

## Mark Your Calendar:



BCEDC's Annual Dinner is on April 25, 2012 at the Spring Mill Manor. Rob Loughery, Bucks County's newly appointed Chairman Commissioner, will be the key note speaker. Invitations will be sent in March. Please e-mail Kelly, [kellyd@bcedc.com](mailto:kellyd@bcedc.com) your contact information if you would like to receive an invitation.

April 25, 2012

## BCEDC's Annual Dinner

*held at Spring Mill Manor*

Annual Dinner Sponsor:



## The State of Pennsylvania's Transportation Funding



Pennsylvania knows it has a transportation funding problem and proposed legislation could help address those challenges. To read the complete article [click here](#).

## FROM THE DESK OF BCITC

BCITC is pleased to announce that our Membership continues to grow with both export manufacturers and companies importing joining BCITC. Fulton Bank hosted our November 19th Board of Directors meeting at their new Doylestown branch and their International Finance representatives are actively participating in BCITC event planning as are National Penn Bank and Citizens Bank.

Once again, please note that Delaware Valley College, also on our Board, requires students to acquire hours of off campus internship employment in their major specialties. Consequently, if your company is hiring for research, marketing studies, or other positions, please call Don Feldscher at Del Val. Bucks County Community College has also been a member of BCITC since BCITC was founded in 1993.

BCITC is the export assistance agency for Bucks County employers and companies

interested in joining BCITC and benefitting from our export assistance programs are invited to contact us. We have a newly formed Advisory Committee which is available for export questions regarding: finance, legal, languages, and regulatory matters.

On behalf of Anna M. Shantz, Phd. and myself as Co-Chairs of BCITC, we thank our BCITC Membership and our County Commissioners for their support! Best regards. / Peter P. Liebert, IV - SIOR.

Please visit us at [www.international-trade.org](http://www.international-trade.org) For Membership Information, please contact Peter Liebert at 610-940-0120 or email [peter.liebert@colliers.com](mailto:peter.liebert@colliers.com)



## WELCOME NEW MEMBERS

### BCEDC Welcomes New Members:

**Nicholas Adams**  
Jackson Cross Partners

**Barry Arkles**  
Gelest, Inc.

**Sharon Bell**  
Korman-ARK Bucks County

**Don Bernhard**  
PPL Electric Utilites

**John Crampsie**  
NAI Summit

**Joseph DePascale**  
JG Petrucci, Co., Inc.

**Stephen Markley**  
Fulton Bank

# THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability

## Employee Use of Social Media to Criticize the Workplace



You are a diligent, fair and considerate employer. You have in place all appropriate policies, handbooks and guidelines for your staff and entire workforce. You have engaged in periodic training and updates, and ensure that all of your employees are properly notified of changes in policies, etc. as recommended or mandated by changes in the law.

Among your recently-implemented policies is a Social Media Policy, in which you set forth clear guidelines for employee behavior on and off work, through such social media outlets such as Facebook, LinkedIn and Twitter.

Recently you discovered that a few disgruntled employees have publicized their collective workplace "gripes" on Facebook, inviting other employees to comment. Knowing that the claims are disparaging at best, and ridiculous at worst, but certainly detrimental to employee morale, you take quick action to stop the interactive group complaints by suspending and/or terminating the employees who engaged in these "inappropriate discussions..."

Your disciplinary decisions are based on clear company policy language regarding such use of social media outlets and you have documented your investigation leading up to the discipline. No discrimination has occurred—all have been treated without regard to age, gender, race, ethnicity, sexual preference or any other protected class. Your company is not a "union shop" so no grievances will be filed.

You believe that you have done everything properly in accordance with published company policy and thus also believe that there can be no employee repercussions, except for perhaps annoying unemployment compensation hearings. You are confident that you have nothing to worry about in terms of employee action regarding the discipline.

### Now consider the following:

Recently the National Labor Relations Board ("NLRB") has addressed cases concerning employee conversations or postings on Facebook and other social media. While none of the cases involved unionization or union-related activi-

ties, the NLRB did assume jurisdiction in those instances in which it deemed "concerted activity" occurred among the employees using Facebook postings to discuss issues at work.

In two instances, employees' online complaints about an employer's policies and other conditions of employment resulted in their discharge. Enter the NLRB ruling that the Facebook conversations and comments were protected "concerted activity" under the National Labor Relations Act ("NLRA") and mandated the employees' reinstatement plus damages.



The NLRB overturned the company's disciplinary action as unlawful under the NLRA on the grounds that the employees' discussions were protected expressions about shared concerns relating to "terms and conditions of employment." In both instances, the employer was a non union company and imposed the discipline against their employees following existing written company guidelines and policies.

By contrast, where only one employee was making online comments about working conditions, the NLRB determined that the employee's gripes did not constitute protected "group" or "concerted" activity involving shared concerns about the terms and conditions of employment.

These decisions should cause all employers, union and non union alike, to be wary and to act cautiously in drafting and enforcing social media policies or risk running afoul of the NLRB. These cases highlight the reality that even non-union employers are within the NLRB's oversight, so informed employees who have been disciplined for posting group concerns (regardless of their interpretation by the employer) on Facebook or other social media outlets about the work-

*Continued on page 6.*

Social Media...Continued from page 5.

place, may be successful in obtaining redress before an agency traditionally limited to union-related matters.

Hill Wallack LLP attorneys can provide the necessary review and advice in drafting, updating and enforcing social media policies.

David J. Truelove is a partner in Hill Wallack LLP's Yardley, Pa. office and a member of the firm's Employment & Labor Law Group. Mr. Truelove, who also is licensed to practice in New Jersey, works from the firm's Princeton, N.J. office as needed. His areas of concentration include municipal labor law, employment matters and complex litigation.

At a time when local government budgets are strained to their limits, Mr. Truelove is a recognized go-to labor lawyer, who has successfully represented municipalities, school districts and other public entities throughout Bucks County,

Montgomery County and the surrounding region in a wide variety of high-profile collective bargaining matters.

About Hill Wallack LLP

Hill Wallack LLP has built a reputation for problem-solving and aggressive advocacy. With offices in Princeton and Yardley, Pa., the firm has comprehensive commercial capabilities and deep experience in a number of industry sectors. Our attorneys have extensive government experience, and the firm represents businesses and public entities in many areas in which public and private interests intersect.

This article provides information of general interest and is not intended, and should not be used, as a substitute for consultation with legal counsel. Any questions regarding the specific issues raised in this article should be directed to the authors or to your contacts at Hill Wallack LLP.

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



## FINANCIAL TOOLBOX

### Interest rates still at an all time low.

PIDA	2.00% Fixed for 15 years
SBF	3.00% Fixed for 5-10 years
BCEDC	4.00% Fixed, subject to Annual Review
SBA 504	4.95% Fixed for 20 years
First Industries Loan (MELF)	3.00% Fixed for 5-10 years
Agricultural Loans	4.00% Fixed for 5-10 years



## 2012 Publishing Deadlines for the Bucks Prospectus

Deadline Date	Publication Date	Issue
3/13/2012	4/17/2012	Spring
5/22/2012	6/19/2012	Late Spring
7/24/2012	8/21/2012	Summer

For the full list of 2012 Deadline/Submission Dates go to [www.bcedc.com](http://www.bcedc.com)

# SPOTLIGHT ON BUCKS BUSINESS

## A Bucks County Company Supporting the Community and the Environment.

Patch Management Inc. has been a Business located in Bucks County for 16 years. In July 2009 when we lost our lease at 8841 Old Bristol Pike, Morrisville we decided that we wanted to remain in Bucks County. So the search began and as we only had 45 days to identify a new facility that we could call home we realized it was a tall task to accomplish in a short time.

It is amazing how much you can accomplish when the pressure is on. Forty-five days is not a long period of time when you have to find a facility and then plan and execute a relocation of a business, people and everything that encompasses the business functions. However, within 10 days we found a property in Falls Township that was for sale, it was 80% vacant, and with the proper renovations this building would be capable of meeting all of our business needs. Our new home was going to be 451 Tyburn Road Fairless Hills, PA.

Patch Management Inc. CEO, Lew Tarlini, and I worked with the staff of the Bucks County Economic Development Corporation (BCEDC) and a host of others to make what seemed to be impossible, a reality, and within 20 days of locating the property we went to closing. 451 Tyburn LLC became the owner of the property.



*Lew Tarlini, CEO, Scott Kleiger, COO and Craig Baclit, President.*

In January of 2010, with BCEDC's assistance we received a PIDA loan to fund our complex renovation project and in September 2010, we completed our renovations and moved into our newly renovated building.

Patch Management Inc. is a very proactive company when it comes to preserving our environment. We are very serious

about conservation of our resources and we support the use of alternative fuels as a way to reduce our dependency of foreign oil.

Our business Patch Management Inc. "Home of the Pothole Killers" requires the use of medium duty trucks that all operate on diesel fuel. One day during a conversation with the CEO, Lew Tarlini who is also the Chairman of the Board for Bucks County Transport mentioned that BCT would like to convert diesel buses to Compressed Natural Gas (CNG). This is a step in the right direction to moving away from diesel fuel as a primary fuel.



As the President of the company this interested me for many reasons. With continuously rising costs of diesel fuel and the fact that CNG is being used to convert diesel engine buses, I wanted to know if this could be an application that we could deploy in our fleet, further supporting our mission to be a Green Company. We began to research to see if CNG was being used within the medium duty truck market as an alternative fuel.

We did learn that the medium and heavy-duty CNG market is being explored, but due to a lack of re-filing stations and other issues with original equipment manufacturers (OEM) it is not ready for our market. However this is not that far off in our future, so we decided we will monitor the industry and when it arrives we will be ready to participate.

January 2010 in a discussion with Lew Tarlini, he mentioned that BCT would be converting some buses to CNG, but there were only a limited number of CNG fueling centers in the area. Since BCT was committed to the conversions and we would also consider CNG for our fleet in the future, what did I think about placing a CNG refueling station on our 451 Tyburn property and someone needs to commit to a public CNG station for the good of the County, the community and the bigger picture going forward.

Since we have 3.6 acres, we could allocate a space to accommodate the dispenser island and associated equipment without impeding our operations, and it would be very beneficial to the community as BCT and others could refuel here. We believed it would be a viable project. As a result, Lew began to have discussions with various Bucks County Government Officials and various government agencies to see if they would see the same benefits and if they wanted to support this concept.

Lew with the help of Mike Bannon, who was the Chairman of the Alternate Fuels Committee for TMA Bucks, began to look for the right partner who would build and maintain the CNG

*Continued on page 8.*

**Bucks Company...Continued from page 7.**

facility as Lew was not and did not want to be in the Fuel business. After considerable fact-finding and many meetings it was agreed that Clean Energy from Seal Beach California would be the most suitable operator of a CNG facility if located at the 451 Tyburn Road property.

In collaborating with BCT, Clean Energy, and receiving the support from Bucks County Government Officials and others interested in this program, we submitted an application to the Pennsylvania Department of Environmental Protection for a grant under the Alternative Fuels Incentive Grants Program (AFIG) to construct a CNG fueling station. This grant also in-

cluded funding to support conversions of some BCT buses. In November 2010, we were notified that we received a grant in the amount of \$837,400.00 dollars for this project.

We are in the process of obtaining the state, local approvals and the permits to build and hope to have the CNG station on line in early spring of 2012 stay tuned for an update.

We are a Bucks County Company supporting the Community, The Environment, and contributing to a reduction on our dependency of foreign oil.

*Article written by Craig R. Baclit, President, Patch Management Inc. For more information go to <http://potholekillers.com> • 215.949.9400.*

# COMPANIES ON THE MOVE



**About SSH Real Estate**

With offices in Center City and Suburban Philadelphia, SSH Real Estate is one of the largest privately held commercial real estate companies in the Greater Philadelphia Region. Complementing its longstanding brokerage and advisory service, the firm's property management division, SSH Management, manages approximately six million square feet of commercial property in the Philadelphia region. SSH Investments, the company's investment division, currently owns approximately 2.3 million square feet of office buildings in Philadelphia and Washington, D.C.

Rockwell Transportation Services has signed a lease for 19,331 square feet at 1100 Manor Drive in New Britain Corporate Center. Doug Newbert, Partner at SSH Real Estate represented the landlord in this transaction. Brian Smyth and Len Redeyoff of CBRE represented the tenant.

**About Rockwell Transportation Services**

Founded in 1981, Rockwell Transportation Services is a leading transportation service provider. They service a wide range of customers, from paper products manufacturers to wholesalers of finished goods.



**290 Andrews Road, Southampton, Bucks County SOLD!**

Peter and Heather Ren sold 9,000 Sq. ft. for \$630,000 to Redworth Capital Corporation. Adam Lashner & Jeff Licht NAI Mertz.

*NAI Mertz Corporation, celebrating over 30 years of recognized excellence, is part of the world's leading managed network of commercial real estate firms. With over 350 offices in 55 countries worldwide, we bring together people and resources to deliver results for our clients wherever needed. Our clients come to us for our deep local knowledge. They build their businesses on the power of our global managed network. For more information [www.naimertz.com](http://www.naimertz.com).*

**November 2011 - January 2012**

*(Information provided by NAI Mertz and SSH Investments.)*

**Bristol Township**

Industrial	6,150
<b>Grand Total</b>	<b>6,150 sq. ft.</b>

**New Britain**

Office	19,331
<b>Grand Total</b>	<b>19,331 sq. ft.</b>

# BCEDC BUSINESS HAPPENINGS

**Bio-Pharm, Levittown, Bristol Township** was approved to borrow \$302,426 from the Pennsylvania Industrial Development Authority (PIDA). Bio-Pharm is a private labeler for the generic pharmaceutical industry and developer of custom formulations. Sixty-eight jobs will be retained and ten jobs created for Bucks County.

Center for Financing Authority (CFA) **approved Peace Tree Farms, Kintnersville, Nockamixon Township** to borrow \$175,000. Peace Tree Farms will purchase new equipment will the monies borrowed from CFA. Peace Tree Farms provides plants to independent garden centers, botanical gardens and museums. Four jobs will be retained and three jobs created for Bucks County.

## NEW FINANCING APPROVED IN 2012

### December 2011 - February 2012

	Loan Program	Amount Borrowed	Square Foot	Reason For Loan	Jobs Retained	Jobs Created
Bristol Township	MELF	\$302,426	N/A	Purchase of Machinery & Equipment	68	10
Nockamixon Township	CFA	\$175,000	N/A	Purchase of Equipment	4	3
<b>TOTALS</b>		<b>\$477,426</b>	<b>N/A</b>		<b>72</b>	<b>13</b>

## MEMBER'S CORNER

### New Logo Introduced for Seatbelt Challenge

TMA Bucks recently introduced a new logo for its Bucks County High School Seatbelt Safety Challenge program that was designed by a student from TMA member ITT Technical Institute in Levittown.

Justin Ulrich of Riverside, NJ had his logo chosen by the staff of TMA Bucks as students of ITT's Visual Communication's class submitted their designs through a partnership effort.

The Bucks County High School Seatbelt Safety Challenge is TMA Bucks' seatbelt awareness initiative that encourages high schools throughout Bucks County to raise its student seatbelt safety usage from the fall to spring with the schools with the highest total percentage in usage and greatest percentage increase in usage being awarded with \$500 cash grants and perpetual plaques.



Sponsors for this year's challenge are: Verizon, AAA Mid-Atlantic, McCafferty Auto Group, McMahon Associates, Uninvest, Visit Bucks County and Senator Tommy Tomlinson.

"As a local organization in Bucks County, it is important for us to be involved in partnerships like this where everyone benefits from the outcome," said TMA Bucks executive director Bill Rickett. "This project made it possible for one of our longtime members to get involved in an assignment that was a tremendous

learning experience for their students. At the same time, the hard work of the students allowed the TMA to enhance the logo and image for one of our most recognizable and successful programs in the community."

TMA Bucks 7 Neshaminy Interplex, Suite 103, Trevoose, PA 19053  
webmaster@bctma.com 215-244-9082

## MEMBER'S CORNER

### MALMARK, Inc – Bellcraftsmen, Plumsteadville, PA, “Jingles” its way onto Anderson Cooper Show!



Malmark's handbells were featured on Anderson Cooper's new day time talk show as part of a handbell ringing segment for Anderson's Holiday Show. The show featured Malmark and simply titled "ANDERSON" aired Friday December 23rd 2011 on CBS at 9:00 am EST.

The featured TV appearance for Malmark is the result of a "What Should Anderson Do Next?" campaign run by the show's producers. After hearing about the campaign, Tom Simpson (LA, California) a handbell musician and loyal Malmark supporter and former employee suggested, Anderson should try his hand at handbells.

Much to Tom's surprise and ultimately Malmark's, the show's producers loved the idea and decided to book Tom for the spot. As a result, Tom and the show's producers reached out to Malmark to provide bells for the segment. The segment features Tom Simpson teaching Anderson Cooper and several select audience guests how to play the timeless Christmas classic "Jingle Bells" on a 25-note set of Malmark English Style handbells.

In addition to providing a 25-note set of handbells (G4-C6) for the show, Malmark provided a G1 and C9, the lowest and highest handbells marketed for sale in the world. Furthermore, Malmark supplied 300 plus tuned dinner bells as part of an audience give away which in turn allowed all of the audience members to ring along with Anderson and Tom. It is believed that the "dinner bell" rendition of Jingle Bells by the 300+ guests in the audience was the largest such performance of its kind ever in the world.

The most recent stint on Anderson follows a string of relatively high profile exposures for the Plumsteadville, PA based manufacturer. This past fall, Malmark loaned several sets of handbells to FOX Studios for the taping of an episode of their new sitcom "New Girl". The episode simply titled "Bells" aired on November 29th and featured Malmark's handbells prominently. The episode can be seen on HULU at the following link: [www.hulu.com/watch/305115/new-girl-bells#s-p1-so-i0](http://www.hulu.com/watch/305115/new-girl-bells#s-p1-so-i0).

Additionally, last year Malmark became the Handbell of choice for the Chicago rock group OK GO. You can check out OK GO perform their song "What to do" with Malmark's handbells on YouTube at the following link: [www.youtube.com/watch?v=-xWeNhP\\_\\_cE](http://www.youtube.com/watch?v=-xWeNhP__cE).

Malmark designs and manufactures the highest quality English Style handbells and hand chime instruments in the world. Located in Plumsteadville, PA it is one of only three companies like it in existence. Over the years, it has revolutionized the handbell world through the introduction of the Aluminum Bass Handbell and Choirchime® Instrument. Malmark, currently offers the largest range of Handbells and handchimes in the world. The company has been family owned and operated since its founding in 1973 by the late Jake Malta. Currently Malmark is owned and operated by Jake's two daughters Lora Mohr and Joann Malta.

For more information about the company please visit [www.malmark.com](http://www.malmark.com) or call 1-800-handbel.

## UPCOMING EVENTS

### Upper Bucks Business EXPO "Made in the USA Starts with You" Tuesday, April 24, 2012

12:00 Noon to 5:00 p.m. at the Quakertown Community High School, 600 Park Avenue in Quakertown. "Made in the USA Starts with YOU" is the expanded message of "keeping it local" with special acknowledgement of the manufacturing sector in our local business community.

A 'B-2-B' and consumer driven event showcasing up to 100 exhibitors marketing their business and/or community service.

The Upper Bucks Business EXPO is open to the public and admission is FREE! Highlights of the day include: Over 100 Exhibitors, A Chance to Make Valuable Business Contacts, Samplings from Local Restaurants, Door Prizes Galore, The Best of

If you are interested in exhibiting at the April 24th Business EXPO or would like more information, contact the Chamber Office at (215) 536-3211 or email [info@ubcc.org](mailto:info@ubcc.org). Space is limited, so register now and be part of the biggest one-day event of commerce and community in the Upper Bucks Region! The registration deadline is Friday, April 13.

*The Upper Bucks Chamber of Commerce is a not-for-profit, 501C6 organization. Its mission is to advance the principles of free enterprise; to serve the membership; and to enhance the quality of life in Upper Bucks County.*

*The UBCC fulfills its mission by: Developing programs, partnerships, and services that promote community and economic development.*

# 2012 BOARD OF DIRECTORS

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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.

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