

Bucks Prospectus

A Newsletter for
Bucks County's Business & Industry
Communities



In partnership with the Bucks County Industrial Development Authority

A Face-Lift for **BCEDC.COM**

The web site has a new look and offers more information for expanding companies

Four years after its first unveiling, the BCEDC web site - www.bcedc.com - has undergone a major face-lift, resulting in an internet resource that is more informative for developing businesses. The updated site is also more flexibly organized to accommodate future growth and new on-line resources. The site revisions have been made possible by grants from PECO Energy and First Union National Bank.

In 1996, BCEDC was one of the first local economic development organizations in our region with a presence on the world wide web. Since then, the internet has become an important research tool for businesses seeking information on available properties, economic incentives or communities for potential expansion. The new BCEDC site is designed to meet the increasing demand for information; www.bcedc.com now includes sections on:

About Bucks County: A summary of Bucks County, including photos of the area and logos of some well-known Bucks County companies. This section also includes a two-page "snapshot" of the county, with basic data on the county's demographics, socio-economics, educational institutions, health care facilities, and more. In addition, a map has been added to place Bucks County in relation to New York, Philadelphia, Baltimore and Washington, DC.

Contact BCEDC: With address and contact information for BCEDC staff, including email links to each staff member.

Properties Database: Like the former web site, the new bcedc.com offers a database of more than 200 available industrial, office or vacant

The new "home page" at www.bcedc.com.

properties throughout Bucks County, as shared with BCEDC by the real estate community. The database has been dramatically improved, however, to make searches simple and report more details about each property, including direct contact information for the sites' listing agents, brokers or owners.

BCEDC.Com, Continued on Page 3

INSIDE THIS ISSUE:

- 2 Noteworthy News:** BCEDC Staff Update; New PIDA Rates; Brownfields Loan Programs Planned
- 3 New Financing Approved:** Five companies approved for \$9 million
- 4 The Bottom Line:** Untangling the Workforce Development Web: A Glossary of Resources in Bucks County (Part Two)
- 5 Companies on the Move:** Business Expansions & Relocations, Sales and Leasing Activity in Bucks County;
- 6 New BCEDC Members**

NOTEWORTHY NEWS

BCEDC Welcomes New Loan Administrator

We are very pleased to introduce Amy N. Craven, who joined BCEDC's staff in June in the position of Loan Administrator. Amy's responsibilities will include coordinating and packaging loan applications for the myriad of programs available through BCEDC/BCIDA and servicing existing BCEDC/BCIDA borrowers. Amy will also be available to meet with prospective borrowers to answer questions about the programs.

Amy joins BCEDC with nearly 15 years experience in banking, most recently as a loan administrator for a community bank in Bucks County. She can be reached at (215) 348-9031, extension 16.

Welcome on board, Amy!

PIDA Interest Rates Lowered For Warminster Township

The Pennsylvania Industrial Development Authority (PIDA), a "bricks and mortar" loan program available through BCEDC, has lowered its interest rate to 5.25% for industrial companies in, or relocating to, Warminster Township. PIDA rates are determined, in part, by unemployment rates. Warminster's unemployment in May 2000 was 3.7 percent, which is higher than average for Bucks County. PIDA also offers 5.25% financing for companies in some portions of Bristol and Bensalem Townships.

Companies located within the Enterprise Zone of Bucks County may benefit from 3.75% PIDA financing, while Advanced Technology manufacturers may qualify for 4.25% PIDA loans anywhere in the County.

New Brownfields Programs Planned

Two new loan programs for brownfields redevelopment are being created and could become valuable tools for Bucks County.

The Bucks County Redevelopment Authority has been awarded a \$500,000 grant from the US Environmental Protection Agency to create a revolving loan fund dedicated to the remediation and reuse of blighted or brownfield properties anywhere in Bucks County. The loan program will be administered by BCEDC in cooperation with the Redevelopment Authority. Contact Carmen Raddi at (215) 781-8711 for more information.

Financial Resources for the Environment (FRE) is an effort to create a new private source of financing for the cleanup and redevelopment of brownfields throughout Pennsylvania. The program will be designed through a collaborative process to create a multi-million dollar financing vehicle resulting in many significant economic, social, health and environmental benefits. A task force consisting of state officials, business executives, and nonprofit leaders is determining the ultimate structure this funding source will assume. For more information, contact Keith Welks of Phoenix Land Recycling at 717-230-9700 or Sid Johnston or Jennifer Burke of The Development Fund at 415-981-1070, ext. 12 or 17.

*Bucks
Prospectus*



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BUCKS PROSPECTUS is the quarterly newsletter of the Bucks County Economic Development Corporation (BCEDC). The BCEDC, the official Economic Development Agency for Bucks County, is a not-for-profit economic development corporation with a mandate to increase job opportunities for local residents through various programs.

New Financing Approved

The BCEDC and BCIDA have approved more than \$9 million in low-interest loans for 5 businesses, which will create and retain at least 234 jobs in Bucks County.

EKL Machine Company of Bensalem, was approved to receive \$400,000 from the BCEDC Business Builder Loan Fund and the Pennsylvania Small Business First Fund to acquire new machinery and equipment. The precision machining company will create 8 new jobs as a result of this acquisition.

Gelest, Inc., a Tullytown-based specialty chemical research and production company, was approved by BCEDC to borrow \$1.6 million through the Pennsylvania Industrial Development Authority and the Small Business First Fund as part of a \$5 million project to construct a new manufacturing facility in the USX Industrial Park in Falls Township. The company expects to create 56 new jobs as a result of the expansion.

Lowery Wholesale, Inc., located in Morrisville was approved by BCEDC to receive \$288,000 from the Pennsylvania Industrial Development Authority, in combination with conventional financing. The company will acquire and renovate a property on South Pennsylvania Avenue to expand its flower, gift and specialty products distributorship. The business will create up to 25 new jobs.

Pre-Blend Products, Inc. of Lansdown, PA, will borrow up to \$2.8 million through the Pennsylvania Economic Development Finance Authority (PEDFA) as part of a \$3.1 million capital expansion into the USX Industrial Park in Falls Township. The business will create and retain 25 manufacturing positions.

Topcraft Precision Molders, Inc. of Warminster will borrow up to \$4.1 million through the Pennsylvania Economic Development Finance Authority (PEDFA) to acquire and renovate an industrial building at 301 Ivyland Road in Warminster. The plastics company will create and retain 120 positions over the next 3 years.

BCEDC.com, continued from Page 1

Financing: Designed to inform users about all sources of financing -- public or private. This section includes summary descriptions of all loan programs available through BCEDC and has been reorganized to help potential borrowers zero in on the programs most useful to them. A new feature is a page devoted to sources of private lending in Bucks County, in which banks and other private lenders will be able to post their logos and direct links to their own web sites.

BCEDC Publications: For the first time, users may browse this section and find sample pages of information from each BCEDC publication, including the Industrial Directory, Demographic Sampler, Tax Rate Guide and more.

BCEDC Membership: This page offers a downloadable membership application and a list of current BCEDC members, sorted by business type and company name.

Links to Related Sites: With the huge amount of information available online, BCEDC has chosen to link to many local, regional and state web resources for economic and workforce development, including redevelopment, international trade, school systems and more. Additionally, email and web information for all Bucks County state legislators are listed, as well as for those municipalities with email or web addresses.

Future plans for the site include combining BCEDC's *Industrial Site and Zoning Map* with the online database, allowing users to locate available properties and print a map and detailed information for any available property.

\$\$\$ The Bottom Line \$\$\$

A Regular Feature to Help Your Business Improve Its Profitability

Workforce Development in Bucks County

PART TWO in a series on everything you ever wanted to know, but were afraid to ask about Job Placement, Career Development, Training and other Workforce Development Options



In the Spring 2000 issue of *Bucks Prospectus*, we introduced several public resources to help businesses address a growing concern -- how to find, attract and retain a dedicated workforce in this very tight labor market.

In this installment, we review two sources of innovative strategies for preparing young people to join the workforce and providing on-going training for any workforce.

Technical Schools

Three vocational-technical high schools serve lower, central and upper Bucks County. To address the changing demands of the workplace, the technical schools are creatively developing new approaches to training high-schoolers and adults for today's work environment. In fact, many people would be surprised by the new initiatives taking place at the area technical schools.

For example, the Bucks County Technical School in lower Bucks, will soon switch from being a half-time school where students shuttle to and from their home high schools to a four-year, full-time high school. In this environment, technical school students will combine their academic studies and technical training at the same school. The response by students has been enthusiastic: enrollment in the first year is greater than was expected and will put the Technical School nearly at capacity. Educators hope the switch indicates a growing interest in technical education, which bodes well for Bucks employers seeking well-qualified entry level employees.

At the Middle Bucks Institute of Technology, the Adult & Industry Training department provides workforce development opportunities through adult day and evening classes and customized-industry training programs. The day and evening programs provided training to over 850 adult students interested in upgrading their skills or developing new skill sets this school year. Tuition for 51% of those enrolled was paid for by the employer.

In addition, Middle Bucks has provided customized-industry

training to 220 employees from local businesses. The customized-training was conducted at either the business location or Middle Bucks. Customized training programs included; National Electrical Code Update, Basic Blueprint Reading, Precision Machining, Microsoft Office Suite, and Enhanced Emissions Inspection Certification.

Center for Business and Industry Training

Located at the Bucks County Community College, the Center for Business and Industry Training (CBIT) provides expert support to help employers develop highly-customized job training programs. CBIT can help your company design training strategies by offering free consultation and developing a training plan for current and future needs. CBIT staff draw upon a network of nationally recognized trainers to offer a very high quality training service at very competitive rates.

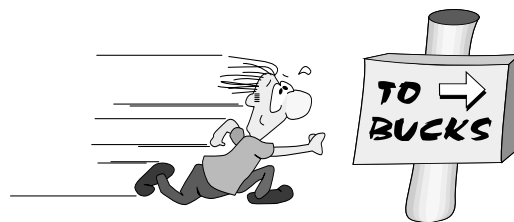
CBIT has also spearheaded creative job training initiatives to attract substantial grant funding from the Pennsylvania Customized Job Training Program (CJT). For example, by pooling the combined needs several local companies for similar types of training services, CBIT was awarded a large CJT grant to develop training strategies relevant each company. This approach takes advantage of efficiencies of scale and still provides area businesses with an excellent, but low-cost, training service.

For more information on the technical schools or the Center for Business and Industry Training, visit "Links" section on the BCEDC web site (www.bcedc.com). Technical school information can be found under "Bucks County Schools" and a link is provided directly to CBIT's web site.

Contributors Wanted!

To submit a column with business advice suitable to the *Bucks Prospectus*, please contact Bill Maeglin at (215) 348-9031.

COMPANIES ON THE MOVE



Bristol Township

Lease (renewal) - 128 Wharton Road, Keystone Industrial Park, 64,000 square feet to **Airgas Direct Industrial**. The company distributes industrial, medical and specialty gases and related equipment to industrial and commercial markets. Roddy, Inc. represented Airgas in the lease transaction.

Lease - 3950 Nebraska Street, Unit C, Newportville Industrial Park, 17,800 square feet to **Moeller Contract Packaging**, which expanded from 12,000 square feet. Mertz Corporation handled the lease negotiations between Moeller and building owner DiEgidio Builders.

Lease - 3950 Nebraska Street, Unit C1, Newportville Industrial Park, 14,700 square feet to **Marty's Home Decorating, Inc. (AKA Big Marty's Carpets)**, from Dolittle Corporation. Mertz Corporation negotiated the lease transaction.

Lease - 2201 Hunter Road, Unit 2, Green Lane Industrial Center, 16,350 square feet to **Eastern Furniture Distributors**, a furniture wholesaler expanding from Bensalem. Mertz Corporation negotiated the lease for landlords Mary Grace and Thomas Antonelli.

Lease - 2500 Pearl Buck Road, Keystone Industrial Park, 16,200 square feet to **R2 Tape, Inc.**, a manufacturer and distributor of box sealing tape and related products. Colliers Lanard & Axilbund was the sole broker.

Lease (renewal) - 1500 Grundy's Lane, Keystone Industrial Park, 43,530 square feet to **Stokes Merrill Corporation**, manufacturers of tablet pressing machinery, from HWR Corporation, the landlord. Colliers Lanard & Axilbund was the sole broker.

Falls Township

Sale - 88 Canal Road, Penn Warner Industrial Park, 25,000 square foot industrial facility to **Kampi Components**, a prime parts supplier to the US Government Department of Defense. The sale was completed by Colliers Lanard & Axilbund.

Lease - 1001 New Ford Mill Road, USX Industrial Park, 177,648 square foot building on 14.2 acres to **Spalding Automotive, Inc.**, of Bensalem Township. The company will use the facility for the purpose of manufacturing auto parts. Roddy, Inc. handled the lease negotiations.

Ivyland Borough

Sale - 900 Jacksonville Road, 105,431 square feet on 14 acres to **Williams Foods Realty, Inc., a real estate holding entity related to Williams Foods, Inc.**, which is headquartered in Lenexa, Kansas. Roddy, Inc., sold the building on behalf of Peter Starr.

Upper Southampton Township

Lease (renewal) - 928 Jaymor Road, Southampton Office Park, 14,044 square feet to **CEI Group**, a collision analysis and auto services firm. GMH Realty, Inc. represented 928 Jaymor Associates and CEI in the renewal negotiations.

Lease - 145 James Way, Southampton Industrial Park, 35,000 square feet in a 244,000 square foot warehouse facility to **JW Rentals, a division of Hatboro Delivery**, public warehouse. Colliers Lanard & Axilbund represented building owner New Age Industries in the lease.

Welcome New BCEDC Members

Austin Dutton

AG Edwards and Sons, Inc.

Brokerage Firm

(800) 444-5698

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Astro Printing Services, Inc.

*Commercial and quick printing,
binding and fulfillment services.*

(215) 441-4444

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(215) 643-3900

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(215) 788-7090



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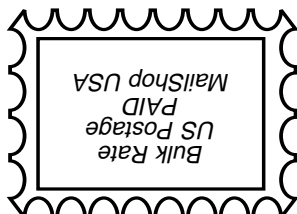
SAVE THE DATE! October 17, 2000

Join BCEDC and the
Pennridge Chamber of Commerce
for a breakfast seminar on

Small Business Financing Alternatives (for New or Expanding Businesses).

Beginning at 8:15 a.m. and ending by
10:00 a.m., this program will
summarize sources of conventional,
public and non-traditional financing
for small businesses.

For more information, contact Betty
Graver at the Pennridge Chamber of
Commerce, (215) 257-5390.



Bucks County Economic Development Corporation
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