

Bucks Prospectus

A Newsletter for
Bucks County's Business & Industry
Communities



In partnership with the Bucks County Industrial Development Authority

PIDA Loans Now Available for Investor/Developer Projects

A change of rules by the PIDA Board of Directors widens the pool of eligible borrowers for this low-interest loan program

Since 1956, the Pennsylvania Industrial Development Authority (PIDA) has been the cornerstone of economic development activities in the Commonwealth of Pennsylvania and especially in Bucks County. PIDA loans are well known as a long-term, low interest, fixed rate means of financing real estate projects for industrial enterprises, including new construction, acquisitions, expansions or renovations.

Traditionally, PIDA loans have only been available to "owner-occupants," meaning that only the business (or its owners) that would occupy a property could receive a PIDA loan to buy, build or expand the facility.

In December, 2000, however, the PIDA Board of Directors approved a change of PIDA policy to open the loan program to developers of properties which will in turn lease the PIDA-financed facility to companies that traditionally would be eligible for PIDA funds. Developers may now borrow from PIDA to purchase, build or expand real estate used for the following activities:

- √ **Manufacturing Enterprises** (SIC Codes between 2000 and 3999)
- √ **Warehouse/Distribution** (must have at least 25 employees at the site)
- √ **Office** (regional or national headquarters with at least 125 employees at the site)

Prior to receiving PIDA financing, the developer must possess a lease from a PIDA-eligible business for at least 51% of the property to be financed.

The interest rates on PIDA loans are determined by the company's location. In most areas of Bucks County, the rate is 6.75%, fixed for 15 years. In the Enterprise Zone of Bucks County, or for a brownfield site, the rate is fixed at 3.75%. Areas of Bristol Township, Bensalem and Warminster are eligible for PIDA loans at 5.25%, and businesses deemed to be Advanced Tech may be eligible for loans at 4.25%.

All PIDA loans are capped at 40% of the total project cost or \$1,250,000.00, whichever is less. Enterprise Zone, Brownfield, or Keystone Opportunity Zone projects may borrow up to \$1,750,000.00, but no more than 40% of the total project cost.

PIDA has always been an incentive to help businesses create or preserve jobs for our community, and developer-based projects are not excluded from this requirement. To borrow from PIDA, the tenant company and the developer must commit to either creating or retaining one full-time job for each \$25,000 in PIDA funds.

Historically, the Bucks County Economic Development Corporation (BCEDC) has been one of the most active PIDA lenders in Pennsylvania. Since 1958, BCEDC has lent more than \$70,000,000 to businesses across Bucks County, creating or preserving approximately 16,000 jobs over the years.

To review PIDA's official announcement of this change, visit www.bcedc.com. PIDA Bulletin #90 is available in the "What's New In Bucks County" section of the home page.

To find out whether your real estate project is eligible for low-interest PIDA financing, contact BCEDC at (215) 348-9031, or by email at info@bcedc.com.

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NOTEWORTHY NEWS

BCEDC Supports Turnpike Projects

Recognizing the importance of our highway infrastructure to long-term economic development, the BCEDC Executive Committee of the Board recently adopted two resolutions in support of improvements to the Pennsylvania Turnpike. Both resolutions were developed by the BCEDC Transportation Committee, which meets to discuss solutions to transportation issues across the County.

The first resolution, supporting the connection of the Turnpike and Interstate 95, endorsed the Turnpike/I-95 interchange on the condition of continued efforts by the Turnpike Commission and the other parties involved to strive for a design solution and implementation that best benefits the communities involved and affected by the project. The second resolution endorsed a proposal to rename the Turnpike interchange at US Highway 1 in Bensalem from the "Philadelphia" exit to the "Bensalem" exit, in order to promote Bensalem and Bucks County to commuters and business traffic passing through that area.

SBDC Offers New Environmental Service

Temple University's Small Business Development Center (SBDC) announced the opening of an Environmental Management Assistance Program Center (EMAP) at its location in Philadelphia. The EMAP Center provides environmental management assistance to small businesses and will serve businesses in Bucks, Delaware, Montgomery, and Philadelphia counties. In addition to helping potential business owners to identify environmental issues to investigate before they start a new business or purchase an existing business or property, the EMAP Center will also provide other confidential services to business owners. These services include, liaison to regulatory agencies, permit and compliance requirements, pollution prevention and energy efficiency assessments, and training.

Businesses interested in finding out more about this free service of the Temple SBDC may contact Derek James at 215-204-7282 or djames01@astro.temple.edu.

Statewide Construction Code Changes Underway

The training and licensing of building inspectors, the first of a two-part proposed regulatory language implementing a statewide construction code, is before the state's Attorney General for one last look before being subjected to public scrutiny. The second part of the regulatory package, the actual implementation of the code, will be unveiled later this year, according to an official with the Department of Labor and Industry. When the law was first approved in the fall of 1999, the language adopted many of the requirements under the BOCA National Building Code. Since then, BOCA has been incorporated under two international codes, the International Residential code and the International Building Code. Under the law, local governments are permitted to opt-out of any responsibilities regarding enforcement and administration. In cases where the local governments don't participate, builders would be required to hire private inspectors to ensure they are meeting the tenets of the law.

(Reprinted from an electronic newsletter published by the law firm of Buchanan Ingersoll.)

Bucks Prospectus



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**Bucks County Economic
Development Corporation**
www.bcedc.com

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BUCKS PROSPECTUS is the quarterly 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.

Tools You Can Use to Grow Your Business

Many business owners have heard of the low-interest loans offered by the Bucks County Economic Development Corporation (BCEDC). But did you know about these other resources available to companies in Bucks County?

Ben Franklin Technology Partners of Southeast PA

Technical assistance and financial incentives (loans and grants) for companies engaged in advanced technology developments. Links to federal and university labs for product development and analysis. Contact Dick Thompson at (215) 348-9031, ext. 18.

Bucks County International Trade Council

Foreign Market Research & Export Financing Guidance
Introductions to foreign trade offices and other governmental trade agencies, such as the US Department of Commerce. Contact Tom Murray at (215) 785-9510.

Bucks County Redevelopment Authority and Enterprise Zone Program

Specializing in redevelopment of brownfields sites, rehabilitation and reuse of blighted properties. Assistance with environmental assessment and remediation grants and loans. Contact Robert White at (215) 781-8711.

Bucks County Transportation Management Association

Providing creative solutions to transportation issues, including mass transit, public-private partnerships for employee transportation, road and highway improvements, and more. Contact Bill Rickett at (215) 781-9281.

Delaware Valley Industrial Resource Center

Providing a wide range of consulting services to the manufacturing sector, including plant layout, material flow, quality control and efficiency improvement, human resources, computer networking and technology assessment and much more. Contact Mike Renner at (215) 348-9031, ext. 15.

Temple University Small Business Development Center

Business planning services for start-up companies and small businesses. Marketing plan development, government procurement assistance, environmental management programs, and much more. Contact Margie Beard at (215) 204-2373.

Welcome New BCEDC Members

Kevin M. McCollum

Drucker, Rahl & Fein

Certified Public Accounting & Business Consulting
(609) 689-2316

Joseph Burns

The Flynn Company

Office, Industrial and Commercial Real Estate
(215) 561-6565

Paul Astheimer

GHR Consulting Services, Inc.

*Environmental Engineering,
Energy Management and Design*
(215) 784-9500 x 230

David Lambertsen

HSC Builders and Construction Managers

Specialists in Building Technical Facilities
(610) 280-0200

Scott A. Fairman

Keystone Appraisal Company

*Real Estate Appraiser
of Commercial and Industrial Properties*
(215) 564-2070

Michael Cesaro

M. Cesaro & Associates

*Small Business Consulting,
Specializing in Manufacturing*
(215) 443-5248

Louis J. Syrkus

Mutual Real Estate Corporation

*Commercial & Industrial
Real Estate Brokerage*
(215) 784-9100

John Haurin

Wilmington Trust Company

*Commercial Banking, Private Client Advising,
Corporate and Personal Trust Services*
(267) 880-7003

New Financing Approved

BCEDC and BCIDA have approved \$19.7 million in low-interest loans for five businesses and one nonprofit, which will create and retain at least 246 jobs in Bucks County.

George School, a 501(c)3 nonprofit educational institution in Middletown Township, was approved to borrow \$15 million via a tax-exempt bond issue through the BCIDA Revenue Bond & Mortgage program. The school will use the funds to make improvements to the dormitories, library, campus roads and parking areas, among other projects.

Havis-Shields Equipment Corp. of Warminster, was approved by PIDA to receive a \$1.625 million loan, in conjunction with BCIDA financing approved earlier, to construct a new 88,000 square foot plant, also in Warminster. The company manufactures lighting and other components used in emergency vehicle fleets.

Metco Manufacturing, a Warrington-based sheet metal fabricating business, was approved to receive a \$200,000 loan through the Small Business First Fund to finance new equipment, in conjunction with conventional financing.

Pre-Blend Products, Inc. of Delaware County, was approved for a \$200,000 Small Business First loan to finance equipment to be installed in the company's new cement materials mixing plant being constructed at the USX Industrial Park in Falls Township.

Star Label Products, a Philadelphia-based self-adhesive label printing and cutting operation, will relocate to the Penn Warner Industrial Park in Falls Township with a \$2.2 million tax-free mortgage through BCIDA. The company will acquire 5.5 acres and construct a 37,500 square foot plant.

Teletronics Technology Corporation, which manufactures advanced technology telemetry data acquisition systems used in the aerospace industry, will acquire a 15,000 square foot building in the Keystone Industrial Park in Bristol Township using \$544,000 from PIDA and Small Business First Fund.

NOTE: The companies listed in this report were approved for financing by the BCEDC or BCIDA, but may not have received necessary approval through state or federal funding agencies at the time of this printing.

MANUFACTURERS!

Attend a DVIRC Seminar to Transform Your Company

The How-To's of Lean, Flow and JIT

**All seminars are held on-site at the Delaware Valley Industrial Resource Center (DVIRC), unless otherwise noted*

Date	Event #	Seminar	Time
5/10	FM18	Total Productive Maintenance	8:30 am – 4:30 pm
5/15	FM04	Cellular Manufacturing	8:30 am – 4:30 pm
6/5	LFBR	Lean Transformation Breakfast Seminar	8:00 am – 10:00 am
6/12	LFBR	Lean Transformation Breakfast Seminar at DCCC	8:00 am – 10:00 am

Growing Your Plant for Success

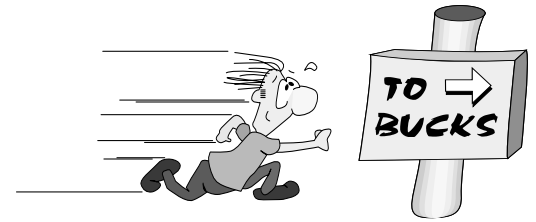
4/19	BP05	Establishing Operational Control	8:30 am – 4:30 pm
5/01	HRBR	10 No/Low Cost Ways to Reduce the High Cost of Turnover	8:00 am – 10:00 am
5/08	HRBR	10 No/Low Cost Ways to . . . at DCCC	8:00 am – 10:00 am
5/23 & 30	E106	Train-the-Trainer	8:30 am – 4:30 pm
6/7	EI05	Team Problem Solving	8:30 am – 4:30 pm

Making the Most of Manufacturing Technology

5/24	IT16	Integrating Lean With MRP	8:30 am – 4:30 pm
5/17-18	PD12	Geometric Dimensioning and Tolerancing (GD&T)	8:30 am – 4:30 pm

To register, call 215-464-8550 and ask for Cari. For more information or to receive future EventAlerts via email, please forward your email address to: kmccurry@dvirc.org

COMPANIES ON THE MOVE



Bensalem Township

Sale - 775 American Drive, 24,873 square feet, to **AAA Unlimited, Inc.**, a real estate holding company for **Alok International, Inc.** Alok International, Inc., formerly of New York, will use the facility to manufacture generic suppositories. Roddy, Inc. represented building owner Stein & Margulies, L.P., in the sale.

Lease - 1210 Northbrook Drive, One Northbrook Center, 9,200 square feet, to **Cognet X**, which provides research and a variety of consulting services to the pharmaceutical industry on a national basis. The Arden Group represented Cognet X in the lease transaction with building owner TOC Associates.

Bristol Township

Lease - 2525 Pearl Buck Road, Keystone Industrial Park, 15,750 square feet on 2.07 acres, to **V-7 Group, LLC**, a real estate holding company for **Teletronics Technology Corporation (TTC)**. TTC is an advanced technology business specializing in data acquisition products and systems. Roddy, Inc. represented building owner Land Instruments in the lease negotiations.

Falls Township

Sale - 7 Headley Place, Fallsington Industrial Park, to **Advanced Acquisitions, LLC**, which will lease the property to **American Architectural, Inc.**, a manufacturer of custom bronze, stainless steel and aluminum architectural metal work. Roddy, Inc. represented Kasmer and Kaplin, the building's owner, in the sale. for the construction of a 400,000 square foot parts distribution center. The company will relocate its operation from Bensalem and will employ 210 people.

Sale - One Newbold Road, 68,000 square feet, Penn Warner Industrial Park, to **T.W. International, Inc.** Hart Coporation represented T.W. International, Inc., while Roddy, Inc. represented the building owner, Fairless Hills Wholesale.

Sale - 295 Lower Morrisville Road, 47,860 square feet, to **K.H.G., LLC**, a real estate partnership holding the property for **Garrett Liners, Inc.**, a manufacturer of liners and covers for in-ground and above-ground swimming pools. Colliers Lanard & Axilbund represented the seller, T.W. International, Inc., in the transaction.

Northampton Township

Lease - 1053 Pulinski Road, Jacksonville Road Industrial Park, 13,250 square feet to **Ruch Carbide Burs, Inc.**, a tool and die business relocating from Willow Grove, PA. Tucker, Inc., represented Joseph Muscara, Inc., the building owner, in the lease negotiation.

Warminster Township

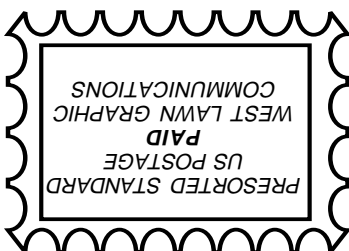
Lease - 19,000 square feet in the North American Technology Center, to **Medquist, Inc.**, a transcriber of doctors' notes for insurance companies and the government, from Industrial Investments, Inc., the owner of the property.

Funds Available for Workforce Training

Bucks County Community College's **Center for Business and Industry Training (CBIT)** as a local education agency (LEA) has the opportunity to secure state funds for workforce training from the following sources:

- √ **Greater Philadelphia Productivity Consortium:** This innovative regional initiative offers state funds through the Ben Franklin Technology Partners. Grants are up to \$7500 per company against a 66% company match. Funding is competitive. Applications are on a rolling basis.
- √ **Customized Job Training (CJT):** This program offers 100% reimbursement for new full-time employees and 70% reimbursement for current full-time employees. Appeals to comprehensive training projects covering 1-2 years. Very competitive. For a company to apply, no upfront costs. Applications are due by June 1 for FY 01/02, beginning July 1.
- √ **Guaranteed Free Training (GFT):** This program has 2 components:
 1. Basic and entry level work skills – new full-time hires only - Up to \$450 per new hire. To be eligible, a firm must have hired 12 new full-time employees within past 6 months of application submission date.
 2. Information Technology training – for new hires and current employees working in an IT dept. Up to \$1000 per trainee. Applications are due by June 1 for FY 01/02, beginning July 1.

For more information, contact: Brook Hunt at (215) 968-8017, or by email at huntb@bucks.edu.



RETURN SERVICE REQUESTED
Bucks County Economic Development Corporation
Two East Court Street
Doylestown, PA 18901