

BUCKS PROSPECTUS

A Newsletter for Bucks County's Business & Industry Communities



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SPOTLIGHT ON BUCKS | TRIFECTA SPORTING CLUB

Trifecta Sporting Club in Bensalem Township, Bucks County

A soccer facility located in Bensalem, PA has new owners, who will oversee a major facelift of the facility in the upcoming months.

The United German Hungarians (GH) Soccer Club, steeped in German culture, has a long-standing and celebrated history in the world of soccer. Almost everyone in the “Who’s Who” of Pennsylvania and National Soccer History have all played at or had some involvement on the GH’s fields and stadium. The rich history of GH’s property is the foundation that ensures future generations the opportunity to participate in soccer and other sports at the complex.

New owners have taken over the property. Now called Trifecta Sporting Club, the facility will continue as a soccer-based multi-sport training facility. Fields are open to

the public for training, club and tournament rental use. All varieties of sports clubs will have access to the Trifecta’s world class multi-sports training facility. Trifecta is committed to supporting youth and adult athletes, working to nurture their development both on and off the athletic field. Trifecta’s goal is not only to support athlete’s sports performance, but also to nurture good citizenship.

In addition to field rental use, the sporting community may make use of Trifecta’s Conditioning and Agility Programs, Sports Nutrition Programs and the Training Center. Additionally, Trifecta will continue to offer the Catering Hall as rental venue that can host a large variety of community events throughout the year. This support from Bucks County Economic

CONTINUED >

SPOTLIGHT ON BUCKS | TRIFECTA SPORTING CLUB

Trifecta continued

Development Corporation (BCEDC) and the Bensalem Economic Development Corporation (BEDC) is instrumental for the renovations that will make the facility an attractive sporting and event location for members of the surrounding community.

Trifecta will continue to serve as the physical home of the United German Hungarians, nurturing the culture and heritage of the German community and the Adult Men's and Women's Major Team for future generations.

Trifecta is pleased to welcome another organization, the Southeastern Pennsylvania Soccer Hall of Fame (SEPH) that will use the facility as its home base. SEPH is another organization rich in the history of Philadelphia soccer. SEPH will have a location at Trifecta

to display its museum-quality soccer memorabilia. SEPH plans to host soccer-related events in which the Philadelphia soccer community can share in the history of soccer and showcase the "Past, Present & Future of Pennsylvania Soccer". This opportunity is key for current and future generations of athletes of all ages to understand the impact of soccer values on daily life and culture. Trifecta will continue to encourage its athletes of all ages to make good choices and better their lives and lives of others as a result of the positive interactions and choices associated with the world of sports.

Please feel free to contact the Trifecta Sporting Club at 215.357.9851, 4666 E. Bristol Rd., Feasterville, Pennsylvania.

"As a retired businessman and lifelong resident of Bensalem Township, I'm delighted the Trifecta Sports Organization is working towards injecting new life into the former United German Hungarian Club," said Mayor DiGirolamo. "The entrepreneurial spirit is alive and well in our community," said the Mayor.

"BEDC is proud to be part of the financing package that supports the continued operations at the former German Hungarian Soccer Club to Trifecta Sports. Our participation is our commitment to Bensalem Township to support new and existing companies the ability to grow and expand in the township, and in return, create and retain jobs for township residents. As our first project with our new financing program, we will not only help the job creation component but will support youth programs in the Township. The board of BEDC and I are looking forward to more exciting projects."

— Al Gougler, Chairman of BEDC





“In expanding the board of directors and looking at business development opportunities it became apparent BCEDC needed an entrepreneurial component to the board. We reached out to one of our members from the Annual Dinner Committee and found the perfect candidate; Ms. Susan McDonald. Susan’s entrepreneurial experience, outside the box approach, finding solutions, and a vision for new opportunities qualified her to be the perfect addition to the Board supporting BCEDC’s future.”

—Bob Cormack, BCEDC’s Executive Director, about Susan McDonald’s appointment to the board.

NOTEWORTHY NEWS | SUSAN McDONALD

Meet BCEDC’s Newest Board of Director Susan McDonald from CCI Consulting!



Susan is a Business Development Executive working with C-suite and Senior Executives at Fortune 1000, mid-size regional and high-growth private equity and venture capital firms to mitigate risks and optimize human capital contributions and ROI. Susan is fondly referred to as CCI’s “business athlete” with a unique & broad background which encompasses sales, operations, organizational development, retained executive search, career management coaching, branding and marketing, key account management as well as large scale project management.

Susan’s career launched with Prudential Insurance Company where she spent the first fourteen years with a myriad of roles managing

the AARP national call center, training, claims, billing and eligibility as well as organizational development work in process redesign/re-engineering, incentive compensation pilot programs, performance management and leading large scale projects including a national reorganization.

After a hiatus and time spent raising her family, Susan re-entered the workforce and successfully launched “Castlereas Consulting LLC,” a woman-owned talent acquisition firm. Susan’s operations management and organizational development perspective and experience differentiated her approach and search practice from her competition. CCI engaged Susan and Castlereas Consulting LLC as a strategic partner firm and quickly moved to recruit Susan to join the CCI practice and assume a senior level role with the firm.

Susan received her bachelor’s degree in Marketing from LaSalle University. Susan currently serves as a Board member of The Greater Valley Forge HR Association, and on the Advisory Board for LaSalle University’s Center for Entrepreneurship. Susan also currently serves on Saint Joseph’s University’s Managing Human Capital Program’s Advisory Board.

In 2015, Susan was featured on the front cover of LaSalle Magazine, www.lasalle.edu/magazine/story/susan-mcdonald.

We asked Susan why she was interested in BCEDC...

“ I welcome the privilege of joining the General Board of the Bucks County Economic Development Corporation and collaborating with a very impressive group of colleagues. I look forward to contributing to the mission and objectives of BCEDC and leveraging the operational, human capital management as well as business development insights and experience gained over the last 30+ years in large corporate, small business as well as entrepreneurial career paths. I am excited to be part of an organization focused on driving growth in my home county!



N E W S



NOTEWORTHY NEWS | MANUFACTURING DAY

Manufacturing Day – Opening Doors, Opening Minds!

National Manufacturing Day is the nation's largest, one-day celebration of the Manufacturing Industry. It is designed to raise awareness about the modern dynamics and opportunities that a career in manufacturing present for the next generation of workforce talent. MFG DAY addresses common misperceptions about manufacturing by giving manufacturers an opportunity to open their doors and show, in a coordinated effort, what manufacturing is — and what it is not. Students and the community can see for themselves how far manufacturing jobs have come, and the environments in which they take place. Manufacturers need to capture the minds of the next generation as more than 3.5 million job openings are expected over the next decade with a growing skills shortage. When students and parents experience modern manufacturing firsthand, their attitudes and opinions about our industry shift for the better.

Manufacturing Day 2018 was held on Friday, October 5, 2018. The Manufacturing Alliance was well represented with the following members opening their doors to students, parents, educators and the community: Acme Corrugated Box Co., Inc., Airline Hydraulics Corporation, Bless Precision Tool, Bracalente Mfg., Demco Automation, Electro Soft Inc., KVInc, Lampire Biological Labs, M&S Centerless Grinding, Penn Engineering, PennFab,

Pulse Technologies, Ryerson, Solar Atmospheres, Timberlane and Worth and Company. Over 400 students from area high schools including Hatboro Horsham, Morrisville, Harry S. Truman, Souderton High School, Center for Student Learning, Western Montgomery Career and Technology Center, Upper Bucks County Technical High School, Bucks County Technical High School, and Bucks County Community College took guided tours, asked questions, and engaged employer representatives to discuss career opportunities within their organizations. The student response was nothing short of fantastic. In fact, several students even applied for paid internship opportunities with some of our member companies! It is never too early to plan for next year's event which is being held on October 4, 2019. Please register for Manufacturing Day 2019 by visiting www.mfgday.com.

Article written by Mark Solis, Bucks County Workforce Development Board Bristol, PA, www.bucksworks.org. Mark is the Manufacturing Specialist with the Bucks County Workforce Development Board. He works with area employers to assist with workforce training opportunities, overseeing state grant helping with a company's hiring efforts. Mark is responsible for administering state grants and the WIB liaison for the Manufacturing Alliance of Bucks and Montgomery Counties Industry Partnership.

BCEDC MEMBERSHIP CAMPAIGN IS GOING ON NOW

To become a member or renew your membership,
go to www.bcedc.com/membership-benefits.



Solid Wood Cabinet Company head-quartered in Levittown Bucks County partners with Habitat for Humanity

THE BOTTOM LINE | HABITAT RESTORE

Habitat ReStores Offer Solutions to Slow-Moving and Obsolete Inventory



Businesses in Bucks County with slow-moving or obsolete inventory can team up with the Habitat for Humanity ReStores in Chalfont and Langhorne to arrange a pick up of their unwanted goods. The Habitat ReStores are fully prepared to take on any size donation – large or small. Depending on the volume of the donation, Habitat Bucks ReStores can send live load trailers, drop trailers, or straight trucks to pick up any size donation.

“We have introduced a full-service solution for businesses that have inventory to donate,” says BJ Breish, ReStore Director, Habitat for Humanity of Bucks County. “Organizations are invited to donate and connect their brands to the Habitat for Humanity ReStores, and help keep unwanted goods out of the landfill.”

In addition to strengthening their commitment to the community, joining forces with the ReStores is an economical and tax-deductible solution for local businesses. The sale of donated merchandise in the ReStores helps support Habitat’s mission to provide affordable housing.

To arrange to have your donation picked up, call (215) 822-2708. Daily, weekly and/or monthly pickups can be scheduled. For questions about corporate donations, email BJ.Breish@Habitatbucks.org.

Habitat for Humanity ReStores are non-profit home improvement stores that are open to the public and offer new and gently used appliances, furniture, building materials and more at a fraction of retail cost. Each Habitat for Humanity ReStore is locally owned and operated, and proceeds help build strength, stability and self-reliance.

WHAT'S HAPPENING



SBA Certification Programs for Doing Business with the Government

Friday, February 1, 2019 • 11:00 AM – 11:30 AM EST

Want a competitive advantage in federal government contracting? Consider one of SBA's small business certifications. This webinar will provide a brief eligibility overview of WOSB (Woman Owned Small Business certification), HUBZone certification (for historically underutilized business locations) and the 8a Disadvantaged Business program. 30 minutes.

The webinar is free, but registration is required: <https://tinyurl.com/y92aab3e>



COMPANIES ON THE MOVE

Office Space Purchased in Lower Southampton

Mike Borski, Sr., The Flynn Company, represented **Joe Hand Promotions** in the purchase of 20,000 square feet of office space. Ed Ginn and David Goodman, Equity Brokers represented the seller, Beneficial Bank. The property is located at 213 W. Street Road, **Lower Southampton**.

BCEDC BUSINESS HAPPENINGS

Imageworx Purchases Building in Tullytown Borough

Imageworx, Levittown was approved to borrow \$560,000 from PIDA, with a total project cost of \$1,500,000. The funds will be used to purchase a larger building in **Tullytown Borough**. The new facility will be 32,200 square feet and will allow the company to expand and grow into the foreseeable future. Imageworx is a service-oriented supplier of prepress services to the printing, packaging, cosmetic, medical, and advertising industries. They specialize in the production of artwork, plates, film, prototypes, and proofs designed to meet customers' specialized requirements. Imageworx's project will create 3 and retain 17 jobs.

BUCKS COUNTY LEASE ACTIVITY OCT - NOV 2018

*Information provided by
The Flynn Company*

BENSALEM	SQ FT
Office	7,052
Grand Total	7,052
NEWTOWN	SQ FT
Industrial	26,425
Grand Total	26,425

FINANCIAL TOOLBOX | PIDA INTEREST RATES

PIDA Loan Rates

10-Year Fixed 4.00%	15-Year Fixed 4.00%
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SBA 504 Rates

10-Year Effective 5.59%	20-Year Effective 5.59%	25-Year Effective 5.64%
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STRATEGIC EARLY WARNING NETWORK | SEWN

Tips on Trimming Overhead Costs

Facing a crisis of shrinking profit margins, Bucks County manufacturing leaders have been asking for some tips on trimming overhead costs. Before offering advice, a couple of ground rules:

- For this article overhead costs are considered as; “any resource, task or thing that does not directly touch the product being produced for sale”.
- Talk to your employees, don't target them.
- Do not look for magic bullets

Every cost cutting list usually starts with a few things we already know, but don't usually get around to doing. Sometimes, the best way to “get them done” is ask an outsider for help.

- Go paperless, go green and get an energy audit.
- Benchmark best practices for outsourcing goods and services.
- Create a comprehensive digital strategy that includes cloud computing.
- Re-evaluate all third party contracts, services and off-site support functions.

A few that have already been looked into previously but should be revisited:

- Buy (gently) used
- Bulk purchase supplies
- Cutting travel costs by working at home, telecommuting and conference calling.
- Getting and using customer endorsements and crafting creative incentives to reduce traditional selling costs.

When digging deeper by looking at costs that have already been cut a few times before, we recommend getting an outside pair of eyes to help identify the real costs and solutions. Some of these items would be:

- Reduce product travel time and warehouse space by selling your lift trucks. Don't haul things. Create a continuous production flow for your products.
- Eliminate clutter costs by selling your storage racks and barricading storage rooms.
- Store work items and raw material where they are used. If you don't “put them away” you don't need to take the time and expense to “go get them”.
- Create a visual color coded system for all things product related. Red, Yellow,

Green are easy and quick indicators of what to do and not to do next.

- Introduce time management techniques. Create rewards and awards for time savings. Prove to yourself and your organization that saving time means saving money.
- Reduce meeting times by taking the chairs out of the conference room.
- Reduce office space requirements by holding meetings on the production floor.
- Hold Kaizen related events for issues that require creative solutions.

This is just a short list of saving ideas. Please send any suggestions or saving stories you would like to share to kellyd@bcedc.com for mention in a follow-up article on this topic. Also, please feel free to contact us for recommendations on outsider help as well as suggestions for that fresh pair of outsider eyes.

This article was submit by Gregory Olson, Director, SESEWN Region, 215-776-0130, Sewnse@steelvalley.org, www.steelvalley.org/sewn.



NEW MEMBER | KERSHNER OFFICE FURNITURE

Meet Member Annette Wilson and Kershner Office Furniture

“You are the product of your environment. So choose the environment that will best develop you toward your objective.”

—W. Clement Stone

Kershner Office Furniture is a preferred turn-key supplier for commercial furniture in the metro-Philadelphia and surrounding area. Now in our second generation as a family-run business, the Kershner name has been synonymous with quality products and service for over 50 years.

Our talented and dedicated team brings over 100 years of experience to deliver the most innovative, customer-centered approach to the design and completion of every space, whether an office, learning or healing environment, hospitality or amenity space.

We take your business personally and will work with you as your complete resource for planning, purchase, delivery, installation and management of your office furnishings.

We are known for the company we keep. We maintain a select network of outstanding manufacturers and suppliers

who provide top quality and the best prices.

As a proud Kimball Select dealer we bring product solutions that are innovative and cost effective backed by the strength of our relationship with Kimball to provide the best pricing and service.

With our leading network of industry resources, we will help you integrate all aspects of your space, including, but not limited to, all types of furnishings, glass walls, technology and AV, storage, amenities, acoustical solutions and lighting.

We provide many ways for you to explore the many diverse workplace solutions available. We invite you to visit our beautiful 10,000 square foot working showroom in King of Prussia. Through our industry partners we can facilitate tours of various showrooms located in center city Philadelphia. We also are proud to have many successful furniture installations around the area that welcome visitors to show off their space.

Get to know us through our website – www.kershneroffice.com and social

media – Facebook, LinkedIn, Instagram, Twitter and Pinterest. The team at Kershner Office Furniture looks forward to the opportunity to be of service to you and your organization!

Please contact Annette Wilson at 610-768-0200 or via email: annette@kershneroffice.com



KERSHNEROfficeFurniture

Innovating Office Environments for Success

NEW MEMBER | NEWMARK KNIGHT FRANK

Meet Member Justin Bell, Managing Director, Newmark Knight Frank



“Since joining the firm in 2006, Justin has completed approximately six million square feet of office and industrial transactions valued at more than \$300 million. His area of expertise includes office and industrial tenant and landlord representation, building sales, relocations, expansions, renewals, lease diagnostics, valuation consulting and financial analysis. Justin spends the majority of his time advising companies in suburban Philadelphia.”

One of Justin's Premier Sites

County Line Commerce Center (CLCC) located in the heart of Warminster, PA on a beautifully landscaped campus. CLCC is a dynamic, 450,000± SF

complex that offers custom designed space and efficient floor plates. With interior and exterior renovations in progress and easy access to the property, CLCC is a premier site and opportunity that is not to be missed. A space where your employees will feel valued and comfortable with an onsite fitness center, full locker rooms with showers, training and conferencing facilities and a grab-n-go café. Asking \$18.00 per square foot + electricity, this is the best value in suburban Philadelphia.

For more information about the available space please visit www.clccwarminster.com and for more information on Justin, go to <http://nsjb.nkfp Philly.com>.

MEMBERS' CORNER | PPL

PPL Electric Utilities Grid Reliability in Top 10 Percent Nationally

Standard on outage frequency shows company is tops in the Mid-Atlantic region for 2017; sixth among 93 utilities in the United States.

Electric service reliability for PPL Electric Utilities customers is ranked in the top 10 percent nationally and first in the Mid-Atlantic region, according to a key reliability measure from a national engineering association.

Figures for 2017 performance from the Institute of Electrical and Electronics Engineers (IEEE) show PPL in sixth place nationally among 93 utilities when measured on the frequency of outages on its system.

“A combination of investments in smart grid technology, in upgrading power lines, poles and other equipment, and in comprehensive tree trimming and clearing have paved the way for this

continued improvement,” said PPL Electric Utilities President Greg Dudkin. “We continue to use technology to help us work smarter and more efficiently, whether it's using big data to help drive improvements or studying how best to approach the growing appetite for distributed energy resources like solar, the customer experience remains our focus. The communities we serve depend on us. Our job is to keep delivering for them.”

The average PPL customer saw well below one power outage of five minutes or more over the course of the year. Last year was the most reliable in PPL's history. Compared to 2007, PPL customers experienced a total of 550,000 fewer interruptions in 2017.

Power quality and reliability are top factors in customer satisfaction. Among large utilities nationally, PPL Electric

Utilities ranked third in customer satisfaction on that topic, according to a recent national survey.

PPL Electric Utilities provides electric delivery service to more than 1.4 million homes and businesses in Pennsylvania and ranks among the best utility companies in the country for customer service and reliability. PPL Electric Utilities is a major employer in the communities it serves. It is a subsidiary of PPL Corporation (NYSE: PPL). For more information visit www.pplelectric.com.

WELCOME NEW MEMBERS

Donna Snider Sitrler

Blue Flame Gas



BUCKS PROSPECTUS

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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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PUBLISHING DEADLINES FOR THE BUCKS PROSPECTUS

DEADLINE DATE	PUBLISH DATE	EDITION
1-22-2019	2-19-2019	February
3-19-2019	4-16-2019	April
5-21-2019	6-18-2019	June

For archived issues go to www.bcedc.com/newsletters

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.