



# Bucks Prospectus

BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

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## Bucks Prospectus

### Lieutenant Governor Cawley Draws a Large Audience at BCEDC's Annual Dinner

The 53rd Annual Meeting/Reorganization Dinner of Bucks County Economic Development Corporation (BCEDC) was held on April 13, 2011 at Spring Mill Manor, Ivyland. The keynote speaker, Lieutenant Governor Jim Cawley, drew one of the largest audiences in 20 years.

The evening began with a few words from William North, Senior Vice President, Niagara Bank, the event sponsor. Mr. North gave an overview of the bank's services and how BCEDC is a vital component in the County's economic recovery.

BCEDC President, Dr. Kathleen Dominick, comments talked about communication, innovation, promotion and partnership to make Bucks County the best location to work, play and grow. For the complete transcription see page 2.

Lt. Governor Cawley said that it seemed like yesterday he was working as County Commissioner. He spoke about the Commonwealth's position from a fiscal perspective and how the Corbett administration will address reducing the budget deficit. Lt. Governor Cawley said, "The time has come for Pennsylvania to change the way it does business; to change the way it grows jobs and change the way it spends other peoples' money. Spending cuts are never going to get a round of applause but a Governor's job is to make the hard decisions." He compared the situation to local and county government and their challenges to reduce costs and still provide necessary services.

Eighteen companies were recognized with an engraved wooden plaque for their com-



Lt. Governor Cawley, keynote speaker.

mitment to retain or create jobs in Bucks County. Twelve banks were also recognized for their continued efforts to expand the economic base. Through the hard work of all involved four hundred and seventy-four jobs were retained and seventy-nine jobs were created in Bucks County. The plaques were sponsored by PECO.

The meeting was a success with two hundred and sixty-five people attending conversing about yesterday's successes and tomorrow's future concepts for economic growth.

Newsletter sponsored by:



## Bucks Prospectus

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*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.*

## BCEDC President's Report To Membership

*Transcribed from the BCEDC Annual Meeting and Reorganization Dinner held on April 13, 2011*

Last year, the annual report focused on highlights of past performance, current achievements, and future direction. This time, I'd like to share how we planned to proceed, and our progress to date. We moved ahead with CIPP, not a consultant, not another employee – but rather an approach: Communication, Innovation, Promotion, and Partnership.

### COMMUNICATION

During 2010, we focused on increasing and strengthening dialogue with Economic Development and affiliated agencies. Outreach included, but was not limited to, presentations to the TMA Board, Leadership Bucks County, and board presence on WIB, ITC, etc.

Improvements to another facet of communication involved upgrading the BCEDC website. The results were significant: there were 47,925 visits, which represented a 60.7% increase from 2009. Further, the Bucks Prospectus featured 10 articles on business conditions and management tips.

Business outreach regarding loan programs was an essential element in broadening our dialogue. During 2010, 145 visits were completed to prospective and current clients.

On another front, a new edition of the BCEDC Site & Zoning Map is forthcoming for release in May 2011. Our thanks to the Bucks County Planning Commission for its cooperation in providing input for key overlays on the map.

In an effort to continue to broaden communications in the business community, we perceive an opportunity for County to utilize current resources and establish direct toll-free phone access for business inquiries and serve as a referral source for agencies for detailed loan information.

### INNOVATION

These economic times require new approaches for business to grow and thrive, and the BCEDC is no exception. Innovative initiatives included funding of our first solar project for SICOM Industries. Energy Works, a regional low interest loan program, is another avenue that we're seeking to expand.

Participative partnership is one more source of innovation that is being pursued. For example, the Upper Bucks Chamber of Commerce is exploring economic development alternatives regarding open space and agricultural applications with Delaware Valley College and the BCEDC.

Exploring other opportunities to expand loan programs to industries that have been ineligible is a priority. The County of Bucks 2009 EDAP Survey results indicated that 95% that did not use services of BCEDC. Of significance was that 83% of business categories surveyed were beyond purview of the categories of service provided by the organization.

*Continued on page 3.*



*Dr. Kathleen Dominick, BCEDC President.*

## President's Report *Continued on from page 2.*



Commissioner Martin's recent remarks quoted in the Courier Times referred to his insight "...what businesses want at the end of the day is money, loans...". Our experience supports his observation. In 2010, there were 6,028 loan program hits, 12.6% of total website visits. Further, 90% of all in-bound calls to the BCEDC related to loan inquiries. Unfortunately, 70% of proposed uses for funding

fell outside categories of loan programs offered. Of note, funding scored as the highest ranking priority as an aid to business success: 46% of EDAP survey respondents.

These results may represent an opportunity for the County to advocate for, and establish funding programs for industries not included in current loan programs. A first step may include streamlining the loan approval process for loans requiring County approval. For example, RLF loans are generated for companies in the greatest financial need that have been turned down for funding by financial institutions, and time is of the essence.

### PROMOTION

Promotion is not all about us, but rather the businesses we serve and our strategic partners. The electronic bi-monthly newsletter is one way that the BCEDC has sought to promote businesses, organizations, and agencies. In 2010, we featured milestones & noteworthy news from 19 companies and articles contributed by each of the five major chambers of commerce and non-profit colleagues such as the ITC, TMA. Advertising space, provided at no charge, promoted the County's Economic Development Series as well as organizational and community events.

In terms of overall promotion of Bucks County, we applaud the County for seizing the opportunity to produce a County-wide directory that will be a value-added resource for businesses and consumers alike. It has potential for widest distribution of any in-county business publication, and we have shown our support by purchasing prime advertising space in the publication.

On a related but separate note, a copy of the directory and TMA Annual Report is provided at your table this evening.

### PARTNERSHIPS

The economic downturn has emphasized the need for strong partnerships with our clients and affiliated organizations. Although loan generation for the BCEDC was down 12.5% from 2009, we were able to process 21 loans; resulting in 79 jobs created and 474 jobs retained, and total project costs of 43M.

Maintaining an active role in regional organizations such as PEDAs, NEDAs, and the Penn Southeast Council has enabled us to continue to champion the issues brought by our membership on a regional and statewide scale. In addition, we are inputting into the strategic initiatives introduced by Governor Corbett in order to keep Bucks County at the forefront of economic development.

2010 also produced milestones. The BCEDC and Bob Cormack were recognized with the presentation of the Economic Development Award by the Lower Bucks County Chamber of Commerce for its outstanding efforts in promoting and enhancing economic growth in Bucks County. Another achievement was formal certification of the BCEDC as an Economic Development Corporation by the Pennsylvania DCED.



*2011 annual gift...voice recordable tape measure.*

Naturally, the strength of any organization is demonstrated by the competency and commitment of its employees. Our significant progress has been made possible by the exemplary efforts and dedication of our staff, Bob Cormack, Jim Pawlikowski,

and Kelly Doughty. On behalf of the Board of Directors, we congratulate you on your accomplishments and thank you for a job well done.

In summary, we will continue to use CIPP, Communication, Innovation, Promotion, and Partnership, as signposts to mark our progress along the road of economic recovery ahead. 2011 is shaping up to be an exciting year for new opportunities for collaboration, partnerships, and programs. And, our priority is to maintain an integral role in facilitating business growth and vitality through job creation and job retention in Bucks County.

The Annual Meeting was sponsored by:



# SPOTLIGHT ON BUCKS BUSINESS

## From Russia to the United States with Recipes

The finest recipes from Russia and highest quality ingredients were not enough to reach the top something more was needed...

In 2002 Daniel & Irina Zelikovich purchased Irene's Bakery and Gourmet Kitchen where their enthusiasm, energy and dedication to the business were just what was needed to take the finest recipes to the next level. Zelikovich's went right to work quickly making improvement and renovations and establishing relationships and contracts with Wegmans, Whole Foods, King's, Gristidies, Shop Rite, and Trader Joe's. Not only did they establish relationships with large retail shops but also with their employees where they adopted the slogan "Always strive to be the best" and the "The sky is the limit".

Irene's Bakery & Gourmet Kitchen was outgrowing their leased building in Philadelphia. Daniel and Irina decided it was time to move the business out of Philadelphia and purchase a building to set up their wholesale bakery and kitchen. In 2007 they purchased their building at 1670 Winchester Road, Bensalem, PA. BCEDC assisted Daniel with a Revolving Loan Fund (RLF) and a Pennsylvania Industrial Development Authority (PIDA) loan for acquisition, renovations and related costs for the building in Bucks County. The new location doubled the size of the bakery. In 2007 Irene's Bakery had 12 existing employees with projections to add about 6 more.

Irene's Bakery and Gourmet Kitchen is rapidly growing and running out of space. In order to keep up with customer demand Irene's Bakery needed to expand again. Dan again sought out BCEDC's assistance with financing. Dan located a building just down the street from his current location in the same industrial park. BCEDC helped him with his PIDA application. He was approved to borrow \$687,000 to purchase and renovate the building for food manufacturing. The business will create and retain a total of 20 jobs with this new location.



*The experience working with BCEDC couldn't be more rewarding. Exceptional knowledge and professionalism of its staff and mainly James Pawlikowski, makes Bucks County PA, the most favorable place to do business.*

*The assistance of this agency in getting EDC funding goes beyond any expectations and makes a great pleasure to grow the business and my Family in Bucks!*  
— Dan Zelikovich.

Irene's Bakery and Kitchen will continue to strive to be the best they can be bringing the east coast the finest all natural Jewish and Ethnic foods. Products from the bakery are biscotti, rugallah, hamantashen, cookies, cakes and products from the kitchen are blintzes, knishes, latkes and vegetarian stuffed cabbage.

To learn more about Irene's Bakery and Gourmet Kitchen [www.irenesbakery.com/index.htm](http://www.irenesbakery.com/index.htm)

To submit an article with business advice suitable to the Bucks Prospectus, please contact Kelly Doughty at 215.348.9031 or [KellyD@bcedc.com](mailto:KellyD@bcedc.com).

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# THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability

## Save Your Business Energy and Money

Did you know that the average American company wastes \$12,000 every year on energy bills, without even realizing it?



Now, did you know that there is a new program available from the Bucks County Commissioners that can help you do something about it?

The program is called EnergyWorks, and here's how it can help your business save money and energy:

1. **Professional Guidance:** An EnergyWorks approved energy engineer can visit your business (you must own your building or have permission from the owner to conduct capital improvements) to do a complete Energy Assessment and provide you with a roadmap for improvements that are cost effective. **EnergyWorks can cover 75% of the cost of this work, up to \$10,000.**
2. **Low Interest Financing:** If you decide to move forward and implement the recommendations from your energy assessment, EnergyWorks can provide **loans as low as 3.5%** for projects ranging from \$100,000 to \$1 million or more, with flexible terms and a fixed rate.
3. **Variety of Projects Eligible:** A wide range of projects are eligible for support under EnergyWorks, including:
  - a. **Comprehensive building retrofits**, in which a range of energy saving improvements are implemented at once.

- b. **Single measure retrofits/equipment swaps**, in which a single energy saving measure is implemented -- often the upgrade of a major piece of equipment like an HVAC system or industrial machinery (lease financing is available for equipment).
- c. **Gut rehab and new construction projects**, in which developers can utilize EnergyWorks financing to cover the portions of project cost that directly impact energy use (often as much as 30% of total project cost).

Eligible projects must demonstrate a minimum of 25% energy savings (EnergyWorks experts can help you figure out how to create a project that meets this target) and the financial ability to repay a loan.

To learn more, go to [www.EnergyWorksNow.com/for-your-business/](http://www.EnergyWorksNow.com/for-your-business/) and fill out the simple Initial Financing Application Form to see if your business qualifies for an EnergyWorks energy assessment and/or financing.

Questions? Just call 215-496-8139 to speak with Jennifer Crowther, EnergyWorks commercial lending specialist. Let her know that you have been referred by Bucks County Economic Development Corp.

*EnergyWorks is a program of the Metropolitan Caucus, a coalition of councilmembers and commissioners from Bucks, Chester, Delaware, and Montgomery Counties and the City of Philadelphia. It is funded by a grant from the US Department of Energy and implemented in partnership with lending partners at The Reinvestment Fund and the Philadelphia Industrial Development Corporation.*

## FROM THE DESK OF BCITC

Our Bucks County International Trade Council Membership campaign has just commenced with Board Members Brian Thomas, Global Marketing Associates and Jonathan Hoke, Fulton Bank, heading the effort. We will be contacting Bucks County companies with products suitable for export in order to advise them of opportunities for increasing their business. We are also inviting those companies which are already involved in exporting to attend a BCITC networking event to be scheduled for early May.

BCITC, founded in 1993, is the export assistance agency for Bucks County employers. Companies interested in joining BCITC and benefitting from our export assistance programs are invited to contact us.

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.

**Learn how BCITC membership can benefit you...May 26, 2011 at The Market Delaware Valley College, from 4 - 6 PM. For event information contact Brian Thomas, 215-284-9131 or [information@bcitc.org](mailto:information@bcitc.org).**

*Please visit us at [www.international-trade.org](http://www.international-trade.org). For Membership Information, please contact Brian Thomas at 215-284-9131.*



# FINANCIAL TOOLBOX

## SBA Opens Temporary Refinancing Program to Real Estate Mortgages Maturing After December 2012

Small business owners with eligible commercial real estate mortgages maturing after Dec. 31, 2012, will be able to secure more stable, long-term financing through the U.S. Small Business Administration's temporary 504 refinancing program as a result of a change that will be published in The Federal Register by April 6.

In February, SBA implemented a temporary refinancing program enacted under the Small Business Jobs Act of 2010, which allowed small businesses facing maturing commercial real estate mortgages or balloon payments before Dec. 31, 2012, to refinance with an SBA 504 loan. The SBA change will lift the date limitation and will allow more small businesses to secure stable, long-term financing and avoid potential foreclosure on mortgages approved before and during the recession that were based on inflated real estate values.

"With the collapse of the real estate bubble, many small business owners have found themselves unable to refinance as a result of inflated real estate values at the time they took out their mortgage," SBA Administrator Karen Mills said. "SBA's temporary 504 refinancing program was first made available to those small businesses with the most immediate need. Today's step opens this critical assistance to more small businesses, giving them the opportunity to restructure their debt and free up capital that will be essential to keeping their doors open and also their future ability to grow and create jobs."

To be eligible for the temporary 504 refinancing program, a business must have been in operation for at least two years, the debt to be refinanced must be for owner-occupied real estate and have been incurred no less than two years prior to the date of application and the proceeds used for 504-eligible business expenses, and payments on that debt must be current for the last 12 months.

The refinancing loan is structured like SBA's traditional 504 loan. Typically, a 504 project includes three elements: a loan (or first mortgage) secured with a senior lien from a private-sector lender covering 50 percent of the project cost, a second mortgage secured with a junior lien from an SBA Certified Development Company (backed by a 100 percent SBA-guaranteed debenture) covering up to 40 percent of the cost, and a contribution of at least 10 percent equity from the small business borrower.

Borrowers are able to refinance up to 90 percent of the current appraised property value or 100 percent of the outstanding mortgage, whichever is lower, plus eligible refinancing costs. Loan proceeds may not be used for other business expenses. Existing 504 projects and government-guaranteed loans are not eligible to be refinanced.

Under the Jobs Act, Congress authorized SBA to approve up to \$15 billion in loans under this program (\$7.5 billion in both fiscal years 2011 and 2012). Together with the first mortgage, this temporary program will provide up to \$33.8 billion of total project financing. Additional fees charged to the borrower will cover the cost of this refinancing program and as a result no loan subsidy will be needed from taxpayer funds. The program is expected to benefit as many as 20,000 businesses.

SBA's traditional 504 loan program is a long-term financing tool, designed to encourage economic development within a community. A 504 loan provides small businesses with long-term, fixed-rate financing to acquire major fixed assets for expansion or modernization.

With publication in the Federal Register, which is expected by April 6, SBA will begin accepting applications from small business owners with mortgages maturing after Dec. 31, 2012. The program will be in effect through Sept. 27, 2012.

### Current Interest Rates

<b>Pennsylvania Industrial Development Authority (PIDA)</b>	<b>3.50%</b>
<b>Small Business First (SBF)</b>	<b>4.50%</b>
<b>The First Industries SBF</b>	<b>5.00%</b>

Contact Jim Pawlikowski, BCEDC Loan Manager to learn more about the loan programs above or how BCEDC can assist your expansion or re-location plans.



# COMPANIES ON THE MOVE

## February 2011 - March 2011

(Information provided by NAI Mertz and Franklin Realty Development Corp.)

### Bristol Borough

Industrial	2,600
<b>Grand Total</b>	<b>2,600 sq. ft.</b>

### Levittown

Office	10,786
<b>Grand Total</b>	<b>10,786 sq. ft.</b>

### Bristol Township

Industrial	8,000
<b>Grand Total</b>	<b>8,000 sq. ft.</b>

### Lower Southampton

Industrial	15,000
<b>Grand Total</b>	<b>15,000 sq. ft.</b>

### Ivyland Borough

Office	3,100
<b>Grand Total</b>	<b>3,100 sq. ft.</b>

### Warminster

Industrial	3,546
<b>Grand Total</b>	<b>3,546 sq. ft.</b>

## Five Year Lease Signed at CenterPointe Office Center

CenterPointe Office Associates, L.P. signed a five year lease for 3,546 square feet at 626 Jacksonville Road, Warminster, PA. Frank Gonser, Gelcor Realty, represented CenterPointe Office Associates, L.P., and Tom Weitzel, Jones Lang LaSalle, represented the tenant.



## 2011 Publishing Deadlines for the Bucks Prospectus

Deadline Date	Publication Date	Issue
5/23/2011	6/21/2011	Late Spring
7/18/2011	8/23/2011	Summer
9/19/2011	10/18/2011	Fall

# WELCOME NEW MEMBERS

## BCEDC Welcomes New Members:

**Ken Lufkin**  
3rd Federal Bank

**Bruce Knipe**  
Bucks County Bank

**Kim Harding**  
Kim Harding Graphic Design

**Sue Welch**  
Abington Bank

**Kim Tulio**  
Bucks County Bank

**Lisa Novotny**  
Nappen & Associates

**Eugene H. Charlton, Jr.,**  
Blue Flame Gas Service

**Andrew Randolph,**  
Franklin Realty Development

**Kelley Cwiklinski**  
Team Capital Bank

*Thank you for your support in helping us reach our goals!*

# BCEDC BUSINESS HAPPENINGS

## February 2011 - April 2011

	Amount Borrowed	Square Foot	Reason For Loan	Jobs Created	Jobs Retained
Bensalem	\$ 687,000	22,300	Aquisition & Related Costs, Building Renovations	10	0
Middletown Township	\$ 20,700,000	5,200	Facility Renovations & Refinancing	0	190
	<b>\$21,387,000</b>	<b>27,500</b>		<b>10</b>	<b>190</b>

(Details below.)

## NEW FINANCING APPROVED IN 2011

**Irene's Bakery** is a commercial bakery and food production operation that produces and sells Eastern European and Jewish specialties to area retailers, food markets and larger supermarkets was approved to borrow \$687,000 from Pennsylvania Industrial Development Authority (PIDA). The loan will be used for acquisition, construction and related costs for 22,300 square foot industrial building located in **Bensalem**. Tens jobs will be created.

**The George School**, a Quaker coeducational boarding and day school, was approved for \$20,700,000 for tax-exempt financing. The \$6,500,000 will be used for facility renovations and \$14,200,000 will be used for refinancing of existing debt at a lower interest rate. The George School is located in **Middletown Township**. This project will retain one hundred and ninety jobs.

## NOTEWORTHY NEWS

### Building a Stronger Business Community in Upper Bucks County: A Message from the Chambers

Over the past several months, board members of both the Upper Bucks and Pennridge Chambers of Commerce have been strategizing on a new level of cooperation to enhance our ability to better serve the needs of our Chamber members. Our energy has been focused on leveraging the strengths of both Chambers, while seeking efficiencies to combine the two organizations by the end of 2011. Both Chambers are strong and relevant partners who work daily to understand the critical needs of the business community. Our focus continues to be on bringing improved programs and services to our members as our discussions progress.

The value of our Chamber membership is at the center of our efforts. We take great pride in being a strong and relevant partner by understanding the critical needs of the business community, and will implement a plan to im-

prove the topics, forums and initiatives for your benefit. More information will follow as our focus on bringing improved programs and services evolve and our discussions progress. We will be reaching out to our collective membership to gather insight that will enhance the value of your membership and the community at large.

Your membership is valued and we remain committed to an improved experience for all Chamber members in Upper Bucks County.

In Your Service,  
 Board of Directors  
 Upper Bucks & Pennridge Chamber of Commerce  
 Tara King,  
*Upper Bucks Chamber of Commerce Executive Director*  
 Betty Graver,  
*Pennridge Chamber of Commerce Executive Director*

## MEMBER'S CORNER

### Kreischer Miller Alliance Partner Named Second Largest International Association

Kreischer Miller, one of the largest accounting, tax, and business advisory firms in the Greater Philadelphia region, today announced that The Leading Edge Alliance, of which Kreischer Miller is a member, was ranked the second largest international association of independent accounting firms for 2011 by the International Accounting Bulletin.

The Leading Edge Alliance (LEA) is an international alliance of independently-owned accounting and consulting firms. Established in 1999, The LEA has more than 165 member firms worldwide, with collective revenues of \$2.4 billion. There are approximately 100 countries represented in the association.

"Our affiliation with The LEA provides us access to a wealth of knowledge and global resources, which enables us to expand our capabilities and provide a greater depth and breadth of advice and services to our clients," said Stephen W. Christian, Managing Director at Kreischer Miller. "Through our relationship with The LEA, we offer our clients innovative strategies to enhance their management, business process, finance, operations, information technology, and marketing performance."

The LEA enables member firms to access the resources of a multibillion dollar global professional services organization that provides technical resources, industry specialization, professional training and education, and peer-to-peer networking opportunities. Affiliation with The LEA empowers member firms to offer clients the size and scope of a large multinational firm with the high-touch, high-quality service of a local firm.

#### About Kreischer Miller

Kreischer Miller is one of the largest accounting, tax, and business advisory firms in the Greater Philadelphia region. The firm offers a wide range of services, including Audit and Accounting, Tax Strategies, Business Advisory, Human Capital Resources, and Technology Solutions. Industry specialties include Manufacturing, Distribution, Real Estate, Construction, Family-Owned Businesses, Media Companies, Government Contractors, Not-for-Profits, Professional Service Firms, and the Investment industry. The firm provides creative and value-added professional services to an ever-increasing client base.

To learn more, call us at 215.441.4600 or visit [www.kmco.com](http://www.kmco.com).

### New Hope Solebury High School Uses Seatbelt Challenge Grant Money To Purchase "Buckle Up" Sign

TMA Bucks was pleased to learn that New Hope Solebury High School's student government group used grant money from achieving the greatest percentage increase for the 2009-10 Bucks County High School Seatbelt Safety Challenge to good use by recently purchasing and installing a buckle your seatbelt safety reminder sign near the exit of the student parking lot.



The student government group at New Hope Solebury High School partnered with the school CARES group to

purchase the sign as part of their joint safe driving and seatbelt initiative for this school year.

New Hope Solebury student drivers posted a 14 percent increase in seatbelt usage from baseline surveys in fall 2009 (80 percent in the fall to 94 percent in the spring). Last May, the student government group was presented with \$500 donated by TMA Bucks and was also awarded a perpetual trophy plaque.

This year's challenge is the biggest yet with 17 high schools in Bucks County participating, the most ever. Sponsors for this year's challenge include: AAA Mid-Atlantic, Jacobs Engineering, Visit Bucks County, Univest and Senator Tommy Tomlinson's office. T-shirts (seen in the photo) promoting seatbelt safety that are distributed to all participating high schools are made possible by the generosity of our sponsors.



[www.tmabucks.com](http://www.tmabucks.com)  
[www.twitter.com/tmabucks](https://twitter.com/tmabucks)

# MEMBER'S CORNER

## Bursich Receives Survey Award for Second Year

Bursich Associates, Inc., a Pottstown, Pennsylvania-based civil engineering and surveying firm – accepted a 22nd Annual Plat Competition award for an ALTA/ACSM Survey for the Wegman's Supermarket at Providence Town Center in Collegeville from the Pennsylvania State Society of Land Surveyors (PSLS) on January 24 in Hershey, Pa. Bursich received a similar award in the PSLS 21st Annual Plat Competition last year for an ALTA/ACSM Survey for Providence Town Center.

"Receiving this award for two consecutive years is a testament to the quality of our surveying and drafting team," said Dane K. Moyer, P.L.S., vice president of operations. "This is a great honor for all of us."



Bursich Associates, Inc., founded in 1972, is an engineering, planning, and land surveying firm based in Pottstown, Pa., with an additional location in Bucks county. The firm specializes in the design of roads and bridges; water and wastewater

facilities; land development; stormwater management solutions; high-definition 3D laser scanning, and land surveying throughout Pennsylvania. With a staff of 40 professionals, Bursich services local, county, state, and federal government within the public sector and residential, commercial, industrial, and institutional clients in the private sector.

*Brian M. Fraley, Director of Business Development, Bursich Associates Inc., 2129 E. High Street, Pottstown, PA 19464, 484-941-0459, fax: 610-323-8240, brian.fraley@bursich.com, www.Bursich.com*

## 44 Business Capital Has Hired Ed Naronzy



44 Business Capital, a direct SBA lender to small and middle market companies, recently opened an origination office in Florida. 44 has hired Ed Naronzy, a 20+ year SBA lending veteran to

spearhead the operation. 44 Business Capital is the #1 SBA lender in the Philadelphia District of the SBA.

To learn more visit [www.44Businesscapital.com](http://www.44Businesscapital.com).

# FAQ ABOUT BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

The BCEDC staff answers many questions during the course of their business day concerning who we are, what we do, and many other questions about economic development. With over 40 plus years of experience, the staff hopes to provide you with informative answers. Do you have a question...?

### Who conducts tax-free financing in the County and who qualifies for tax-free financing?

Tax-Free financing is accomplished through BCEDC's partner, Bucks County Industrial Development (BCIDA). The BCIDA was created in 1967 by the Bucks County Commissioners.

The BCIDA is a conduit for tax-free financing for manufacturing companies, 501C3 not for profit tax exempt entities such as nursing homes, health care facilities and educa-

tional facilities and exempt facilities such as solid waste disposal facilities, and hazardous waste disposal facilities.

The types of tax free financing that are available to the aforementioned entities are:

Mortgages - A bank can provide a tax-exempt mortgage to the company through the BCIDA. Interest earned by the bank is exempt from Federal and State taxes. The bank, in turn, passes on a lower interest rate to its borrower; Bonds - BCIDA can issue bonds for the financing of a project. These bonds are tax exempt to the bondholders. The bonds are backed by a letter of credit from a bank.

To learn more about tax-free financing call Jim Pawlikowski, BCEDC Loan Manager, 215.348.9031.

What do you want to know about BCEDC? Submit a question to [kellyd@bcedc.com](mailto:kellyd@bcedc.com).

# UPCOMING EVENTS



## Johnsville Centrifuge and Science Museum Second Annual Spring Gala

**May 14, 2011**, Vereinigung Erzgebirge (VE) Club, 6-11 PM, Tickets: \$60

For more information about the event: [nadcmuseum@comcast.net](mailto:nadcmuseum@comcast.net) or 267.250.8841. To learn more about the Centrifuge and Science Museum [www.nadcmuseum.org](http://www.nadcmuseum.org)

## A New Dawn for Commerce and Community! Energized for a New Economy. Upper Bucks Chamber of Commerce Business EXPO

**May 17, 2011**, Noon - 6 PM, Quakertown High School, 600 Park Avenue – Quakertown, PA

For more information: 215.536.3211, [www.ubcc.org](http://www.ubcc.org), [info@ubcc.org](mailto:info@ubcc.org)

## American Red Cross Lower Bucks County Chapter Upcoming Event

**May 24, 2011** – Golf Outing

This annual golf tournament allows you, your customers and friends to have some fun in the sun while supporting the numerous important services of the American Red Cross Lower Bucks County Chapter. For more information, visit [www.redcrosslbcc.org](http://www.redcrosslbcc.org).

## Bucks County Small Business Forum Hosted By Senator Bob Mensch

**June 23, 2011**, 6 - 8 PM – Business Development Session

Location: Milford Township Building, 2100 Krammes Road, Spinnerstown, PA

Senator Bob Mensch (R-24) will host two Small Business Forums at Milford Township Building, located at 2100 Krammes Road in Spinnerstown. Guest panelists at the forum will include representatives of the Lehigh Valley Small Business Development Center and the Bucks County Economic

Development Corporation. Presentations during the Development Session will include "Growing your Business", "Business Advocacy" and "Workforce Development." Those planning to attend are asked to RSVP by contacting Mensch's office at 215.541.2388. Information is available on Mensch's website at [www.senatormensch.com](http://www.senatormensch.com).

## Fulton Bank Financial Series 2011 Central Bucks Chamber of Commerce

**Thursday, May 12th:** Selling to the Federal Government and County featuring representatives from the Small Business Administration and Bucks County Purchasing (3 1/2 hour program). All workshops will be held at the Central Bucks Chamber of Commerce, 252 W. Swamp Road, Bailiwick Office Campus Suite #23, Doylestown, PA 18901. The program begins promptly at 8:30 AM. Pre-registration is requested due to limited seating; there is no charge to attend the event.

## Lower Bucks County Chamber of Commerce

**Wednesday, May 25th:** Exporting to Canada: Bucks County's First Export Market join the PA Authorized Trade Representative for Canada via live webinar, and experts in the fields of logistics and international finance (2 hour program).

All workshops will be held at the Lower Bucks County Chamber of Commerce, 409 Hood Blvd., Fairless Hills, PA 19030. The program begins promptly at 8:30 AM.

Pre-registration is requested due to limited seating; there is no charge to attend the event.

## Shaping Business Success in the New Decade Pennridge & Upper Bucks Region

**Thursday, June 16th:** Business Marketing Panel Q&A join our moderator and a panel of senior-level marketing directors representing the areas of healthcare, manufacturing, banking, and biotechnology. All workshops will be held at Bucks County Community College, Upper Bucks Campus, located at 1 Hillendale Road, Perkasie, PA 18944. Networking and registration begins at 8:00 AM. The program begins promptly at 8:15 AM and concludes at 10:30 AM. Pre-registration is requested due to limited seating; there is no charge to attend the event.

**To register for any of the above workshops, contact the County of Bucks Business Development Administrator Sonia Smith, at 215.345.3839 or at [srsmith@co.bucks.pa.us](mailto:srsmith@co.bucks.pa.us).**

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### Correction:

Winter 2011 reported on page one that Ely Farm Products was located in Newtown Borough, however, they are located in Upper Makefield.



**pennsylvania**  
DEPARTMENT OF COMMUNITY  
& ECONOMIC DEVELOPMENT

Opinions expressed within this newsletter are not necessarily the opinions held by the BCEDC.

# GOOD, LOCAL BUSINESSES CREATE GOOD, HEALTHY TOWNS.

Making a difference in the community is something we should all strive for.

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