



BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

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NOTEWORTHY NEWS

Corbett Administration Reduces DCED Interest Rates to Spark Economic Growth and Job Creation

To address a key recommendation of the Governor's Manufacturing Advisory Council (GMAC) the Department of Community and Economic Development (DCED) announced that it has reduced the interest rates of five business loan programs to encourage new economic growth and job creation.

Governor Tom Corbett's pro-growth policies are leading to resurgence in manufacturing in Pennsylvania, DCED Secretary C. Alan Walker said. This new initiative makes a bold statement that Pennsylvania is committed to growing our businesses, promoting job creation, and improving the economic base of our communities.

In December, DCED lowered the interest rates for the Machinery and Equipment Loan Fund, the Small Business First Program, the Pollution Prevention Assistance Program and the Export Financing Program from 2.75 percent to 1.50 percent. Additionally, the Pennsylvania Industrial Development Authority (PIDA)

approved lowering its interest rates to 1.50 percent.

PIDA and DCED will also waive its fees charged to the borrowers. The new rates will initially be in place for applications received through March 31, 2013.

The GMAC report sent to Gov. Corbett and the General Assembly in August outlined 15 key recommendations, including the need to improve access to capital. The council identified that 45 percent of small manufacturers accessed debt capital in 2010 and that 78 percent of small manufacturers are negatively affected by a lack of access to capital.

Access to capital is a critical component of any successful manufacturer, Walker said. By reducing interest rates and the cost of borrowing, we are encouraging new growth through providing critical access to capital and freeing up operating cash to support new job creation. For the complete article [click here](#).

Interested in being a Sponsor? Contact Bob or Kelly 215.348.9031

Save the Date April 24, 2013



BCEDC's Annual Dinner held at Spring Mill Manor

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.

NOTEWORTHY NEWS

BCEDC Held its General Board Meeting at Bucks County Community College

BCEDC held its General Board Meeting at Buck County Community College, Newtown Campus on December 3, 2013. Barbara A. Miller, Vice President, Continuing Education/Workforce Development and Public Safety introduced the BCEDC Board of Directors to the Bucks County Community College's Center for Workforce Development.

Bucks County Community College's Center for Workforce Development delivers high value customized training to local businesses and industry to enhance employee skills. Our team partners with company stakeholders and management to identify specific skills necessary to prepare for future success. We then tailor programs, drawing from a robust network of recognized trainers, to offer effective training at competitive rates. We believe your investment in talent drives employee engagement to help you achieve your business objectives. The Center also provides consultation and training plan development as well as continuing professional education.

If you're looking to improve the performance and skill sets of your employees, add Bucks to your team. Our goal is to help you create the most productive team to drive growth and success. Workforce Development services include:

- Business-specific customized courses
- IT/Computer skills
- Professional/personal development
- Human Resource, Soft Skills, Communication
- Lean Six Sigma
- Project Management
- Small Business Management
- Technical Writing

The CWD also works with companies and various local agencies and services to assist employers to recruit talent to fill positions so critical to company growth. We provide training, some grant funded, in the following areas:

Advanced Manufacturing (Stackable certificate programs available in: Production Technician; Quality Technician; Industrial Electrical I and II; Industrial Mechanical I and II; Energy Technician; Advanced Manufacturing Integrated Systems Technology) Construction Estimating, Management and Supervisory Series; Electrical Pre Apprenticeship Program; Sustainable Building Advisors Program; Mechanical Maintenance/Mechatronics Technician Fast Start and many more. (Certain programs prepare individuals for industry standard certification or state licensure examinations.)



The Center for Workforce Development looks forward to continuing to provide value to our local workforce, businesses and the greater community. For more information please contact Lauren Loeffler, Executive Director, at 215-968-8017 or Loeffler@bucks.edu.

BCEDC Board of Directors and Staff would like to thank Barbara Miller and her team for their hospitality.

BCEDC WELCOMES NEW MEMBERS

Michael Johnson
First Priority Bank

Sam Macrina
Customers Bank

Greg Rogerson
JG Petrucci Co., Inc.

Dr. Stephanie Shanblat
Bucks County Community College

SPOTLIGHT ON BUCKS BUSINESS

Eastern AutoParts Warehouse Moves Into New Langhorne Distribution Center

In July of 1989, Eastern AutoParts Warehouse opened its doors in Langhorne, PA as a local auto parts store, with just five employees. The people who were answering the phones were also delivering the parts, collecting the money and sweeping the floors! Led by owner, Steve Thorne, every employee worked hard and contributed to making the business succeed. Eight years later, with a network of three additional warehouses to support in Doylestown, Allentown and Bensalem, Eastern relocated its Langhorne hub warehouse and offices to a larger building on South Flowers Mill Road.

In 2011, Eastern AutoParts Warehouse again began to outgrow their facility and began searching for a new home. In order to keep up with the continuing parts proliferation and to adhere to their commitment to continually improve offerings and gain efficiencies, Eastern needed more space. In January 2012, they relocated their primary Distribution Center to its new home at 1050 Wheeler Way in Langhorne. The Corporate offices remain half a mile away at the former distribution center.



Pennsylvania Industrial Development Authority (PIDA), Eastern was able to acquire and renovate this 120,000 square foot facility. The facility includes offices, counter work stations, a driver dispatch area, an 8-bay loading dock with receiving area and a system of conveyers designed specifically to transport auto parts throughout the building. The bulk of the facility

is used to house more than \$15 million in inventory. Thanks to the enormity of the warehouse, the company has room to expand in its new location, as the building has not reached its full capacity. This Distribution Center was built with the express purpose of consistently distributing more parts, at a lower cost of operation, to an even larger network of professional installers. Eastern takes pride in being able to offer an ever-increasing inventory of dependable auto parts to professional installers throughout the region.

Long-term staff contributes to the daily success of the entire organization, which employs nearly 760 full- and part-time dedicated employees, more than 230 of whom work in Bucks County.



This new state-of-the-art centralized Distribution Center currently supports the daily operations of 28 regional warehouses in Eastern Pennsylvania and lower New Jersey. Partially funded by a \$2,000,000 low-interest loan from the



For more information about Eastern AutoParts Warehouse, please visit www.eapw.com.

THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability

Somebody, Please Stop This Ride!

Whoever said that life is like a roller coaster ride must have owned a small manufacturing business. Lose one major customer, or even two small ones, and your accountant is screaming as you fly downward, holding your breath against hitting bottom. Land a big, new client, and your hands are in the air in anticipation of the fun ahead.

Fortunately, roller coaster rides usually last no more than a few minutes. Unfortunately, the ups and downs of running a small manufacturing business play out over a longer period of time and often overlap. This overlap often causes small business owners to focus on how to react quickly to the changes rather than focusing on how to predict them. The ups and downs are part of business life. How to identify, prioritize and respond to them on a timely basis is key to the success of your business.

Partnerships

The good news is that you and your accountant are not alone on the ride. Organizations like the Bucks County Economic Development Corporation (BCEDC) ride with you. BCEDC membership ensures that you have access to resources that can help you to increase the highs and balance out the lows in your company's cash flow.

The Strategic Early Warning Network (SEWN) is one such resource. We provide professional, confidential turnaround consulting services to small manufacturing companies at no cost to the company through our partnership with the Department of Labor and Industry.

Cash Flow Modeling

Real-time cash flow monitoring is one of the most effective tools to help you to identify, prioritize and predict changes in your business. Using your personal finances as an example, the chances are good that you have an excellent handle on your personal checking account. Your bank and your computer give you instant recognition of the deposits, withdrawals, and account balances. You personally keep a close eye on the family funds and where they are going.

Your company finances, though, are a little stickier. Unlike your personal checking account, your company finances rely on a number of outside factors in order to balance. You also rely on others to tell you where your company's cash flow is trending. Even if this financial information is sound, it often comes with a significant time lag. Timely cash flow modeling is simply a method that allows you to predict these outside factors and how they may impact your bottom line.

SEWN's financial experience and our network of support organizations can provide you with tools such as cash flow modeling that are clear, easy to understand, and allow you to plan for the ups and downs of running a company.

Enjoy the Ride

Adequate cash flow is vital to your company. Instead of dreading the inevitable down turns in your business, let SEWN and our partners coach you on how to predict and plan for them through cash flow modeling. Contact us at sewnse@steelvalley.org so that we can help you enjoy the ride.



2013 Publishing Dealines for The Bucks Prospectus

Deadline Date	Publication Date	Issue
3/19/2013	4/22/2013	April
5/21/2013	6/24/2013	June
7/22/2013	8/19/2013	August

FINANCIAL TOOLBOX



Loan Program

	Interest Rate (%)
Pennsylvania Industrial Development Authority (PIDA)	1.50
Small Business First (SBF)	1.50
Machinery & Equipment Loan Fund (MELF)	1.50
First Industries Loan (FIF)	2.75

These rates are effective until March 31, 2013

COMPANIES ON THE MOVE



410 East Walnut Street, Perkasio

Brode & Brooks brokers a deal in Perkasio

A new lease was signed in December of 2012 by CSR, a manufacturer of braided rope. The new lessee will occupy 4200 square foot at the Perkasio Industrial Center, located at 410 East Walnut Street. Wally Landes of Brode & Brooks Inc. brokered the lease.



65 Richard Road, Ivyland

NAI Mertz brokered a Sale of 30,000 square foot in Ivyland.

Adam Lashner NAI Mertz brokered the deal between Vincent Visco and Sylvan Gross. The industrial space is located at 65 Richard Road, Ivyland. The new owner will occupy 15,000 square foot with the other half available for lease.

December 2012 - January 2013

(Information provided by Brode & Brooks, Colliers International and NAI Mertz)

Bensalem

Industrial	21,600
Grand Total	21,600 sq. ft.

Perkasio

Industrial	4,200
Grand Total	4,200 sq. ft.

Langhorne

Industrial	54,180
Grand Total	54,180 sq. ft.

Warminster

Industrial	57,544
Grand Total	57,544 sq. ft.

FROM THE DESK OF BCITC

2013 Bucks County International Trade Council Membership Information



The BCITC is actively seeking new members who are interested in participating in our events and offering their experience to assist in the future growth of the council. If you are interested in becoming a new member, or renewing a previous membership, please click here for our 2013 Membership Application: [BCITC 2013 Membership Form](#).

The Bucks County International Trade Council (BCITC) strives to provide local businesses with timely educational programs and direct support. Through seminar series, networking events, newsletters, and direct consultative meetings with local businesses, the BCITC provides a valuable service to local companies and individuals looking to expand involvement in international trade

For questions, please email us at information@bcitc.org or contact Deb Nowak (215-359-7175) or Brian Thomas (215-284-9131), Co-Chairs of the Council.

BCEDC BUSINESS HAPPENINGS

Company	Municipality	Loan	Loan Amount	Jobs Retained	Jobs Created	Total Project Cost
Bristol Riverside Theatre	Bristol Township	CZLF	\$85,000	45	58	\$100,000
Creative Displays Solutions Inc.	Bensalem Township	PIDA	\$660,000	0	20	\$1,110,000
Easter Manufacturing, Inc.	Middletown Township	PIDA	\$2,000,000	0	40	\$5,735,000
Eastern Autoparts	Middletown Township	PIDA	\$3,420,000	138	90	\$5,660,897
Pulse Technologies	Milford Township	PIDA	\$1,000,000	186	0	\$2,000,000
		IDA	\$800,000	—	—	—
IMET Corp.	Upper Southampton Township	IDA	\$652,000	11	5	\$702,500
Zampell Refractories	Bristol Township	PIDA	\$1,275,000	0	40	\$2,250,000
TOTAL			\$9,892,500	380	253	\$17,558,397

CZLF Coastal Loan Fund

IDA Industrial Development Authority

PIDA Pennsylvania Industrial Development Authority

NEW FINANCING APPROVED

The George School, Middletown Township, was proved to borrow 34 million dollars of tax exempt financing with the Bucks County Industrial Development Authority. The bond

issue will be used for construction, acquisition, and equipping of an approximately 99,000 square foot fitness and athletics center. Five new jobs will be added.

MEMBER'S CORNER

SMS Rail Lines and CSX Assisted an Illinois Fire Company with Transporting a Donated Fire Truck to Bergen County, NJ.

Rutland-Dundee Fire Protection District (FPD), Gilbert, IL donated a fire truck to Moonachie Fire Department, Bergen County, NJ. The donated 1984 Pierce Dash Pumper fire truck will help replace several of their trucks that were damaged by Hurricane Sandy.

SMS Rail Lines and CSX donated the transportation services of the fire truck via rail to the Penn Warner Industrial Park, Morrisville. The movement of the truck began on December 3 and would take about a week to arrive in Morrisville. The fire truck was unloaded from the SMS Rail Lines loading dock and driven to Moonachie Fire Department by Captains Richard and Jeff Myers of FPD.

For more information about SMS Rail Lines, contact John McCreavy, Sales/Business Development, e-mail: jmccreavy@smsrail.com or by phone: 856-467-4800. www.smsrail.com/index.html



Photo by Tim Darnell

Bucks County Bank Announces Hiring of Amy McKenna as Retail Business Development Officer

John D. Harding, Chairman, President and CEO of Bucks County Bank announced the recent hiring of **Amy McKenna** of Churchville, PA to the Retail Division as a Business Development Officer. Rick Battaglia, Senior Vice President and Chief Retail Division Officer was quoted as saying, We are pleased to have Amy on our team, and feel that with her connections and community involvement, she will be a great addition to the bank. Ms. McKenna shared in Mr. Battaglia's excitement, saying, I'm happy to be part of the Bucks County Bank Team and am eager to start building business relationships here.



Ms. McKenna has over 20 years of retail sales experience and currently serves as Vice President of the Newtown Business Association (NBA) and chairperson of both the Business Card Exchange Committee and NBA Business Expo Committee. She is also a very active member of the Lower Bucks Chamber of Commerce (LBCCC), being chairperson of the Business Card Exchange Committee and Speed Networking Event Chair for LBCCC.

Bucks County Bank offers comprehensive financial products for businesses, professionals and individuals. Bucks County Bank offices are located in Doylestown at 200 S. Main Street, in Warminster at 356 York Road, in Levittown near Five Points at 7203 New Falls Road, and in Bensalem at 2084 Street Road. The Mortgage Division is located at 16 N. Franklin Street, Suite 115, in Doylestown

Verizon Foundation gives NOVA a \$12,000 Grant

Network of Victim Assistance (NOVA) is proud to announce a \$12,000 grant from Verizon Foundation to help in its development and presentation of an education program, Promoting Healthy Relationships for Teens to increase knowledge about dating violence, healthy relationships, and offer resources and strategies available to reduce and prevent violent behaviors.

NOVA will be delivering the program during the upcoming school year to approximately 3,000 students, parents and educators in Bucks County public and parochial schools at the middle school and high school levels. NOVA seeks to prevent violence and reduce the risk of victimization by highlighting characteristics of healthy versus unhealthy relationships and empowering listeners to create healthy relationships in

Continued on page 8

MEMBER'S CORNER

Verizon Foundation continued from page 7

their lives. Components of other NOVA programs (e.g., cyber safety and sexual harassment) are included. NOVA educators with professional experience in the classroom will teach the program.

Education for dating violence provides a critical opportunity to break the cycle of violence before it escalates and Verizon is proud to improve the quality of life for youth and families in Bucks County by empowering the community with innovative tools and resources, said Daniel J. Reavy, Director of External Affairs for Verizon Pennsylvania. We're investing in programs, such as our partnership with NOVA, to touch people's lives and encourage them that it is a shared community responsibility to stand against domestic violence and together we can truly make a change.

In addition, NOVA expects to populate its youth advisory and peer education groups using outreach conducted during the programs. As leaders and advocates, group members will help provide programs to younger students and raise awareness of NOVA's mission through public outreach programs.

To bring one of these prevention education programs to your school, please contact Mandy Mundy, NOVA's director of education and training, at 215.343.6543 or Mandy@NOVABucks.org. For more information regarding all of NOVA's prevention education programs, visit www.novabucks.org.

ABOUT VERIZON FOUNDATION

The Verizon Foundation helps people to live healthy, safe and independent lives by addressing disparities in education, health care and sustainability. For more information, visit www.verizonfoundation.org. To get the latest news follow the Verizon Foundation (@VerizonGiving) on Twitter (www.twitter.com/VerizonGiving). HopeLine from Verizon collects no-longer-used phones, batteries and accessories - in any condition from any carrier - and then refurbishes, sells or recycles the phones and donates the proceeds to domestic violence organizations throughout the country and in Pennsylvania.

To learn how to make a donation go to <http://aboutus.verizonwireless.com/communityservice/hopeLine.html>.

News About Compass Sign Company

In February Compass Sign will celebrate their 15th Year Anniversary.

We are rapidly approaching two years in our new facility with the support of the BCEDC.

In the last five months we have hired six new employees in manufacturing and office staff positions to support the increase in production.

We were a sponsor in Aria Health's Annual Golf Benefit.

We were recently awarded comprehensive sign projects for four separate regional hospitals, Dow Chemical's new Collegeville



campus, two DuPont facilities, rebranding of various Brandywine Realty Trust properties as well as the creation of three 20' LA Dodgers logo sculptures for their renovated ball park for the 2013 season.

Compass Sign is located on 1505 Ford Rd, Bensalem, PA 19020, 215.639.6777, info@compass-sign.net on the web at www.compass-sign.com

EVENTS

Bucks County Audubon Society's Cabin Fever Fest

Cabin Fever Fest — end of winter, celebration of spring fundraising event — to be held **March 23rd** in conjunction with the generosity of the New Hope Winery. Festivities begin at 6:00 pm with a reception, a meet and greet with the performers which is followed by a concert.

BCAS provides environmental education to the community at the Honey Hollow Education Center located in Solebury Township. In addition, the funds go toward maintaining the land BCAS owns which is part of the only watershed in the country that is listed on the National Historic Registry. Activities range from lectures, bird seed sales, family fun days, to outings for local scout troops and schools trips, including outreach literacy programs. BCAS is playing an active role in the

Bird Town project which is a county-wide program to teach how to make our backyards more bird-friendly. Please contact Diane Johnston, VP-BCAS Board, at 610-662-7105 for more information.

Bucks County Audubon Society is a private 501(c)3, non-profit organization. Program support comes from memberships; bequests & individual donors; public & private agency grants; corporate & business donations; matching gifts, in-kind materials & services donations; BCAS special events, sales, and field trips; and program fees & education services. All contributions are tax deductible.

To learn more about the BCAS go to www.bcas.org.



Dear Community Member,

The Bucks County Audubon Society is proud to announce a number of exciting programs scheduled for the year ahead. We are seeking sponsors to partner with us to share these environmentally significant offerings, and fund raising events with our neighbors in Bucks County. We are actively working to design new strategies to better celebrate and promote our partners by updating our website to include an area to recognize and appreciate your commitment, and to provide links to your business websites. Additionally, we will advertise your involvement with particular programs and events, and will work to feature different partners at different times of the year. Business Membership is included with all sponsorship levels.

Contact Ann McCauley for a list of eleven of our most popular events. Sponsorship is a highly effective means of advertising and we hope you will partner with us by supporting one or more events this year.



Available Sponsorship Packages

- Select one event: Hawk \$250, Hummingbird \$500, Blue Bird \$1000, Eagle \$2000
- Select two events at Eagle level \$3000
- Select three events at Eagle level \$5000
- Select five events at Eagle level \$7500
- Select any or all events at Eagle level \$10,000
- Unable to sponsor at this time – Business membership to support BCAS \$100

For more information about sponsorship, please contact Ann McCauley
BCAS attn. Ann McCauley
2877 Creamery Road, New Hope, PA 18963
215-869-0880 • AnnMcCauley@verizon.net

EVENTS

Upper Bucks Chamber Presents

Take the Next Step: Maintain your Best Management Practices

ARE YOU DOING THE RIGHT THING?

Save the date, April 10, 2013 \$10.00 covers workshop, lunch and transportation to field locations.

Join Mark Bowen, Chairman of the Pennsylvania Stormwater Technical Workgroup (PaSTW), James Crockett, Elgin Sweeper Company and others for a full day informative program which will include presentations and field work demonstrations. Stormwater best management practices and the maintenance techniques required to keep these practices working will be discussed and demonstrated.

Topics to include proper maintenance of porous pavement, native plantings, results from area field trials conducted in Philadelphia and more. Learn how you may be able to more effectively manage your stormwater issues, meet the new regulations and save money.

This workshop has been funded by the League of Women Voters of Pennsylvania Citizen Education Fund through a Section 319 federal Clean Water Act grant from the Pennsylvania Department of Environmental Protection, administered by the US Environmental Protection Agency. For more information email maryellennoonan@bucksccd.org or go to www.bucksccd.org.

Central Bucks Chamber Women in Business Committee presents 20th Anniversary Gourmet Getaway—Cuisine for a Cause

Tickets are now available for the 20th Annual Gourmet Getaway: Cuisine for a Cause on **March 21 from 5 p.m. to 8 p.m.** at Spring Mill Manor, 171 Jacksonville Road in Ivyland.

Tickets are only \$45 to sample food and drink from 25 of Bucks' finest caterers, restaurants and wineries, plus raffles, silent auctions and live music.

The Women in Business Committee of the Central Bucks Chamber of Commerce is pleased to present the 20th Anniversary of the Gourmet Getaway, an evening of food and fun which benefits the Women in Business Scholarship Fund. The scholarship fund gives deserving local women education money to gain the knowledge they need to re-enter the work-

force. One hundred percent of the proceeds are distributed directly to the accredited institution the recipients will be attending. These strong, courageous women need the financial support to help them achieve their career goals and help them gain personal and professional success.

Since 1983, Women In Business has awarded nearly 100 scholarships totaling \$270,660!

For tickets, sponsorships or raffle donations, please contact the chamber directly at 215-348-3913 or order tickets online. All proceeds benefit Women in Business Scholarships.

To register online [click here](#).

Save The Date!

Save The Date For 6th Annual Golf Outing & Sports Memorabilia Auction Dinner Benefiting The TMA Bucks Scholarship Fund

Save the date and mark your calendars for **Thursday, May 2** for the 6th Annual Golf Outing & Sports Memorabilia Silent Auction Dinner benefiting the TMA Bucks Scholarship Fund at Bensalem Township Country Club. The TMA Bucks Scholarship Fund supports Bucks County high school seniors who plan to pursue a course of post high school study in civil engineering, urban planning, transportation management or other related fields.



WHERE CAN YOU DISPOSE CFL'S?

The last two editions we have been talking about where to dispose CFLs?

The other day I was in Lowes and found some recycling bins in the front of the store. A one stop recycling center for plastic bags, rechargeable batteries and CFLs.

2013 BOARD OF DIRECTORS

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

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

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GOOD, LOCAL BUSINESSES CREATE GOOD, HEALTHY TOWNS.

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

 **Citizens Bank**[®]

GOOD BANKING IS GOOD CITIZENSHIP[™]