



# SPOTLIGHT ON BUCKS BUSINESS



## Keystone NAP Announced It Will Launch the First Advanced Data Center in the Northeast Capable of Meeting the Needs of Today's Web-Scale Enterprises.



**"We are seeing growing demand for data center space in the Northeast, and particularly in eastern Pennsylvania as an alternative to markets such as NY/NJ"**

From its secure site in Bucks County, Pennsylvania, Keystone NAP will address the underserved Mid-Atlantic market with a unique offering that combines robust power and communications infrastructure with advanced network management, data center migration, and application optimization services. The company was founded by a veteran team of IT executives and is built for customers that rely heavily on network-based applications, as well as those companies delivering cloud-based solutions. Keystone NAP also delivers multi-layered site security and contains massive capacity for future growth.

### Promising a powerful presence for businesses serving the Northeast, Keystone NAP offers:

**Web-Scale Infrastructure:** Four independent power generation plants adjoin the Keystone NAP site providing unmatched power availability, while diverse, carrier-neutral and redundant fiber routes to major peering points in the U.S. deliver guaranteed network performance.

**Gateway to the Northeast:** The physical location of Keystone NAP ensures ultra-low latency network connections to the

dense corporate and consumer markets in the Northeast, with synchronous communications to Philadelphia, New York, and the surrounding areas. The facility is the only center of its kind within easy traveling distance of businesses in Boston, New York, Philadelphia, and Washington, DC.

**Application Performance Advantage:** Keystone NAP provides standard facility management, multi-tenant data center services, and work space recovery solutions, but also advanced services that reduce business risk and ensure operational efficiency and high-grade application performance.

"We are bridging a crucial technology gap on the East Coast," said Peter Ritz, Founder and CEO of Keystone NAP. "Across industries including healthcare, financial services, higher education, and more, there is a growing reliance on enterprise applications hosted in private, public, and hybrid clouds. Yet until now, there haven't been solutions in the region to address the new demands those applications create. Companies increasingly need greater data center power and connectivity, as well as service support to keep operations running smoothly while employees focus on core business functions. This is what Keystone NAP delivers: unrivaled enterprise application performance, provided through a unique advanced data center solution in the Mid-Atlantic market." *Continued on page 2* ▶

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### Membership Campaign!

The BCEDC website now includes online membership signup and payment options!

# SPOTLIGHT ON BUCKS BUSINESS



## Keystone NAP continued

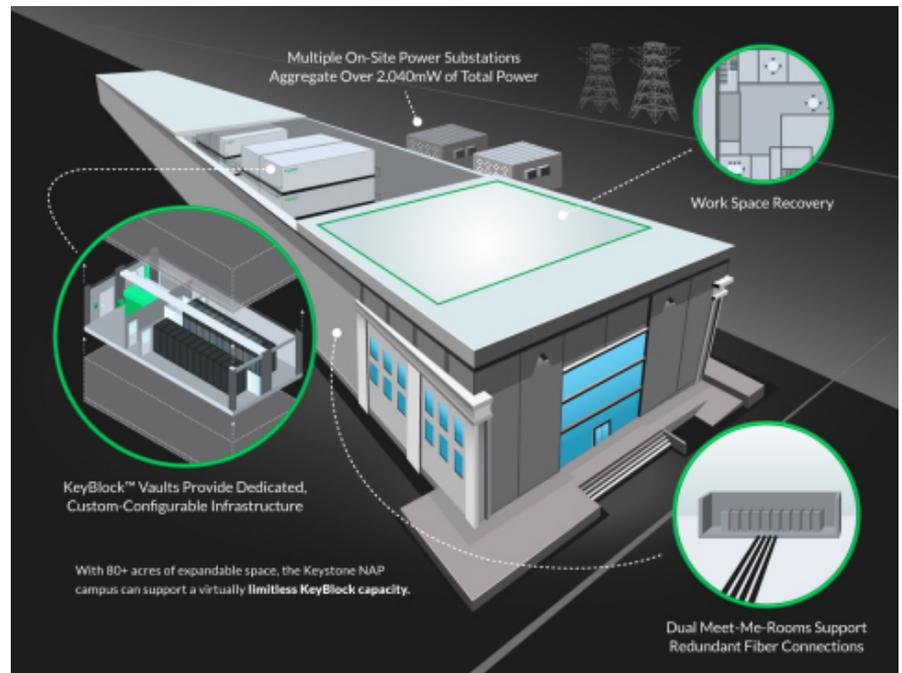
"We are seeing growing demand for data center space in the Northeast, and particularly in eastern Pennsylvania as an alternative to markets such as NY/NJ," noted Kelly Morgan, Research Manager for Datacenters at 451 Research. "With its location outside of Philadelphia, as well as its combination of space, power and application management services, we expect that Keystone NAP will see strong demand for this new facility."

### Unique Assets

Through a strategic partnership with Schneider Electric, Keystone NAP has co-developed a unique system of private modular, stackable data center vaults called KeyBlocks™. KeyBlocks are designed for maximum security and leverage the facility's power profile offering custom-configured redundant, conditioned, uninterruptible power ranging from 100kW all the way up to 400kW per KeyBlock. The pre-fabricated modules are quick to deploy, and, since each KeyBlock is private and not shared with other customers, Keystone NAP can offer custom SLAs that address customers' specific power, cooling, security and redundancy requirements.

"Today's increasingly digital business environment is causing rapidly growing demand for more flexible, scalable, quickly deployable, and in Keystone NAP's case, immensely powerful and highly connected data centers – all with a continued focus on controlling customer costs," said Jason Walker, Director, Data Center Service Provider Segment, Schneider Electric. "With stackable KeyBlocks, Schneider Electric is providing an innovative solution that fully leverages the capabilities of this unique facility to quickly meet the most demanding customer requirements."

Keystone NAP has also formed critical network connectivity partnerships. With networks built out directly to the Keystone NAP site, Sunesys and Comcast deliver dedicated bandwidth to Keystone NAP customers through independent dual feeds entering the facility from opposite sides of the campus. Through Sunesys, customers also gain access to diverse, carrier-neutral and redundant dark fiber routes to New York, New Jersey, Philadelphia, Northern Virginia and Chicago. These fiber routes provide on-net cross-connects to major peering points, enabling further access to networks managed by Zayo, Cogent, Level 3, AT&T, Verizon and many others.



As part of an elite category of facilities, Keystone NAP is one of a select few data centers in the United States to deliver the web-scale infrastructure and first-class network and application services that large enterprises need to compete in demanding markets today and in the future. As the only advanced data center in the Northeast, Keystone NAP is uniquely positioned to support companies that are serving customers throughout the Mid-Atlantic and beyond.

Commissioning of the Keystone NAP advanced data center is scheduled to be completed in Q1 2015.

### About Keystone NAP

*Keystone NAP is the only advanced data center in the Northeast to combine extreme power durability and comprehensive connectivity with the multi-tenant data center services, security, and capacity that today's web-scale enterprises require. Built on the site of a former steel mill in Fairless Hills, PA, Keystone NAP has an inherited power infrastructure capable of supporting virtually unlimited expansion, and a diverse telecommunications architecture with connections to many major peering points via nearly 151,000 route miles of fiber. A cut above the traditional data center, Keystone NAP also offers enterprise-class services for optimizing and continually managing network connectivity to ensure the highest application performance possible. Safe from the hazards of an urban environment, but also convenient to several major cities, Keystone NAP answers a critical market need for advanced data center services on the east coast. For more information, please visit [www.KeystoneNAP.com](http://www.KeystoneNAP.com) or call 1-844-KEYBLOCK (539-2562).*

# NOTEWORTHY NEWS



## General Board Meeting Held at George School



George School hosted BCEDC's General Board Meeting on October 29. The meeting was held in the Molly Dodd Andersen Library. The board members were very impressed with the exquisite surrounding of the campus and facilities. In 2009, BCEDC while in partnership with the BCIDA assisted George School with a tax free loan to fund the construction of the library.

## Manufacturing Business Outlook Survey (MBOS)



The Federal Reserve Bank of Philadelphia's MBOS indicates that regional manufacturing activities significantly increased for November.

- Current Indicators Suggest Pickup in Growth
- Price Indexes Moderate
- Six-month Indicators Reflect Continued Optimism
- Special Questions Show Improved Employment Plans

[Click here for the complete survey.](#)

Look What's Happening!

### Lower Bucks County Chamber - 2015 Bucks County Ball!



**Save the Date!**

**Date:** Saturday, March 28, 2015 6:30 PM thru 11:30 PM

**Location:** Sheraton Bucks County Hotel

The 2015 Bucks County Ball **"Lights, Camera, Glamour! An Evening in Vintage Hollywood"**. We'll have dancing, networking, food & drink, lots of entertainment, and much, much more!

[Click here for more information.](#)



# MEET ONE OF OUR NEWEST MEMBERS



## Meet CRB

CRB is a global design, construction, and consulting firm that relentlessly pursues and delivers success for our clients in advanced technology industries. Founded in 1984 as a single three-person office, we have grown to a team of more than 700 passionate professionals in 13 offices throughout the country. CRB's single-minded focus on putting our clients' interests first—every day, on every project—defines us as a firm.

CRB delivers in all areas of project execution, from strategic planning and initial project programming, through conceptual and detailed design and into construction, commissioning, and validation. From start-up through completion, we contribute innovative ideas and cost-effective designs and services, ensuring that projects are realized on time or early, on budget or under.

In 1998, CRB opened its Pennsylvania office to serve as a resource for the burgeoning life sciences hub of the Northeast. Almost 20 years later, we remain committed to our local clients large and small. From small start-ups to big pharma, we've worked with various companies in the tri-state Delaware Valley area.

What is CRB's greatest differentiator? The people! Our world-class technical experts are motivated by new challenges and have both the experience and inspiration to create custom solutions to fit your needs. When you work with CRB, you will be working with the best advanced technology experts in the world. This established group of leaders holds a collection of



*Marc Pelletier, PhD – Process Specialist, Trung Ly – Engineer, Shannah Schadle – Director, Business Development, Brian Peasley – Core Team Leader*

unrivaled expertise that is sought after by top clients, industry organizations, regulatory bodies and even internally among CRB team members. Additionally, our mentoring program grooms young talent to be the premier leaders for the next generation.

For a full list of services and to learn more about our expert thought leaders, please visit [www.CRBUSA.com](http://www.CRBUSA.com)

## THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability



## Alliance Resume Depot – A Candidate Referral System

Finding qualified candidates for open positions can be a daunting task. Turning away a qualified job seeker can be just as hard as finding the right candidate.

The Alliance has developed a system for exchanging candidate resumes between manufacturers. Here is how the system works:

- You have a qualified candidate but are not hiring at the moment
- Email their resume and recommendation to Anthony Newberry, Business & Industry Specialist, Bucks County Workforce Investment Board, [anewberry@bc-wib.org](mailto:anewberry@bc-wib.org)
- Alliance members can then access the shared Dropbox folder to search for qualified candidates



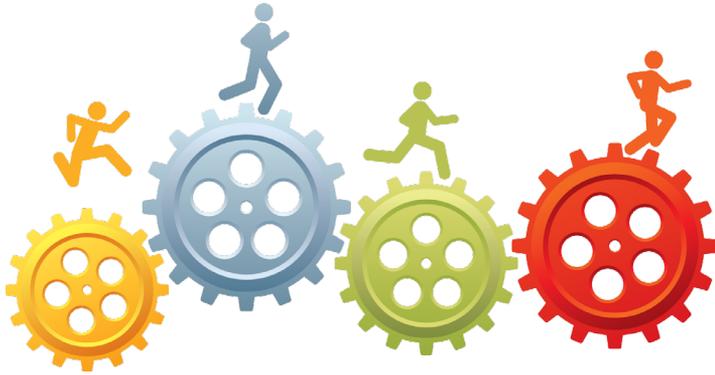
- Remember to acquire the candidate's permission before sharing their resume
- [Shared Dropbox Folder](#)

For more information contact Anthony Newberry at [anewberry@bc-wib.org](mailto:anewberry@bc-wib.org) or call (215) 874-2800.

# STRATEGIC EARLY WARNING SYSTEM



## Looking for the Best Vendor



**The quest for the “best vendor” is a relentless pursuit in almost every company. It can take years to recover from one mistake in the management of your supply chain. Yet, how important is location in the best vendor equation? Overwhelmingly, an analysis of data for the Southeastern region shows that location is not a top priority among manufacturers. It appears the last place we look for quality and price is right next door.**

In a recent conversation with Tom Lawton (Advent Design Corporation in Bristol, PA), he described the best vendor as “one you can drive to; the next best is one you fly to. The least desirable vendor is the one you need a passport for.” Yet, statistics show that Tom’s best vendor definition runs contrary to the opinions of most Southeastern PA manufacturers. For many reasons, the overriding perception of most companies looking for new suppliers in the Southeastern region is that local vendors just aren’t as good as vendors you find elsewhere.

When asked his opinion about some of the reasons why Southeastern manufacturers choose foreign vendors, Tom gladly articulated a few compelling thoughts from his 30+ years of helping businesses in this region. The first was a take on the old saying, “once stung, twice shamed.” The lament of many local suppliers is that the stinging and the shaming took place a long time ago. Yet old feelings die hard. Just like in many families, old wounds in the manufacturing world live on, even into the next generation. Unlike in most family dramas, reconciliation conversations among manufacturers almost never occur. This situation is unfortunate, though, as many local manufacturers have stepped up their game. They are not the same companies that they were twenty or thirty years ago.

Tom felt that another reason for choosing distant suppliers is the feeling that “If it is cheap enough, companies will give up needing specifics and will even tolerate a reasonable level of normally unacceptable quality”. Many studies have shown that the true cost of quality manufactured parts is almost always greater than that which was originally forecast. The “soft costs” of quality issues are almost never considered on the front end of the decision to

off-shore, even though significant time and resources may be devoted to the “hard costs” of this decision. Manufacturers would be better served by considering the “soft costs” up-front rather than addressing them when the low-quality end product causes down time, delivery delays and other related expenses.

Finally, Tom’s version of the logic that companies use to pick a new supplier is that “Better, cheaper, faster wins the order almost every time.” This manufacturing mantra goes back to Henry Ford. His affordable, assembly line produced automobiles won the innovation battle and created a market. Yet, history shows that his heirs and fellow competitors lost the advantage Ford gave them. The region went from the car capital of the world to the “rust belt”. Innovation turned into exploitation in the region, and the hard-earned foundation crumbled rapidly when better, faster and cheaper moved off-shore. American consumers have shown a willingness to spend their dollars for the best product almost every time, no matter where the product is produced.

The consumer’s desire for a quality end product is the foundation of our high-tech economic structure. Unfortunately, the ingredients of this formula do not bode well for suppliers in the Southeastern region who may be sticking with tradition (tried and true processes) instead of embracing the cutting edge changes that many off shore (and other domestic) competitors may already have adopted. Look at how the domestic car industry has responded in the past twenty years. American cars are once again competitive in cost and quality. We have the right value proposition. Even foreign competitors have recognized American manufacturing as a benefit, and many foreign car companies now produce the cars for the US market on US soil.

Tom was quick to add that he is committed to doing business in this region and feels passionate about helping local companies thrive. He also believes that the talent to manage the positive perceptual change and the technical ability to provide better products already exists in this region. The answer lies in rolling up our collective sleeves and pulling together the resources that once made us a global leader.

Advent Design Corporation is an ISO-9001 certified and award winning company that provides businesses with custom automation for manufacturing, contract manufacturing services for primarily automated applications, and also manufacturers an entire line of products for their own subsidiary company in the electric utility industry. Advent was recently recognized for assisting the Rodon Group (K’nex) with re-shoring the production of Lincoln logs back to the USA.

*SEWN, a PA state wide job saving program and a partner of the Bucks County EDC, is proud to partner with Advent Design and Tom Lawton.*

*Contact Gregory Olson, Director, SEWNSE Region, 215-458-7580, [sewnse@steelvalley.org](mailto:sewnse@steelvalley.org), to learn more [www.steelvalley.org](http://www.steelvalley.org).*

# FINANCIAL TOOLBOX



## How to Withdraw Cash from a Closely Held Business

Entities typically operate as limited liability companies (LLC), partnerships, Subchapter-S Corporations, or regular C Corporations. The entity type and its capital structure impact how profits may be withdrawn or distributed.

This article will focus on withdrawing from closely held C corporations. C corporation shareholders/employee owners are often interested in withdrawing cash from profits in a tax efficient manner.

### Here are some withdrawal options.

#### • Dividends

Paying a dividend is typically the simplest option to withdraw cash, but note that it is usually the least tax efficient. Dividends are nondeductible and will be taxed twice. The first taxation is at the corporate level for the profit represented by the dividend. Then, the owner must also report dividends on his or her personal income tax return, just like dividends paid by publicly traded corporations.

#### • Repayment of and Interest on Debt

In situations in which owners have capitalized the corporation with debt or additional cash advances in addition to stock, the corporation may repay the debt without it being treated as a dividend (assuming the debt amount is reasonable).

Interest paid on the debt is deductible by the corporation and must be reported as income on the owner's income tax return. The debt must have been properly documented with certain terms that characterize it as debt instead of equity. Debt to closely held corporations usually carries a higher interest rate, which makes the interest payable option attractive.

#### • Compensation for Services

In many instances, closely held corporation owners function as senior and middle management, which entitles them to higher compensation. While the compensation must be reasonable, an opportunity exists to award higher compensation and fringe benefits to owners and other working family members. The compensation is also deductible by the corporation.

#### • Managing the Corporate Tax Rate

C corporations have graduated tax brackets (rates) depending on their profit level. By planning the maximum reasonable compensation deductions to owners, it's possible to achieve the

lowest corporate tax bracket of 15 percent. This results in a lower effective tax rate versus operating as an S corporation or an LLC partnership.

#### • Rents

An owner may consider leasing real and personal property to the corporation, although rents must be reasonable. The corporation deducts the lease payments. The owner includes the income received and deducts related expenses, including depreciation. In effect, the depreciation acts as a tax shelter.

#### • Loans from the Corporation

An owner is not taxed on loan proceeds when borrowing money from the corporation. The loan must be bona fide and reflect a proper interest rate. Timely payments are required for interest-on-demand loans, and payment of principal and interest for term loans. This technique allows the owner to borrow from the corporation and use the funds for other investments.

#### • Fringe Benefit and Retirement Plans

Certain fringe benefits are deductible by the corporation and not taxable to the owners. These may include group life insurance, certain medical benefits, and other benefits. There is also an opportunity to design certain qualified retirement plans with benefits tilted toward higher compensated owners by using age-weight plans or plans integrated with social security benefits.

These are just a few ways closely held C corporation owners can distribute profits, cash, or benefits without incurring unnecessary taxes. Take time to review all the options before determining which will be most beneficial.

*Kevin McGinn, Manager, Tax Strategies, can be reached at [kmcginn@kmco.com](mailto:kmcginn@kmco.com) or 215.441.4600.*



# COMPANIES ON THE MOVE



## Sligan Plastics Renews Two Leases on Wheeler Way



**Sligan Plastics** renewed their lease at 121 Wheeler Way, **Langhorne** for a five year term. The company manufactures plastic bottles in the 174,000 square foot facility. Sligan also renewed their lease at 180 Wheeler Way for a five year term.

Sligan utilizes the 78,000 square foot building for warehousing the plastic bottles. The Flynn Company represented the owner and Pinnacle Real Estate Services of St Louis represented Sligan.

## 2555 Metropolitan Drive - SOLD!

**Roddy Inc.**, the **Bensalem, PA** industrial and commercial real estate brokerage firm represented **Deep Creek Holdings, LLC** in the purchase of the modern one (1) story 60,000 square foot facility situated on 4.30 acres located at 2555 Metropolitan Drive, Metropolitan Business Center, Trevose, Bucks County, PA from SDC Trevose Metropolitan Business Center.

Deep Creek Holdings, LLC purchased the facility to house the operations of Evenlite who since 1993 has designed, manufactured and marketed a full range of emergency lighting products all over the world.

Robert Olender advised the company's operations will be relocating from leased space and one of the key factors of the company's decision to purchase the facility was their ability to take advantage of the low interest PIDA (Pennsylvania Industrial Development Authority) loan program, which is available to industrial enterprises that create/retain jobs in the Commonwealth. The Flynn Company represented the owner of the 2555 Metropolitan Drive.



Headquartered in Bensalem, Bucks County, PA, Roddy Inc. is a marketer, manager and developer of industrial and commercial real estate throughout Eastern Pennsylvania and Southern New Jersey. Their clients include regional, national and international companies and financial institutions. For more information about the company, please visit their corporate website at [www.rododyinc.com](http://www.rododyinc.com).

# SAVE DATE

## BCEDC Annual Meeting • April 29, 2015

# COMPANIES ON THE MOVE



## October – November 2014

Information provided by Colliers International and The Flynn Company.

### Bensalem

Industrial 7,500  
**Grand Total 7,500 sq. ft.**

### Croydon

Industrial 10,370  
**Grand Total 10,370 sq. ft.**

### Jamison

Office 2,738  
**Grand Total 2,738 sq. ft.**

### Langhorne

Industrial 174,000  
 Industrial 78,000  
**Grand Total 252,000 sq. ft.**

### Warminster

Industrial 4,800  
 Industrial 4,800  
**Grand Total 9,600 sq. ft.**

## BCEDC BUSINESS HAPPENINGS



### Tohickon Corporation Purchases New Building

**44 Business Capital** and **BCEDC** have teamed up together to assist **Tohickon Corporation** in purchasing a new building located in **Sellersville Borough** as well as paid off some existing debt. The SBA loan guarantee was for \$1,350,000. Tohickon Corporation designs and manufactures glass eyes for the taxidermy industry. For more information, [www.tohickonglasseyes.com](http://www.tohickonglasseyes.com)



## Publishing Deadline for The Bucks Prospectus

Deadline Date	Publish Date	Edition
1/20/2015	2/17/2015	February
3/24/2015	4/21/2015	April
5/19/2015	6/23/2015	June
7/21/2015	8/18/2015	August



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

# THE LOCAL CHAMBERS' EXCHANGE



## Lower Bucks County Chamber of Commerce

Please join the Lower Bucks County Chamber of Commerce at our two free networking events in January. Contact us with questions at 215-943-7400 or visit our website at [www.lbccc.org](http://www.lbccc.org).

### **Bucks Business Connect - Inform, Network, Educate**

**When & Where:** Thursday, January 8, 2015, 8:00 - 9:15 AM  
@ Aria Health

**Sponsor:** Advanced Merchants Groups

**Cost:** Free with advance registration

**Registration:** E-mail [sharkins@lbccc.org](mailto:sharkins@lbccc.org) or Fax 215-943-7404 or register online at [www.lbccc.org](http://www.lbccc.org)

If making a reservation by e-mail, don't forget to submit your name & company.

### **Business Card Exchange – A marketing visibility opportunity!**

**When & Where:** Wed., January 21, 2014, 4:30 – 6:30 PM  
@ Raymour & Flanigan - Southampton

**Cost:** Free with advance registration

**Registration:** E-mail [sripka@lbccc.org](mailto:sripka@lbccc.org) or Fax 215-943-7404 or register online at [www.lbccc.org](http://www.lbccc.org)

If making a reservation by e-mail, don't forget to submit your name & company.



## Upper Bucks Chamber of Commerce

**Tara King, Executive Director** of the Upper Bucks County Chamber of Commerce, was honored for her vision and drive for promoting Bucks County tourism from the Bucks County Conference and Visitors Bureau. She received her "Visit Bucks County" award at a luncheon held on October 17 at Parx East.

## WELCOME NEW MEMBERS

**Dennis Fischer**  
CRB, USA

### Look What's Happening!

## Economic Pathway to Success – PREPping Your Business for Growth!

*A free event thanks to funding from PREP and the PA Department of Community and Economic Development.*

**Date:** January 23, 2015 **Time:** 7:45 AM - 10:00 AM

**Location:** Bucks County Technical High School  
Fairless Hills, PA

PREP (Partnerships for Regional Economic Performance) is a statewide network of partners designed to work in concert to deliver vital business assistance services across ten regions of the Commonwealth of Pennsylvania.

The Southeast PREP partners have the experience and know-how to assist individuals who have an idea and need help with the basics of starting a new venture. PREP also meets the demands of existing companies that seek assistance in all aspects of successful business development and growth.

### **The PREP panel will consist of the following:**

- Ben Franklin Technology Partners/SEP (BFTP)
- Bucks County Economic Development Corporation (BCEDC)
- Bucks County Workforce Investment Board (BCWIB)
- Delaware Valley Industrial Resource Center (DVIRC)
- Temple Small Business Development Center (TSBDC)
- SCORE
- SEWN

The event is for small business owners and manufacturers.

For more information [www.bcedc.com](http://www.bcedc.com). To register email, [kellyd@bcedc.com](mailto:kellyd@bcedc.com) or 215.348.9031

## MEMBERS' CORNER



### NAGGL Recognizes 44 Business Capital as Champion of Veteran Small Business Lending

44 Business Capital recently received The National Association of Government Guaranteed Lenders (NAGGL) Champion of Veterans Small Business Lending Award for exemplary efforts in its commitment to providing brave servicemen and women of America with critical access to capital as they return home and transition back to civilian life. NAGGL announced the award on Veterans Day November 11, 2014. 44 Business Capital's President Greg Poehlmann, will accept the award at NAGGL's National Conference, spring 2015 in San Antonio, TX.

Last August, 44 Business Capital took the U. S. Small Business Administration's Veteran Pledge, a commitment to increase lending activity to veterans by five percent per year for the next five years. 44 took steps to support our Veteran clients by streamlining services, dedicating staff to the SBA loan process, and marketing the businesses of our Veteran borrowers. In FY 2014, three Veteran small businesses received financing from a 7(a) loan facilitated by 44 Business Capital in the amount of \$3,270,000.

"One of our standout client successes is Sean Danowski, a Veteran of both Operation Iraqi Freedom and Operation Enduring Freedom," said 44 President Greg Poehlmann. "Sean was looking to acquire an existing business upon graduating with a degree in Entrepreneurial Management from the Wharton



School of the University of Pennsylvania." Said Poehlmann. According to Poehlmann, after an exhaustive search, Sean identified the ideal target, a custom molding manufacturer in Montgomery County, PA. 44 Business Capital and its parent bank (Parke Bank) were able to structure an SBA 7a loan that provided this Veteran the capital he needed. "During my search for funding to acquire an existing business I dealt with a number of banks that claimed to go 'above and beyond' in their support for Veterans, but all of them refused to look past my lack of industry experience." Said Sean Danowski, owner of Vetro Molding and Design. "Phil Martin and the team at 44 Business Capital truly valued the military experience and education that I brought to the table, and their support is a major reason why I am a business owner today." said Danowski.

Additionally, 44 Business Capital announced on Veterans Day, 2014 that all Veterans will have their packaging fees waived when applying for a Small Business Loan through 44 Business Capital.

*44 Business Capital is a subsidiary of Parke Bank which is a preferred SBA direct lender serving Philadelphia, Pennsylvania, New Jersey, Delaware, Baltimore MD, Northern VA, and Washington DC. For further information, please contact 44 Business Capital at 215.985.4400 or online at [44businesscapital.com](http://44businesscapital.com). The main office is located in Montgomery County at 1787 Sentry Parkway West, Suite 210 Building 16, Blue Bell, PA 19422.*

### PECO Ready to Meet Customer Demand this Winter

**Now is the time for customers to take steps to prepare for colder weather.**

With colder weather just around the corner, PECO is completing the final work to ensure its electric and natural gas systems are ready to serve customers all winter long – safely providing electricity and natural gas during the colder winter months. Now is a great time for customers to prepare for the colder months, too.

PECO has completed a thorough review of its electric system, including more than 22,000 miles of aerial and underground lines and other electrical equipment to meet increased demand during the winter. In addition, all tree and vegetation work also has been completed. This seasonal readiness work is a part of \$500 million invested each year to continue to provide safe and reliable electricity for customers.

The company also has secured natural gas supply and completed filling storage facilities to serve more than 500,000 natural gas customers this heating season. Each year, PECO invests nearly \$90 million in the company's natural gas system, which includes equipment inspections, repairs and replacements, and preventive maintenance work. This year's work included the installation of more than 10,000 feet of underground natural gas main, to meet the growing needs of customers. The company also completed 54 projects to replace more than 46,000 feet of existing natural gas line with new plastic pipe, which enhances safety, is more durable and improves service.

"It's our responsibility to provide safe and reliable electric and natural gas service, and this work is critical to meeting the needs of our customers," said Craig Adams, president and CEO. "As we prepare for colder weather, we encourage our customers to do

*Continued on page 11 ►*

# MEMBERS' CORNER



## PECO continued

the same by inspecting heating equipment to ensure safe and efficient operation."

Customers also can take advantage of nice autumn days to weatherize their home:

- Clean air vents around the house.
- Install storm windows and doors.
- Check and freshen weather stripping and caulking around windows and doors.
- Install sealers behind electrical outlets.

Before overnight temperatures begin to dip into the 30s, PECO reminds customers to turn on their heaters and test their systems. Customers are encouraged to contact their heating contractor to schedule a service call for their heater if the system hasn't been inspected and cleaned by a qualified service technician in the past two years. Regular service will ensure the heating system operates safely and efficiently for the season ahead.

For customers not heating with natural gas, PECO provides a variety of rebates to help make this switch more affordable:

- PECO Smart Natural Gas Conversion offers rebates up to \$650 for residential and commercial customers that switch to natural gas from another fuel source.

- PECO Smart Gas Efficiency provides up to \$350 in rebates for customers installing an energy efficient natural gas boiler, furnace or water heater.
- PECO Smart Home Rebates offers customers up to \$1,000 for switching from an electric furnace, electric baseboard heat or from an air source heat pump system to an ENERGY STAR® natural gas furnace or boiler.

For more ways to save energy and money this winter, customers can visit [www.peco.com/SmartIdeas](http://www.peco.com/SmartIdeas) or call 1-888-5-PECO-SAVE (1-888-573-2672).



*Based in Philadelphia, PECO is an electric and natural gas utility subsidiary of Exelon Corporation (NYSE: EXC). PECO serves 1.6 million electric and more than*

*500,000 natural gas customers in southeastern Pennsylvania and employs about 2,400 people in the region. PECO delivered 85.7 billion cubic feet of natural gas and 37.8 billion kilowatt-hours of electricity in 2013. Founded in 1881, PECO is one of the Greater Philadelphia Region's most active corporate citizens, providing leadership, volunteer and financial support to numerous arts and culture, education, environmental, economic development and community programs and organizations. For more information visit [PECO.com](http://PECO.com), and connect with the company on Facebook and Twitter.*

## Nappen & Associates Hires a Senior VP of Operations



**Nappen & Associates is pleased to announce the hiring of Scott Henderson as Senior Vice President of Real Estate Operations. Scott will oversee all activities for the firm.**

Scott formerly spent 15 years in industrial brokerage with both Cushman & Wakefield and Newmark Grubb Knight Frank. During his tenure at those firms, he completed over 450 transactions with a gross consideration of approximately \$400MM.

Connie Riegler, Executive Vice President of Nappen & Associates, said; "Scott brings an extensive resume of representing landlords and tenants in the industrial real estate industry. He will bring significant value in the oversight of our real estate operations. We are very excited to have him join our firm. Please join us in welcoming Scott to the Nappen Team!"

Contact:

Scott Henderson, Nappen & Associates  
shenderson@nappen.biz, 215/643-4848

171 Corporate Drive, Montgomeryville, PA 18936

Look What's  
Happening!

**Upper Bucks Small Business Conference: New Location - New Opportunities**

**UPPER BUCKS** Small Business Conference

**Date:** Wednesday, March 18, 2015  
12:00 Noon - 4:00 PM

**Location:** Bucks County Community College  
Perkasie Campus, 1 Hillendale Road  
Perkasie, PA 18944

Sponsorship Opportunities available now!

## Bucks Prospectus

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*Bucks Prospectus is the bimonthly newsletter of the Bucks County Economic Development Corporation (BCEDC).*

*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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