



# SPOTLIGHT ON BUCKS



## St. Mary Medical Center in the Bucks County Community

*St. Mary Medical Center in Langhorne, PA, has an almost 50-year history of delivering compassionate, high-quality care to the Bucks County community. St. Mary, a Catholic health-care system, is a member of Trinity Health, the nation's second largest faith-based healthcare system.*

In 1858, the city of Philadelphia was caught in the grips of a smallpox epidemic and turned to the Sisters of St. Francis for help. Although none were trained nurses, the proficient care they provided to the sick earned them a reputation for providing Christ-like charity. In 1860, Mother Francis, a leader of the order, was unable to accommodate the many sick at the convent. She secured a larger building and named it St. Mary's Hospital. The new facility officially began the order's journey into healthcare.



In the 1950s in response to a study that indicated the need for a hospital, the Archdiocese of Philadelphia purchased a 73-acre horse farm, then known as Buena Vista, in rural Bucks County to bring the holistic care of the Sisters of St. Francis to the rapidly growing community of Lower Bucks County. The new St. Mary's Hospital, Langhorne opened its doors in 1973 with 156 licensed beds and a medical staff of over 200 people. It was the first and only Catholic hospital in



Bucks County at the time. In 1977, it transformed into a regional medical center.

Today, St. Mary Medical Center comprises more than 700 physicians, 3,200 colleagues, and 1,100 volunteers focused on creating an outstanding patient-care experience, making it one of the largest employers in Bucks County. St. Mary includes a 366-bed hospital, a rapidly growing physician network, a Federal Program of All-Inclusive Care for the Elderly (PACE), community ministries, and an Accountable Care Organization, known as Quality Health Alliance. As a market leader for quality clinical outcomes St. Mary Medical Center is a significant force in creating an environment where competence and compassionate care meet.

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**SECURE THE LOWEST ELECTRICITY & GAS RATES WITH THE BCEDC**

**SEE PAGE 4**

# SPOTLIGHT ON BUCKS



## St. Mary Medical Center continued

St. Mary offers a comprehensive cardiovascular program; a Level 2 state-accredited Trauma Center; emergency services; dedicated newborn and pediatric emergency care from Children's Hospital of Philadelphia; and Joint Commission-certified programs in Primary Stroke, Heart Failure and Breast Cancer. In addition, St. Mary offers care for hip replacement and knee replacement; exceptional orthopedic surgical capabilities and rehabilitation; neurosciences; specialized diagnostic imaging; obstetrics and a neonatal intensive care unit (NICU); sleep disorders, pain management; St. Mary Wound Healing and Hyperbaric Medicine Center; St. Mary Regional Cancer Center; and the freestanding inpatient St. Mary Rehabilitation Hospital.

LIFE St. Mary is a program that brings medical, health, social services and home care to Bucks County area seniors. This program reaches dual-eligible Medicare and Medicaid recipients, providing comprehensive medical, health recreational and social services that are designed specifically for each person in an effort to promote independence at home for the elders in our community. LIFE St. Mary has a track record of successfully helping elderly individuals remain at home while receiving medical and social services to assist them to live independently.

St. Mary Physicians Group is a wholly owned subsidiary of St. Mary Medical Center, employing over 100-board certified

physicians with various specialties throughout Bucks County. These physicians provide primary and specialty care throughout the county to ensure that our community members are receiving the care they need, close to home.

St. Mary Medical Center has a long history of serving the entire community, with a special concern for the disadvantaged and most vulnerable. In keeping with its mission to care for those in need, St. Mary outreach to the poor and under served includes the Community Ministries in Bensalem and services to support the entire family. The Mother Bachmann Maternity Center is the only maternity clinic of its kind in Bucks County, offering women access to the health care they need, regardless of their ability to pay. Additionally, the Children's Health Center provides primary healthcare services for children newborn to age 18, including well visits, sick visits and follow-up care, whether insured or uninsured. The Family Resource Center offers programs including English as a Second Language (ESL), financial planning on a limited budget, GED tutoring and preparation, parenting classes and much more.

*As a mission-driven regional health ministry, St. Mary has become recognized as the leader in improving the health of our Bucks County community and each person we serve. To learn more about St. Mary, visit [www.stmaryhealthcare.org](http://www.stmaryhealthcare.org) or follow us on Facebook, Twitter or LinkedIn.*



## DVIRC Systemic Problem Solving in Manufacturing



**Date:** October 31, 2017 • 8:00 a.m. - 10:00 a.m.

**Location:** Bucks County Economic Development Corporation  
115 W. Court Street, Doylestown, PA 18901

**Cost:** FREE

Business problems today are more complex than ever before, and require a systemic approach to solving them. While systemic problem-solving methods have existed for decades, business leaders often struggle to apply them.

Join DVIRC's Jeff Kopenitz for breakfast and a discussion about ways small and mid-sized manufacturers can solve business problems such as machine

breakdown, errors and defects, productivity, and more. Come away from this discussion with:

- Ways to uncover root causes of day-to-day issues
- A systematic method to overcome those problems
- Tools to stop business problems from repeating
- Ways to develop healthy problem-solving habits for your employees

**For more information and to reserve your seat:**

[www.dvirc.org/events/systemic-problem-solving-manufacturing](http://www.dvirc.org/events/systemic-problem-solving-manufacturing)

# NOTEWORTHY NEWS



## PECO Recognized as One of the Top 10 Utilities for Economic Development

*Industry-leading publication highlights capital investments and job creation in southeastern PA*

**Site Selection magazine has named PECO to its annual list of Top 10 Utilities in Economic Development for 2017. The publication cites more than 50 business attraction and expansion projects involving new construction and renovations in PECO's southeastern Pennsylvania service territory in 2016, which is the result of a collaborative effort of economic and business development partnerships to facilitate local growth.**



At the center of this winning strategy is PECO's internal "rapid response" program, which provides hands-on, personalized guidance to interested parties interested in relocating their business by bringing together all utility business unit partners – from operations to capacity planning, to regulatory – very early in the process to expedite cost, engineering information and innovation to support the prospect's decision to locate in southeastern Pennsylvania.

"We continue to strengthen our partnerships with our local, state, and regional economic development stakeholders, such as the Pennsylvania Governor's Action Team and Select Greater Philadelphia," said Liz Murphy, PECO senior vice president of Regulatory and External Affairs. "This recognition highlights our dedicated work to stimulate investment, growth, and job creation throughout southeastern Pennsylvania."

"Anytime there is a corporate real estate project, it is vital for utilities to be present, and PECO is one of our strongest allies," said Matt Cabrey, Executive Director of Select Greater

Philadelphia. "We know that electric reliability, proximity to an affordable natural gas, and utility costs are critical factors in the development process, and PECO excels at providing customized information quickly and accurately."

This is the eighth time that PECO has been recognized by Site Selection for its economic development efforts.

**To read the full article, go to <https://siteselection.com/issues/2017/sep/top-utilities-decision-enhancers.cfm>**

PECO, founded in 1881, is Pennsylvania's largest electric and natural gas utility. Headquartered in Philadelphia, PECO delivers energy to more than 1.6 million electric customers and more than 516,000 natural gas customers in southeastern, Pennsylvania. The company's 2,500 employees are dedicated to the safe and reliable delivery of electricity and natural gas as well as enhanced energy management conservation, environmental stewardship and community assistance. PECO was named 2017 Best Mid-size Employer in Philadelphia by Forbes Magazine. The company also has an estimated annual economic impact of \$4.3 billion in Pennsylvania, supporting more than 8,700 local jobs and producing \$732 million in labor income. PECO is a subsidiary of Exelon Corporation (NYSE: EXC), the nation's only Fortune 100 utility and leading competitive energy provider. For more information visit PECO.com, and connect with the company on Facebook and Twitter.

*If you are a member of the media and would like to receive PECO news releases via email, please send your email address to [PECO.Communication@exeloncorp.com](mailto:PECO.Communication@exeloncorp.com).*

# FINANCIAL TOOLBOX



## Interest Rates for the Following Programs

SBA 504 Rates	
<b>10-Year Effective</b> 4.152%	<b>20-Year Effective</b> 4.635%
<b>10-Year Refinance</b> 4.202%	<b>20-Year Refinance</b> 4.676%
PIDA Rates	
<b>10-Year Fixed</b> 2%	<b>15-Year Fixed</b> 2%

# FINANCIAL TOOLBOX



## BCEDC Business Builder Loan Program

BCEDC Business Builder Loan program is available to assist you with your project. Loan proceeds may be used for the acquisition of land and building, expansion, machinery and equipment and certain other eligible activities. Since funds are limited, applicants are encouraged to contact the BCEDC office to determine if sufficient funds are available for your project. Call 215-348-9031.

## Secure the Lowest Electricity & Gas Rates with the BCEDC

BCEDC offers you a no cost, no obligation, reverse auction platform to help you secure the lowest energy rates in the market.

### GET THE LOWEST POSSIBLE RATE IN 4 EASY STEPS

#### 1 REGISTER ONLINE IN 2 MINUTES OR LESS

With little more than your name and contact details, you can register for a Reverse Auction and we'll take care of the rest - at no cost to you. You'll no longer have to review and compare various quotes over days, or spend countless resources trying to save money on energy.

#### 2 SCHEDULE YOUR REVERSE AUCTION

Your reverse auction can be scheduled to start as quickly as a few days after you register. We'll accommodate your desired time frame and make adjustments to suit your schedule.

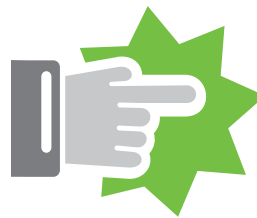
#### 3 WATCH ENERGY SUPPLIERS COMPETE FOR YOUR BUSINESS

Most Reverse Auctions take around 10 minutes from start to finish. While energy suppliers sweat it out to win your business, you simply watch as the rates fall and the savings opportunity grows.

#### 4 SELECT A SUPPLIER OR SCHEDULE ANOTHER REVERSE AUCTION

When the auction ends, you may select a new supplier...or you may choose to not move forward. Either way, there's no commitment until you sign a contract with the supplier that provides the greatest value.

Reverse Auctions are the most effective method in the Energy Industry for procuring electricity and natural gas. By pitting highly competitive suppliers in the market against each other in a real-time bidding platform, this groundbreaking technology generates the lowest possible energy rates.



- NO RISK
- NO OBLIGATION
- FIXED RATES
- TOTAL TRANSPARENCY

The reverse auction is the only **fully transparent** approach to securing the lowest energy rates in today's market.

The auction would be scheduled at a convenient time of your choosing and normally takes **5-10 minutes**.

There is absolutely **no cost or obligation** to move forward with any of them.

Electricity is a commodity so as a consumer all you want is the lowest rates possible. The BCEDC can deliver the **lowest rates** via the hyper competitive reverse auction platform all at no risk to your business.

All we need to **get started** is a copy of your most recent electricity invoice (front and back of each page). In a few days of receipt, we will be ready to schedule the auction.



**REGISTER AT [BUCKSCOUNTYEDC.EMEXPPOWER.COM](https://www.buckscountyedc.emexpower.com) OR  
CALL US AT 215-348-9033 FOR QUESTIONS AND PERSONALIZED ATTENTION**

# THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability



## Choose the Growth Strategy with the Highest Chance for Success

*Growing the business is usually part of any company's plan. While strategies to grow can take many shapes and forms, there are four basic categories:*

### Market Penetration

Selling more of your existing products in your existing markets, thus taking share from another competitor. This is often the first strategy companies consider because they have the most familiarity with the products and the markets. This often creates direct competition for market share.

### Product Development

Selling new products to your existing customers and markets. The advantage of this strategy is that your company has relationships with its customers and has easier access to them. On the other hand, it can be a challenge to convince them that your company will deliver new products at the same level of quality and service as your existing ones.

### Market Development

Taking your existing products to new customers or markets that can use them or variations of them. Product knowledge is a big advantage here, but this option puts significant pressure on the sales and marketing function of the business. Since you will be entering a new market where

your company does not have a presence, the sales and marketing execution has to be great.

### Diversification

Selling new products to new markets. This is clearly the riskiest of the four options as you have no advantage in either product knowledge or market knowledge. This is usually the option to avoid.

There can be many opportunities within these four broad categories. Be careful, though. One of the issues we often see is companies trying to do too many things at once instead of focusing on their best opportunity for growth.

In order to prioritize your opportunities, consider asking yourself:

- How closely does the opportunity fit with our overall strategy?
- How closely does the opportunity fit with our core competencies?
- What is the size of the market/opportunity?
- How attractive is the market for the opportunity in terms of margins and profits?
- What are the financial implications of the opportunity and do we have the capital structure to support it?
- What are the risks to the business if we fail?

Taking a hard look at these six questions may help you qualify the growth opportunities you are considering and focus on those that will provide the highest impact to your organization.

*Mario O. Vicari is a director with Kreischer Miller and a specialist for the Center for Private Company Excellence. Contact him at [mvicari@kmco.com](mailto:mvicari@kmco.com). Kreischer Miller is a leading independent accounting, tax, and advisory firm serving the Greater Philadelphia and Lehigh Valley areas.*



## INAUGURAL CLAY SHOOT

**Date:** Monday, November 6, 2017

**Location:** Lehigh Valley Sporting Clays

**Check-in & Orientation Begins At 9 a.m. • Shooting Begins At 10 a.m.**

**BBQ Lunch, Raffle and Awards to Follow**

Registration includes lunch, refreshments on the course, golf cart, 100 targets and 12 or 20 gauge ammo. Loaner guns will be available. Shooters MUST provide their own eye protection to wear during the event. Event is rain or shine.

Foursome: \$500 • Individual Shooter: \$150 • Lunch Only: \$25

**To register or find out how to sponsor this event:**

[www.ubcc.org/clay-shoot.html](http://www.ubcc.org/clay-shoot.html)



# COMPANIES ON THE MOVE



## Roddy Inc. Brokers the Sale of a 233,500 Sq. Ft. Crane-Served Facility Located within Bucks County's New Ford Mill Road Industrial Park



**Morrisville, Bucks County, PA** to 20 Steel Road, LLC, an entity related to **PennFab, Inc.**, on behalf of **Manhasset Bay Associates**.

Frank Roddy, President of **Roddy Inc.**, who handled the sale advised that the premier crane and rail served facility was sold to 20 Steel Road, LLC for \$10,600,000. Roddy further advised that the adjacent 14.63 acre land parcel is being offered for sale.

The facility is presently divided into two units—one of approximately 118,000 sq. ft., which is occupied by Ryerson, Inc., and one of approximately 115,000 sq. ft., which is occupied by PennFab, Inc. The fully heated facility offers eleven remote operated cranes ranging in capacity from 10-30 tons, three covered tailgate loading docks, ten (10) drive-in doors providing three drive-thru bays front to rear, 46'0" sloping to 39'0" clear height under steel purlins, a rail spur running 360' through the building from front to rear serviced by CSX and Norfolk Southern, 34.5 KV/2500 KVA primary electric service and approximately 14,835 sq. ft. of offices. The property is located within two miles of the deep water port facility located within Keystone Industrial Port Complex.

Strategically situated in New Ford Mill Road Industrial Park, the property provides access to Route 13, Route 1, I-95, I-295, the PA Turnpike (I-276) and the NJ Turnpike (I-95) as well as bridges to New Jersey.

PennFab, Inc.—headquartered in Bensalem, PA—is a 31 year old Veteran owned company. They are an AISC and AWS certified fabricator and a major supplier to the Railroad and Transportation Industries providing signal bridges, catenary structures, foundations, track material, signal supports, walkways, cable trays, wire ways, handrails, anti-fall equipment, safety railing, ballast retainers, bridge beams, tie bars, bridge bearings, girders and more. Other industries include, material handling, highway and bridges, heat treating, and furnaces, part washers, pollution control, flight and training simulators, water treatment, heat recovery and simulation chambers, stairs, mezzanines, equipment skids and numerous OEM organizations.

Ryerson Inc. is a leading distributor and processor of metals in North America. Headquartered in Chicago, Ryerson offers an unparalleled range of products,

*Continued on page 7.*

### Bucks County Lease Activity August - September 2017

*Information provided by Colliers and NAI Mertz*

<b>Bensalem</b>	<b>SQ. FT.</b>
<i>Industrial</i>	6,000
<i>Industrial</i>	5,511
<b>Industrial Total</b>	<b>11,511</b>
<i>Office</i>	1,413
<b>Office Total</b>	<b>1,413</b>
<b>Grand Total</b>	<b>12,924</b>
<b>Bristol</b>	<b>SQ. FT.</b>
<i>Industrial</i>	4,100
<b>Industrial Total</b>	<b>4,100</b>
<i>Office</i>	3,525
<b>Office Total</b>	<b>3,525</b>
<b>Grand Total</b>	<b>7,625</b>
<b>Ivyland</b>	<b>SQ. FT.</b>
<i>Office</i>	5,906
<b>Grand Total</b>	<b>5,906</b>
<b>Southampton</b>	
<i>Industrial</i>	23,850
<b>Grand Total</b>	<b>23,850</b>
<b>Trevose</b>	<b>SQ. FT.</b>
<i>Industrial</i>	25,080
<i>Industrial</i>	2,720
<b>Grand Total</b>	<b>27,800</b>
<b>Warminster</b>	<b>SQ. FT.</b>
<i>Office</i>	2,582
<b>Grand Total</b>	<b>2,582</b>

## COMPANIES ON THE MOVE



### *Roddy Inc. continued*

leading processing and fabricating capabilities, a broad geographic reach and an established commitment to superior service.

Manhasset Bay Associates is a private equity property group headquartered in New York.

Headquartered in Bensalem Township, Bucks County, Pennsylvania, 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, visit the corporate website [www.rodidyinc.com](http://www.rodidyinc.com).*

*For further details, contact Francis T. Roddy at (215) 245-2600 or FAX (215) 245-2670.*

## BCEDC BUSINESS HAPPENINGS



**Puro-tec, Ltd** was approved to borrow \$365,000 from DCED via the BCEDC. The money will be used to purchase an 18,051 square foot building in **Bensalem**. The loan will also be used for renovations. The total project cost is \$1,220,000 and fourteen jobs (14) will be retained. Puro-tec property restoration is a full-service restoration contractor working from an emergency to the completion of reconstruction.

**Tyger Scientific Inc.** is a specialty chemical manufacturer for product research and development, for industries such as pharmaceutical, biotech, electronic, cosmetic, chemicals, and materials, they have been approved to borrow \$400,000 from DCED via the BCEDC. Tyger Scientific will purchase a 5,000 square foot building in **Newtown** with the loan. The total project cost is \$800,000 and will create eight (8) jobs.

*Save the Date!*

**BCEDC is celebrating its  
60<sup>th</sup> year in business!**

**April 25, 2018**

*60 years*

*Stay posted for exciting details about the 2018 BCEDC Annual Dinner!*

# STRATEGIC EARLY WARNING NETWORK



## Are you a Ball Bearing Manufacturer or a Banker?

Statewide, financial restructuring comprises approximately 27% of the services that SEWN provides free of charge to small- to medium-sized manufacturers. Yet many of our manufacturers act as bankers rather than makers.

And this problem is not unique to Pennsylvania-based manufacturers. A recent study produced by Material Handling and Logistics (MHL) indicates that "in 2016, public companies had more than \$1 trillion unnecessarily tied up in working capital."

What is the root cause of this working capital shortage? Too often, manufacturers act as bankers. They pay their bills on time, but are loathing to encourage their customers to do the same.

The more expensive the raw materials, the worse this situation becomes.

Take, for example, a metal working manufacturer. He receives a large order to produce all of the support beams for a new apartment complex under construction in his community. The job looks great from the sales side of the balance sheet. But from the profit side, things appear a good deal shakier. The initial cash outlay for the raw materials is astronomical. Production to the exact specifications of the builder may take months. Accounting requests payment within 30 days of delivery, but that 30 days often extends to 60 or 90 days.

All of a sudden, that wonderful sales contract looks considerably less profitable as the manufacturer has his working capital tied up in the initial purchase of the raw materials for which he has paid in a timely manner, production costs including salaries, utilities and equipment maintenance which, again, were paid in a timely manner. Yet the customer has not reimbursed him for his "loan".

Your restricted cash flow then prevents you from bidding on and fulfilling other contracts, leaving your machines idle and your workers out of work.

One way to help resolve this issue is to begin looking at overdue accounts and start collecting on them. After all, the bank is not at all shy about collecting its mortgage payments on time. Why should a manufacturer be reluctant to collect on its accounts?

A second action item is to pay the bills on time, but not necessarily the same day on which they were received. Holding onto the money until a bill is actually due means that your bank account earns interest on that money, providing a bit of extra cash.



A manufacturer makes things. A manufacturer is not a bank.

SEWN (Strategic Early Warning Network) provides guidance for you through these and many other financial restructuring issues. Our talented Regional Directors will help you gain a clear understanding of your cash flow, productivity, pricing, bidding and other processes that will help you to regain sound financial footing. After all, you chose to be a maker, not a banker. Let us help you achieve your company's goals.

For free, professional succession planning and many other small manufacturing enterprise services in the Southeast region, call Greg Olson, SEWN Regional Director at 215-776-0130 to set up a no-cost, no-obligation consultation regarding your business transition. Or, if you prefer, you can email Greg at [sewnse@steelvalley.org](mailto:sewnse@steelvalley.org) with your questions. And be sure to visit our web site at [www.steelvalley.org](http://www.steelvalley.org) for more information regarding all of SEWN's services, our newsletters and success stories, and interesting, relevant blog articles to help you navigate today's manufacturing environment.

*SEWN was founded in 1989 to support the region's manufacturers and preserve jobs. The Department of Labor embraced and sponsored the program in 1993 to protect Pennsylvania companies and jobs. Since then, we have expanded to five regional offices, helping hundreds of companies and saving thousands of jobs statewide. Today, SEWN is one of the most cost-effective jobs programs in the United States. Over the last five years SEWN's job saving services have saved Pennsylvania more than \$34.8 million in unemployment benefits (over \$836 million if jobs/payroll multipliers are included). Since its inception, SEWN has contributed to the retention and revival of more than 900 industrial enterprises within Pennsylvania, impacting more than 20,000 jobs.*



## MEMBERS' CORNER



### A&A machinery has a new GM!



Locally owned A&A Machinery Moving announced that, Nick Lykon was promoted to General Manager. In this position, Nick Lykon will be responsible for all day-to-day operations of the company along with playing a pivotal role in identifying and implementing strategic growth plans.

Nick Lykon has been with A&A Machinery Moving for the past twenty-one years; most recently as Senior Project Manager. He is also the brother of A&A Machinery President and founder, Albert Lykon.

Nick has managed most of the large projects A&A Machinery has performed over the years, both on the moving and sales sides of the company. Most recently, this included a four month project in Lincoln, ME where Nick led the A&A team in a project to dismantle and ship a large paper machine and associated equipment to a facility in Ontario, Canada where it will be reinstalled.

"As the new General Manager of A&A Machinery Moving Inc., I look forward to expanding our services and opportunities with our clients. A&A Machinery has a great reputation in the industry and I'll work towards growing that reputation in the course of serving our customers," said Nick when asked about taking over as the new General Manager.

Nick is also an elected official for Plumstead Township, PA where he has served as a Supervisor since 2014. Additionally, he is currently President for the Philadelphia chapter of the Machinery Dealers National Association (MDNA).

*A&A Machinery Moving, Inc. is a full-service machinery moving and industrial rigging contractor. We provide a broad scope of services from turn-key installations through relocations and removals of single machines to entire process lines and plants. As a single-source contractor, we provide additional value through expert crating & skidding services, machinery transportation, freight forwarding and equipment warehousing. We service all industries in the Mid-Atlantic region – PA, NJ, DE & MD – and nationally on larger projects. A&A Machinery Moving, Inc., 201 Dean Sievers Place, Morrisville, PA 19067, Office: (215) 428-1100, Email: aamoving@aamachinery.com*

## THE LOCAL CHAMBERS' EXCHANGE



### Lower Bucks County Chamber Champions of Commerce



The Lower Bucks County Chamber of Commerce will be recognizing these exceptional people and businesses at the Champions of Commerce, our signature awards ceremony.

**Date: Thursday, November 30, 6:00 - 9:00 p.m.**

**Location: Pen Ryn Estate on the Delaware  
1601 State Road, Bensalem, PA**

Our signature event will include:

- Champagne greeting
- Live piano music
- Cocktail hour with butlered hors d'oeuvres, crudite and cash bar
- Three-course plated dinner
- Awards ceremony
- Networking with business professionals, executives and elected officials.

**For more information or to buy tickets:**

<https://tinyurl.com/ycz9kwwk>

# THE LOCAL CHAMBERS' EXCHANGE



## UBCC receives a \$50,000 Tourism Grant



**Pictured left to right: Ed Scholl, economic development consultant, Borough of Quakertown; Jim Haigh, membership development and public policy, UBCC; Frank Licopoli, Quakertown Historical Society; Senator Bob Mensch; Jason Wehrung, UBCC President/Wehrung's Lumber & Home Center; Randy Rush, UBCC Treasurer/Dunlap & Associates; Jan Hench, owner McCool's at The Historic Red Lion Inn; Tara King, UBCC Executive Director; Craig Gillahan, Quakertown Historical Society; Christina Landis, Quakertown Historical Society.**

On Friday, August 25th State Senator Bob Mensch presented the Upper Bucks Chamber of Commerce Executive Director, Tara King, with a \$50,000 tourism grant check from the Pennsylvania Department of Community and Economic Development (DCED). The project narrative proposed by the Chamber leverages their existing role as an official Bucks County Visitor Center, expanding to restore and strategically open to visitors the adjacent historic properties including the Burgess Foulke House and Liberty Hall. Among the goals are growing the region's budding

historical tourism, and driving economic development, through enhanced marketing and partnerships.

This grant and these efforts would not be possible without the UBCC's collaborative partnerships with: the Borough of Quakertown, Quakertown Historical Society, and Visit Bucks County. Senator Mensch and his Chief of Staff, Lisa Walter, provided immeasurable assistance navigating the successful application process.



# 44 BUSINESS CAPITAL

A Division of Berkshire Bank



## 44 Business Capital Is Nationwide

**Small Business Financing from \$500K to \$5MM**

*44 Business Capital is an SBA lender providing financing to companies whose needs cannot be met by traditional bank credit standards.*

**Phil Martin, First Vice President, SBA Lending**  
pmartin@44businesscapital.com | 215.985.4400 x 2785

## 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.*

# 2017 BOARD OF DIRECTORS

## EXECUTIVE COMMITTEE

### President

Jim Tyrrell  
Fulton Bank

### Vice President

Gerald C. Forest  
Buckingham Valley Vineyards

### Secretary

Phil Eastman  
PECO

### Treasurer & Assistant Secretary

Thomas Keiser  
Key Bank

### Past President

James Bleakly, Jr.  
QNB Bank

### Members at Large

Karen Lasorda  
Bucks County Bank

Robert Steinhart  
Colliers

## GENERAL BOARD OF DIRECTORS

### Michael Borski, Sr.

The Flynn Company

### David R. Breidinger

Breidinger & Assoc., LLC

### Arthur D. Goon

Delaware Valley University

### Kenneth E. Heydt, P.E.

Carroll Engineering

### Tom Krol

IMET

### Gregory F. Krug

Lampire Biological Laboratories

### Peter P. Liebert, IV

Liebert & Co., Inc.

### James Lowe

Wehrung's Lumber & Home Center

### Ed Lydon

E.K.L. Machine Company

### Richard B. Millham, Sr.

Millham Companies, Inc.

### George Niblock

Niblock & Associates

### Lenora G. Seigle

Citizens Bank

### Anthony F. Visco, Jr.

American Arbitration Association

### Daniel Zelikovich

Irene's Bakery, Inc.

## Publishing Deadline for The Bucks Prospectus

### Deadline Date

11/21/2017

### Publish Date

12/19/2017

### Edition

December

For archived issues go to [www.bcedc.com/newsletters](http://www.bcedc.com/newsletters)

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

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