



Bucks Prospectus

BCEDC Elects First Woman Board President



During its annual reorganization meeting, Dr. Kathleen M. Dominick was elected as the first woman board president of the Bucks County Economic Development Corporation in its 51 year history. Dr. Dominick's involvement in economic development spans 18 years in the private and public sectors, including Chairperson of the Board for the Federal Lands Reuse Authority, the military base closure authority for the Naval Air Warfare Center in Warminster, Pennsylvania. A strategic management consultant, she also teaches business courses at Bucks County Community College and Rider University.

Dear Readers:

On behalf of the Board of Directors, I am pleased to announce that the BCEDC will be resuming production of its quarterly newsletter. Our focus is to provide you with useful information on various aspects of doing business in Bucks County, from tools relating to business startup and expansion and job creation and retention, to quality of life developments that are important to you, the business owner, and your employees.

Bucks County's centralized location in the Mid-Atlantic corridor with major highway access and multi-modal transportation hubs creates an ideal environment for high tech research and production, manufacturing and commercial industries. The bonus combination of quality housing, educational facilities, and myriad of leisure and cultural outlets positions Bucks County as one of the most desirable areas to work, live, and visit in the United States.

Future editions will include perspectives and tips on financial packages, site selection, government initiatives, and business and customer trends that should be value-added in your business planning process. We also welcome your inquiries and insights so that we may continue to improve and expand our services to you.

The BCEDC is dedicated to nurturing sustainable business growth and quality of life in Bucks County, and we look forward to serving you. If we may be of assistance, please feel free to contact Robert F. Cormack, Executive Director or myself.

Very truly yours,

Kathleen M. Dominick, D.B.A.
President

Inside This Issue:

Noteworthy News..... 2 - 3

- BCEDC Celebrated Its 50th Anniversary - 50 Years of Excellence
- Carl N. Wallnau, Jr., receives the First Lifetime Achievement Award
- International Trade Council

Welcome New Members.....3

Spotlight on Business.....4

- Vertical Screen, Inc.

The Bottom Line.....4

- Going Green to Save Some Green

Welcome New Employees.....5

2009 Executive Board Members.....5

Financial Toolbox6

- Pennsylvania Industrial Development Authority Rate Changes
- North American Development Fund

Companies On The Move 7 - 8

New Financing Approved In 2008 & 2009.....9



2008 Project Summary Results

Total Project Cost	\$286,000,000
Jobs Created & Retained	2001

Noteworthy News

BCEDC Celebrated Its 50th Anniversary 50 Years of Excellence

Outstanding Achievements 1958 - 2008

- New Hope and Ivyland Railroad
- Commercialization of the former Military Base in Warminster
- Supported the Rt.413 By-Pass
- Developed the Rt. 313 Study
- Enterprise Zone Funding

BCEDC & BCIDA Achievements 1958 - 2008

Total Capital Investment \$3,911,187,336

Jobs Created & Retained 74,114

The 50th Annual Dinner/Reorganization Meeting was held on April 24, 2008 at the Spring Mill Manor Country Club. There were over 190 mem-

bers and guests in attendance. Attendees received a travel bag commemorating BCEDC's 50th Anniversary.

Robert F. Cormack presented award plaques to companies who closed on loans during 2007 and banks that assisted them.

Phil Martelli, Men's Head Basketball Coach Saint Joseph's University, was the keynote speaker. Martelli's personality and wit came through as he plainly spoke about his life and his family. Phil signed copies of his book, *Don't Call Me Coach-A Lesson Plan for Life*.



Bucks Prospectus

Editor

Robert F. Cormack
rfc@bcedc.com

Assistant Editor

Kelly Doughty
KellyD@bcedc.com

Bucks County Economic Development Corporation

www.bcedc.com
Ph: 215-348-9031
Fax: 215-348-8829

Executive Committee

President

Dr. Kathleen M. Dominick

Vice President

James A. Bleakly, Jr.

Secretary

Gerald C. Forest

Treasurer & Assistant

Secretary

Clair M. Raubenstine

Assistant Treasurer &

Assistant Secretary

Trevor W. Smith

Members-at-Large

Gregory B. Morgan
Carl N. Wallnau, Jr., Esq.

Past President

Robert B. Steinhart

BCIDA Representative

Harry W. Fawkes

Bucks County

Commissioners

Charles H. Martin
Commissioner-Chairman

James F. Cawley, Jr., Esq.
Commissioner

Diane M. Ellis-Marseglia
Commissioner

Bucks Prospectus is the quarterly newsletter of the Bucks County Economic Development Corporation (BCEDC). BCEDC, the official Economic Development Agency for Bucks County, is a nonprofit economic development corporation with a mandate to increase job opportunities for local residents through various programs.

BCEDC 50th Annual Meeting Sponsorship

GOLD

PECO Energy

SILVER

Begley, Carlin and Mandio, LLP

CitiBank

Hiossen, Inc.

Keystone Heritage

Keystone Redevelopment Group

& Bridge Business Center

Rohm and Haas Company

Select Greater Philadelphia

USS Real Estate

Verizon

Wilmington Trust

BRONZE

Bank of America

Cecil James

Colliers, Lanard, & Axilbund

Fulton Bank

Gelcor Realty

Industrial Development, Inc.

MileStone Bank

Millham Companies, Inc.

Roddy, Inc.

Service Select Signs

Vertical Screen, Inc



BCEDC Staff and Board would like to Thank the sponsors for helping to celebrate the 50th Anniversary and making it a huge success

BCEDC would also like to thank Ray McGowan, President, Crown Holding Food Packaging USA, for supplying the 50th Anniversary tin.

Thank you Wehrung's Home Improvements Center for transporting the gifts to the Spring Mill Country Club.

50th Anniversary photos provided by Wendy Badman.

Carl N. Wallnau, Jr., receives the First Lifetime Achievement Award

In the fifty years since its inception, the Bucks County Economic Development Corporation (BCEDC) has been dedicated to creating a vital and strong economic base through the preservation and creation of job opportunities for Bucks County. The lynchpin in its success to fulfill its mission is the organization's dedicated and talented volunteers. In the recognition of their untiring efforts, we presented our first Lifetime Achievement Award as we mark the golden anniversary of service to Bucks County to Carl N. Wallnau, Jr.



Mr. Wallnau joined BCEDC in 1964 and in his forty-four years of service has established himself a dedicated member and outstanding leader. Carl served as president from 1968 to 1970, and remains an

active member on our Executive Committee, and chairs the Audit Committee. His invaluable insights and commitment to excellence is evidenced in the continued success of the BCEDC as well as other community based organizations.

A dedicated husband, loving father, doting grandfather, musician, engineer, attorney and corporate executive, Mr. Wallnau demonstrated his deep sense of community commitment in Bucks County upon his arrival in 1964. Among his numerous volunteer leadership roles, he served as president of the following organiza-

tions: Delaware Valley Fuel Dealers Association, Pennsylvania Oil Fuels Institute, Lower Bucks Chamber of Commerce, Levittown Exchange Club and Delaware Valley Philharmonic Orchestra.

As a board member, Carl also contributed his talents to the Lower Bucks Hospital, United Way Bucks County, American Red Cross-Bucks County Chapter, Bucks County Community College Foundation, Bucks County Planning Commission, NAWC Economic Adjustment Committee. BCEDC as well as Bucks County has benefited greatly from Mr. Wallnau's leadership and commitment to excellence. His generosity and perseverance is greatly appreciated and we are proud to recognize and honor him with this well deserved award!



At one point in time someone questioned you on what your interpretation of "retirement" would be and it was found that you would rather, "wear away then rust away" in your lifetime of achievements you have gone above and beyond to prove this theory to be true. Thank you for the magnificent opportunity of having you as an integral part of the corporation and Bucks County.

International Trade Council

BCITC is expanding its programs for current and potential exporting companies in Bucks County! Our recent "Grow Export Sales in 2009" seminar hosted by Bucks County Community College was well attended. Brian Thomas of Global Marketing Associates and Tony Ceballos, Director of the Phila. U. S. Export Assistance Center presented an in depth program. A fall seminar is planned and the date will be sent out through the five Chambers of Commerce represented on our Board of Directors.

BCITC appreciates the continuing support of our Bucks County Commissioners. Our Port Dredge Task Force also continues to pursue improvements for the Delaware River Fairless Channel and its significant economic viability to the County and the State.

We invite nominations of any Bucks County exporting company for consideration for our "Export Excellence Award" program. On behalf of Anna M. Shantz and myself as Interim Co-Chairs of BCITC, we thank our BCITC Membership for their support and we invite new Members! Best regards. / Peter P. Liebert, IV - SIOR.

Please visit us at www.international-trade.org. For Membership Information, please contact Anna at 215-348-0378 or me at 610-940-0120

Welcome New BCEDC Members

Robert Bifolco
Continental Bank

Daniel Schaffer
The First Nation Bank & Trust Co.
of Newtown

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

Email Blast

BCEDC added a new email feature for the Real Estate Brokers in August. Any building inquiries will be sent out via **Blast-Email**. A blast email is sent simultaneously to every broker that is a member of BCEDC containing information regarding the building request.

Spotlight on Bucks Business

Vertical Screen, Inc. was founded as Big Information Group in Philadelphia in 1989.

Over the years, Business Information Group (BIG®) grew into the Vertical Screen® family of applicant screening companies, a corporate structure designed to provide customized applicant screening services to specific industries. The Vertical Screen® family includes Truescreen®, along with subsidiaries Certiphi Screening®, which exclusively serves the health care industry, and BIG®, which exclusively serves the financial services industry. Operations are now based at facilities in Southampton, Pa., and Marlton, N.J.

Business Information Group (BIG)® is the first and only applicant screening company that focuses exclusively on the needs of the financial services industry.

Many of the largest U.S. banks and insurance companies look to BIG® for targeted screening solutions. Certiphi® provides specialized applicant screening services to leading firms in all segments of the health care industry. Certiphi® clients include pharmaceutical and biotechnology firms, as well as hospitals and long-term care facilities. Truescreen® provides high-quality, technologically advanced applicant screening services to national firms in a full range of industries apart from financial services and health care. These services are provided through the application of technology and ISO 9001:2000 certified processes.



The Southampton, PA location is no longer optimal for the company's continued operations. Vertical Screen needs a larger work area to accommodate their 10-15% growth per year. Vertical Screen is a under agreement of 9 acre lot at Franklin Corporate Center located at Jacksonville and Street Roads, Warminster, PA. A new 50,000 square foot green certified facility will serve as corporate headquarters and main computer center for the company. The new facility will accommodate 166 existing employees and add 104 employees more over three years.

The real estate will be purchased by Petaluma Partners I, LP, a real estate holding company owned by the same owners as the operating company.

The company has requested \$1,000,000 loan from Bucks County Economic Development Corporation via the Defense Conversion Loan Fund and will be applying for \$2,250,000 from PIDA. Citibank, N.A. will loan Vertical Screen \$8,450,000. Total project cost is approximately \$15,000,000 to finance professional and other closing costs as well as land acquisition and building construction. The company will provide the remaining \$3,250,000 needed to complete the project. The company anticipates breaking ground Fall of 2009.

For more information go to www.verticalscreen.com.

THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability



Going Green to Save Some Green How information technology can be applied to help "green" your business and cut overall expenses.

by Michael T. Irving, Keynetx, Inc. President and CEO

It's no secret that both the economy and environment are two concerns that many of us share today. Sometimes we feel helpless and become resigned to thoughts of "this problem is just too big to solve." While we can't repair the environment or the economy

overnight, individual businesses can take steps that will pay dividends for the environment while simultaneously cutting long-term operating costs for themselves. Well-designed energy efficiency projects using information technology (IT) are one way to start making these changes.

Because IT is so intertwined with everyday business operations, tightening up current systems and implementing new ones can really pack a big punch when it comes to conservation and cost savings. What follows are three ways that you can harness the power of IT to save money, help the environment, and in many cases, even increase employee productivity by working smarter and more efficiently:

1. Evaluate your current business systems: If it has been a long time since you analyzed how everyday processes are handled at your company, you may be surprised by the wasted time, manpower, and energy that go into something as simple as purchasing raw materials or vendor services. A request that currently goes through five people might be more effectively handled by one or two people, cutting down on copies, electricity, and time. Making minor adjustments to old processes by implementing new programs or record-keeping systems can help cut down on wasted resources and save money. *Continued on next page.*

Going Green continued

2. Reduce paper usage: Encouraging thoughtfulness when printing an e-mail is not a new concept. What becomes important when communicating electronically is ease-of-use and reliability. If you depend on servers to house your e-mails and information and those systems crash on a regular basis, you may be unable to access the documents you need when you need them. You could even lose your records altogether if improper usage of storage space overwhelms a system. By working with a team that can monitor your computing systems 24 hours per day, make recommendations about upgrades, and prevent glitches from happening, you can best utilize electronic record keeping, have the confidence that you don't need to print hard copies of as many documents, and cut down on paper waste.

3. Reduce travel expenses and facilities expenses through use of telecommuting and teleconferencing: If your top clients are in California, you are likely very familiar with the costs associated with travel. Have you thought that the cost to the environment can be great too, with air and road travel emissions? By investing in a teleconferencing system, you can get the face time you need to manage your clients and customers successfully while cutting down on costs for them and you. Telecommuting can also be a great way to reduce facilities expenses such as space needed, HVAC, and electricity. When employees telecommute to work one day per week through highly reliable, easy-to-use network access from home, this is appealing from a bottom-line standpoint and can also be viewed as a "perk." This may help your business attract the top employees and keep them for years to come.

While these are a few tips that might work for your organization, personally taking time to step back and examine the systems and operations throughout your offices can really make a difference in finding solutions to your unique needs. And remember, even a small change, over time, can mean the difference that puts some green into your wallet and keeps things green for the Earth's sake. To learn more information about how your organization can use information technology to become more green, visit www.keynetx.com or call 866.388.1612.

Welcome New Employees

BCEDC recently hired two new staff members. We are excited to announce that **Diane Seigler** and **Kelly Doughty** have joined our staff.

Diane joined the staff in December 2008. Diane holds an AA degree in Business Education and is actively obtaining her Paralegal Certification upon the completion of two more courses. She brings eight-plus years of administrative and management experience to the BCEDC. Previously, Diane operated and managed a same day delivery service with her husband Mark Seigler. Before beginning the delivery service, she worked for Upper Makefield Township in the Administration Department. Diane assists Jim Pawlikowski, Loan Manager, with loan applications, loan files and Team PA surveys as well as maintains the property database. Diane is excited to be on board and is eager to gain additional experience and use her experiences to further her career here at BCEDC.

Kelly joined BCEDC in February 2009 as the Executive Assistant. Kelly comes to BCEDC with a diverse background in customer service, marketing and administration. Prior to coming to BCEDC Kelly worked in Publications and Higher Education. Kelly will manage marketing and communication activities via the website, membership, and newsletter as well as plan and organize the annual meeting and reorganization dinner. Kelly looks forward to assisting BCEDC accomplish their goals and objectives and to gain experience in economic development.

Employee News

Robert F. Cormack has successfully completed his MBA on April 13th, 2009. Over the last two years Bob has worked very diligently to earn his degree.

Bob and his family traveled to the University of Phoenix, AZ, in July to participate in the Graduation ceremonies. Robert you are now a Phoenix.

2009 Executive Board Members

President Dr. Kathleen M. Dominick DCS Group	Treasurer & Assistant Secretary Clair M. Raubenstine Raubenstine Consulting	Member at Large Carl N. Wallnau, Jr. Esq. Wallnau Associates
Vice President James A. Bleakly Jr. The Continental Bank	Asst. Treasurer & Asst. Secretary Trevor W. Smith Horizon Engineering Assoc. LLC	Past President Robert B. Steinhart Colliers Lanard & Axilbund, Intl.
Secretary Gerald C. Forest Buckingham Valley Vineyards	Member at Large Gregory B. Morgan TD Bank, N.A.	BCIDA Representative Harry W. Fawkes

Financial Toolbox

New America Development Fund

The Fund is an immigrant investor opportunity which offers permanent visas or green cards to eligible investors via designated Regional Centers such as Pennsylvania DCED Regional Center.

The fund provides for the issuance of “conditional” or temporary (two year) green cards to qualifying investors and their families who invest a minimum of \$500, 000 US Dollars in state designated areas into businesses that create at least ten full time permanent jobs for US workers. As long as the investment is maintained and job requirements achieved “unconditional” or permanent green cards will be issued after two years.

The fund provides a source of low-cost capital generally available to commercial, retail, industrial or non-profit firms that create significant job growth, located or planning to locate in Pennsylvania.

The NADF can be used for new construction, property acquisition, building rehabilitation, tenant improvements, machinery and equipment acquisition and working capital.

Loan amounts can range from \$2,500,000 to \$50,000,000 but

must be in increments of \$500,000. One job must be created for every \$50,000 funded within two years of final funding. Some indirect jobs can also be counted to meet the employment criteria. The term of the loan is for to five years. The loans are interest only loans for the five year period. Interest rates are targeted to be fixed at half of Prime with a floor of 2%. The collateral for the loan is usually fixed assets with a loan to value ratio of 80% and secured by a mortgage. Collateral, however, is discussed on a case-by-case basis.

Loans can take six to eight months to process, occasionally shorter periods. Interim financing or bridge loans can be utilized while the NADF Fund loan is being processed.

Application fee is \$500 submitted at the time of application, settlement fee is 1.5% of the loan amount and due upon settlement. Legal fees vary with transaction, usually \$10,000 to \$15,000 and are payable at settlement.

For more information contact: Stephen Drizos, Center for Private Financing, Commonwealth Keystone Building, 400 North Street, 4th Floor, Harrisburg, PA 17120-0225, phone: 717.783.1108 , Fax: 717.787.0879.

Pennsylvania Industrial Development Authority Rate Changes

BCEDC loans through PIDA had rate changes that were effective July 1, 2009. (Interest Rates will reset quarterly-October 1, January 1 and April 1 and will be posted on DCEC’s website, www.newPA.com.)

New project participation rates and interest rates for Bucks County are as follows:

	PARTICIPATION		INTEREST RATE
	(S)	(L)	
BUCKS	50	30	10 Year TR +1
Bensalem Twp.	60	50	10 Year TR
Bristol Twp.	60	50	10 Year TR
Warminster Twp.	60	50	10 Year TR

Special Note: Projects located in designated Enterprise Zones, Financially Distressed Municipalities under Act 47 (over), Federal Empowerment Zones, Federal Enterprise Communnities, Keystone Opportunity Zones, Keystone Opportunity Expansion Zones, Keystone Opportunity Improvement Zones, Keystone Innovation Zones, Brownfield Sites, and companies designated as Advanced Tech Firms will receive an interest rate of 3.75%, also, projects located in Keystone Innovation Zones are eligible to receive participation rates of up to 75% at the discretion of the PIDA Board.

For the quarter beginning July 1, 2009, the 10 year TR rate is 3.75% and the 10 year TR +1 is \$4.75%

20% Equity required (30 % participation)

(S) Small Business (Less than 50 existing employees, including parent, subsidiaries and affiliates.)

(L) Large Business.

Companies on the Move

Bridge Business Center receives a PA Energy Development Authority Grant



The partners of Keystone Redevelopment Group and DEP Secretary John Hanger with the micro-turbine before it is lifted into place. From left: Greg Ventresca, Pete Krauss, Rob Loughery, DEP Secretary John Hanger, Robert Ventresca and Chuck Artillio

DEP Secretary John Hanger visited the Bridge Business Center in Bristol, to announce that the BBC received a Pennsylvania Energy Development Authority Grant totaling \$1 million. The funding is provided by the American Recovery and Reinvestment Act. The money will be used to install a highly efficient energy

system – including micro-turbines, chillers and a cooling tower in a retrofitted chemical laboratory.

The \$2.6 million project has created more than 50 temporary jobs and is expected to save 1.8 million KWh/year, generate 4 million KW/year and reduce local carbon dioxide emissions by 2,522 tons annually. Significant energy savings will be passed along to the tenants including Bucks County Community College, AE Polysilicon, A&C Pharmtech and Chemistry Research Solutions.

The Bridge Business Center is a thirty-acre industrial and manufacturing site located in Bristol Township, in the Lower Bucks Enterprise Zone and the Bucks Bio-KIZ Keystone Innovation Zone. The space available at Bridge Business Center includes high-end, specialty research chemistry and biology labs, advanced manufacturing facilities suitable for contract manufacturing & pilot plant operations, and related corporate and administrative office space.

Doylestown based Keystone Redevelopment Group has been working to reposition the 200,000 plus square feet of existing laboratory, office and manufacturing buildings, which were part of Rohm and Haas holdings until 2005, to meet the anticipated growing demand of these industry sectors in this region.

Aldie Foundation purchases property in Langhorne to expand services in Lower Bucks.

Roddy Inc., Industrial and Commercial Real Estate Brokers headquartered in Bensalem, Bucks County, PA, represented Aldie Foundation, Inc. in the purchase of 2291 Cabot Boulevard West, Langhorne, Bucks County, PA. The property consists of 2.42 acres which is located a modern one (1) story building of 11,063 square feet. The building is expandable to 20,000 square feet and features four (4) private offices, two (2) conference rooms, lunchroom, computer room, file room and bullpen office area. The facility is 100% sprinklered and features on-site parking for approximately sixty-eight (68) automobiles.

Robert Olender of Roddy Inc. advised the purchase of the property was required to accommodate the growth of the organization that will be relocating from a leased facility. Aldie Foundation, a Pennsylvania not for profit organization, purchased the building from BCBP 2007, LP for \$1,400,000. Aldie Foundation was founded in 1977 and has been a leader in the development of treatment interventions, care and counseling for adults, adolescents and children struggling with issues of chemical dependency.

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.

For further details, contact Robert Olender at (215) 245-2600 or FAX (215) 245-2670



Companies on the Move

BCEDC Business Happenings

	Amount borrowed	Square Footage	Reason for Loan	Jobs Created	Jobs Retained
Bensalem	\$700,000	44,500	Building Acquisition, etc.	N/A	N/A
	\$300,000	None	Equipment Purchases	8	34
	\$1,660,000	85,000	Building Acquisition, etc.	N/A	N/A
	\$205,000	95,3000	Working Capital	N/A	N/A
	\$200,000	25,000	Building Acquisition, etc.	3	6
Total:	\$3,065,000	249,800		11	40
Falls Township	\$3,625,000	None	Equipment Purchases	145	0
	\$1,291,000	None	Equipment Purchases	N/A	N/A
	\$6,500,000	392,040	Land Purchase, etc.	N/A	N/A
Total:	\$11,416,000	392,040		145	0
Langhorne	\$1,600,000	11,063	Building Acquisition, etc.	6	15
	Total:	\$1,600,000		6	15
Newtown	\$200,000	None	Working Capital & Operating Costs	8	0
	\$1,520,000	33,000	Building Acquisition, etc.	10	47
	Total:	\$1,720,000		18	47
Warminster	\$1,000,000	392,040	Land Purchase, etc.	122	166
	\$200,000	11,640	Building Acquisition, etc.	5	17
	Total:	\$1,200,000		127	183

See details on page 9.

Properties Leased or Leases Renewed in Bucks County

(Information provided by Frank Roddy, Inc. and Colliers Lanard & Axilbund, Int'l)

Bensalem

Industrial

Lease	146,493
Lease Renewal	34,420
Total	180,913 sq. ft.

Bristol

Industrial

Lease	10,725
Lease Renewal	78,880
Total	89,605 sq. ft.

Chalfont

Industrial

Lease	6,648
Total	6,648 sq. ft.

Ivyland

Industrial

Lease	4,800
Lease Renewal	12,600
Total	17,400 sq. ft.

New Britain

Industrial

Lease	44,160
Total	44,160 sq. ft.

Richland

Industrial

Lease	13,217
Total	13,217 sq. ft.

Southampton

Industrial

Lease	51,500
Total	51,500 sq. ft.

Trevose

Industrial

Lease	6,189
Total	6,189 sq. ft.

Warminster

Industrial

Lease	4,800
Lease Renewal	119,261
Total	124,061 sq. ft.

Office

Lease Renewal	2,058
Total	2,058 sq. ft.
Grand Total	126,119 sq. ft.

Warrington

Industrial

Lease Renewal	8,000
Total	8,000 sq. ft.

New Financing Approved in 2008

1. **Gelest, Inc.** was approved to borrow \$200,000 through SBFF to purchase machinery and equipment for expanding operations, creating 8 new jobs and retaining 65 jobs.
2. **The Caddie Co.** was approved to borrow \$222,000 from PIDA for acquisition, general construction and related costs, creating 6 new jobs and retaining 1 job.
3. **Hiossen-Osstem, Inc.** was approved to borrow \$1,710,300 from PIDA to relocate their American Headquarters to Fairless Hills and approved to borrow \$250,000 from Revolving Loan Fund for acquisition, general construction and related costs, creating 94 jobs and retaining 3 jobs. BCEDC will hold a second mortgage.
4. **D&R Machine** was approved to borrow \$940,000 from PIDA and \$1,175,000 from IDA for acquisition and general construction of 41,000 sq. ft. building in Southampton retaining 35 jobs.
5. **DNT Corporation** was approved to borrow \$875,000 from PIDA to purchase a 32,300 sq ft. building at 257 Rittenhouse Circle, Bristol located in the Enterprise Zone, creating 5 new jobs and retaining 20 jobs.
6. **Mulberribush** borrowed \$1,200,000 tax exempt bond from IDA to purchase a building at 1525 Ford Road, Bensalem, property located in the Enterprise Zone creating 8 new jobs and retaining 29 jobs.
7. **AE Polysilicon** was approved to borrow \$2,250,000 from PIDA for acquisition, general construction, machinery and equipment and related costs to relocate their Headquarters and production facility to KIPC Zone in Fairless Hills creating 145 new jobs.
8. **1701 Loretta Avenue Associates, LLC** approved to borrow \$100,000 from PIDA for acquisition, general construction and related costs of a multi-tenant building in Feasterville creating 0 jobs and retaining 0 jobs.
9. **Grandview Hospital** borrowed \$144,740,000 tax exempt bond from the IDA for general construction, machine and equipment, and other related costs to development 3 different sites; 2 located in Sellersville and 1 in Dublin creating 31 jobs and retaining 982 jobs.
10. **SAMAX Enterprises** borrowed \$3,300,000 to relocate from NJ to PA. The new facility will be located in KIPC Zone in Falls Township. The funds will be used for acquisition, general construction and other related costs, creating 30 jobs and 36 tenants.
11. **Genesio** was approved to borrow \$530,000 from SBA for acquisition and building construction at 66 Richard Road, Warminster creating 20 jobs and retaining 45 jobs.
12. **Worth & Company** borrowed \$5,384,000 tax exempt bond from the IDA for acquisition of land, general construction, machinery and equipment and related costs located at 5161 Applebutter Road, Bedminster creating 90 new jobs and retaining 20 jobs.

New Financing Approved in 2009

1. **Urban Enterprises T&M, LLC** was approved to borrow \$200,000 from SBFF to start a new business at 121 Friends Lane, Newtown. The funds will be used to purchase equipment and working capital creating 8 jobs.
2. **Vertical Screen** was approved to borrow \$1,000,000 from DCLF for acquisition, general construction, and related costs to relocate Headquarters and North American Technology Center to Warminster, creating 122 new jobs and retaining 166 jobs.
3. **Domore, Inc.** was approved to borrow \$700,000 from PIDA for acquisition of a multi-tenant development in the Enterprise Zone in Bensalem Township.
4. **Centerpointe Office Associates** was approved \$205,000 from BBLF.
5. **EKL Machine** was approved for \$300,000 from MELF to purchase machinery and equipment, creating 8 new jobs and retaining 34.
6. **Serenity Enterprises, LLC** was approved to borrow \$200,000 from BBLF for acquisition, renovations, and other related costs to purchase 1035 Louis Drive, Warminster, creating 5 new jobs and retaining 17 jobs.
7. **Printmail Services Inc.** was approved to borrow \$1,520,000 from PIDA for acquisition, general construction and related costs for the property located at 23 Friends Lane, Newtown creating 10 new jobs and retaining 47 jobs.
8. **AE Polysilicon** has been approved to borrow \$3,625,000 from MELF to purchase production equipment creating 145 new jobs.
9. **Abington Reldan Metals** was approved for \$1,291,000 from MELF to purchase equipment and \$6,500,000 tax exempt bond from IDA for acquisition of 9 + acres and construct 62, 500 sq ft. building located in the KIPC Zone, Falls Township.
10. **Nidicio Group** was approved to borrow \$200,000 from SBFF for acquisition and improvements creating 3 new jobs and retaining 6 jobs.
11. **SG Bensalem Realty Investment** was approved to borrow \$1,660,000 from PIDA for acquisition and related costs for 510 Station Avenue, Bensalem.
12. **Aldie Foundation** borrowed \$1,600,000 tax exempt bond to acquisition, general construction and related costs for a building at 2291 Cabot Boulevard West, Langhorne.

Contributors Wanted

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

If your company has a great story to tell, submit your story to KellyD@bcedc.com

2009 Board of Directors

Executive Committee

President

Dr. Kathleen M. Dominick
DCS Group

Vice President

James A. Bleakly Jr.
Continental bank

Secretary

Gerald C. Forest
Buckingham Valley Vineyard

Treasurer & Assistant Secretary

Clair M. Raubenstine
Raubenstine Consulting

Assistant Treasurer & Assistant Secretary

Trevor W. Smith
Horizon Engineering Associates

Members at Large

Gregory B. Morgan
TD Bank, N.A.

Carl N. Wallnau, Jr. Esq.
Wallnau Associates

Past President

Robert B. Steinhart
Colliers Lanard & Auxilbund, Int'l

BCIDA Representative

Harry W. Fawkes

General Board Members

Harry J. Barford
Carroll Engineering Corp.

Clifford David
Heritage Conservancy

J. Peter Dominick
Bucks County Bank

Phil Eastman
PECO

Robert Fagan
R&A Enterprises, Inc.

Cecil James
USB

Gregory F. Krug
Lampire Biological Laboratories

Peter P. Liebert, IV
Colliers Lanard & Axilbund, Int'l

Ed Lydon
EKL Machine

Richard B. Millham
Millham Companies, Inc.

Mark R. Mummert
Rohm & Haas Company

George Niblock
Niblock & Associates

David P. Otto
North Penn Polishing & Plating

Daniel J. Reavy
Verizon

David Slifer
Wehrung's Home Improvements

Anthony F. Visco, Jr.
Ballard Spahr

Contributors Wanted

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

If your company has a great story to tell, submit your story to KellyD@bcedc.com

Newsletter design: Kim Harding • 267-987-4092

