



Bucks Prospectus

The 2010 Census Is Coming!: Bucks County Snapshot

The Federal Decennial Census is coming on April 1, 2010- and it is important to you because your town needs to obtain the maximum federal government grants and allocations, which are based on US Census population counts. It is also important as the basis to identify employment trends, household size and income indicators, to plan for transportation and utility needs, and to analyze consumer trends, to mention only a few of important uses which affect local economic development.

But the Census is only taken every 10 years. In the meantime, the Federal Government and local planning agencies undertake the task of making projections. These start with the decennial census, and then are extrapolated using various local data.

"Prediction is Very Difficult, Especially About the Future"...Neils Bohr

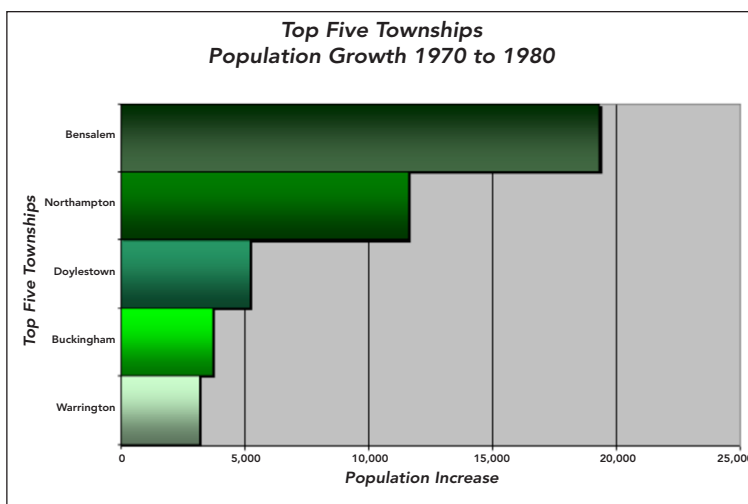
In 1980, I was hired by the Bucks County Planning Commission as a Land Use Planner. Based on my experience developing demographic and employment projections for the Rutgers Center for Urban Policy Research, I was assigned the job of making sense of the preliminary 1980 US Census figures for the county, and meeting with reporters who wanted comments on the numbers.

I was also on clean up detail for discrepancies in the county's new figures. Local organizations such as BCPC are tapped to "clean up" the raw Census data and figure out discrepancies such as how many dormitory residents attending Delaware Valley College are located in New Britain Borough and how many are in Doylestown Township (the boundary bisects the college). A Census fun fact is that college students are counted in their college of residency as of the Census date.

Later, the newly cleaned Census data was used as a basis for making future projections of the County's population growth. Since it came at the turn of a new decade, it also was the impetus for creating a county-wide 1980 Land Use Survey and for making future employment projections based on state Department of Labor data.

Where is Bucks County now, thirty years later? How do our projections compare to actual counts and what can we expect from the 2010 Census for Bucks County? And how is the development history of the county over the past 30 years reflected in current land use figures?

The turn of the new century in 2000 may seem like ancient history now, but looking forward to it from 1980, it seemed like a distant dream. The first Space
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Save the date for BCEDC's 2010 Annual Dinner on Wednesday, April 28th.

The 2010 Census Is Coming continued...

Shuttle was about to land successfully and Apple's very first micro-computer, the Apple I, had just been invented in Steve Wozniak's garage. Locally, the Hess Department Store in Doylestown was an anchor, as were former Rudolph's outdoor gear, Kenny's Bookstore, the Doylestown Inn (in its bar and restaurant incarnation), the Cross Keys Inn, Sommer Dairy, the Mrs. Paul's fish factory and the County Linen store. The US Steel Mill was the county's largest employer and the most rapidly growing townships over the past decade by far were Bensalem and Northampton, followed by Doylestown and Buckingham.

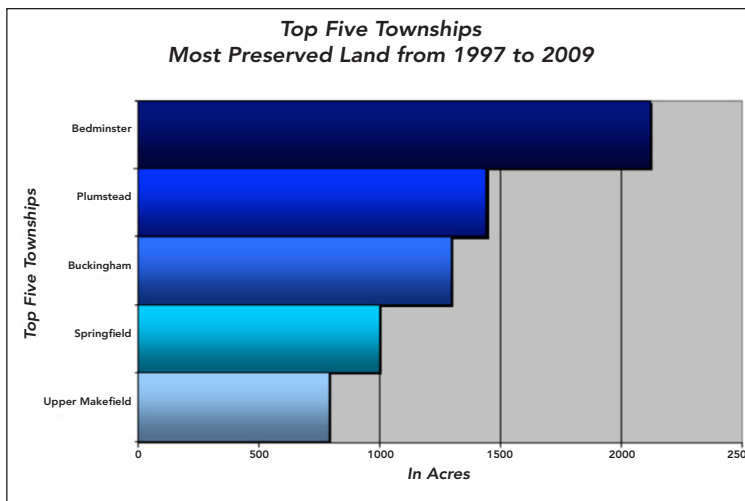
Our projections forward to the year 2000 were based on the typical cohort-survival model, which in a nutshell, forecasted for births, deaths and migration. Adjustments were then made based on current development proposals, recent development trends, and where public sewer service was expected to be available.

The total County population as of the 2000 US Census was 597,636, about mid-way between the rather wide range of our Planning Commission projections. Municipal projections for the 54 towns in the county were mostly within the expected range except for those over the high end of the projections: Bedminster, Buckingham, Chalfont Borough, Doylestown Borough, Dublin Borough, Lower Makefield, Lower Southampton, Newtown Township, Plumstead and Warwick. Those towns which moderated in their growth trend by the new century were Bensalem, Hilltown, New Britain Township, Northampton, Solebury and Upper Makefield. Also, slower growth was recorded in most of the older boroughs, with the exception of the growth magnet towns listed above.

Lawsuits and Sewers

Some future trends over the coming 20 years were difficult to anticipate, such as the extension of sewer service north of Doylestown and the rise of individual "package plant" systems. These fueled rapid housing construction. Also several "curative amendment" zoning lawsuits were resolved, such as the one that generated the Newtown Grant planned residential development, built by Orleans Corp. An opposite force on growth trends was the beginning influence of land preservation in the County, which began with the passing of the 1997 Open Space Bond Issue. More

recently, a trend has been the establishment of the State "Main Street Program" designed by the National Trust for Historic Preservation, which aided small towns in their response to the rise of large shopping malls. This program particularly helped Doylestown and Newtown retain their historic architecture, increase their new housing and population, and grow into the regional tourism hubs they are today.



Presently, most local demographic and economic estimates and forecasts are produced by the Delaware Valley Regional Planning Commission and the US Census Bureau. The most recent Census population estimates are Federal Year 2008 figures. These are compared to DVRPC 2005 estimates to track current population growth. The total County population estimate as of 2008 was less than the DVRPC 2005 estimate. In 2005, the cyclical housing downturn beginning in 2007 was not the reality it is today. This has affected most counties in the region, and Bucks County is no exception. However, several communities recorded continued growth as of 2008. These include Bedminster, Hilltown, Milford, New Britain Township, Newtown Borough, West Rockhill and Wrightstown. One result of this continued population growth as recorded by periodic estimates, is pressure for transportation improvements. This includes the final planning and start of construction on the Route 202 "Bypass", increased pressure to resume commuter train service to Philadelphia from Newtown Borough, and also from the Quakertown/Milford/West Rockhill area.

As a result of continued successful land preservation efforts in Bucks County over the past 12 years, there has been increased housing development in the more densely developed boroughs such as Newtown and Doylestown. Less "sprawl" development and more "traditional neighborhood development" in these

Continued on page 3.

Bucks Prospectus

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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.

The 2010 Census Is Coming continued...

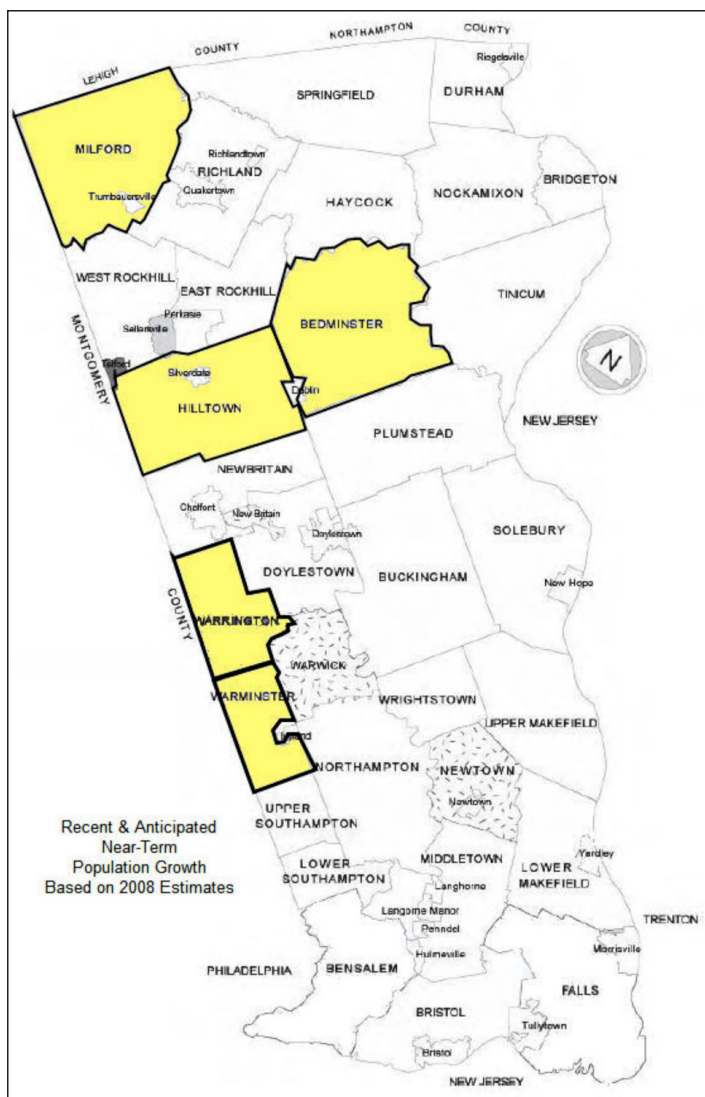
areas has been shown to be good for the local economy, delivering new housing in mixed-use areas where utility infrastructure already exists, and where “green” development techniques, the possibility of walking to work, and increased support of local retailers has occurred. Thus today the Belvedere at Doyle Square townhouse development in Doylestown is located on the former site of Mrs. Paul’s fish factory, and two other residential developments were completed on former industrial sites.

Preservation Pays

In Upper Bucks County, most growth over the past decades has been shown in the developed Quakertown area near Route 309. Farmland preservation figures from the County office of Richard Harvey, Director of Farmland Preservation, shows the most preserved farms are

residential development saves existing residents a significant amount of tax money because in general, taxes paid by new developments do not cover the actual maintenance, policing, infrastructure and school expenses that they generate. Open space is shown to preserve and increase property values for existing residences. Thus, open space preservation is considered good for local economic development. Current land preservation efforts as supported by the 2007 Bond Issue include active recreation in smaller communities, some historic preservation, and a focus on land adjacent to the Delaware River. All of these efforts are considered beneficial to existing residents and businesses, in addition to adding to the County’s already high quality of life.

Which towns will see higher population counts as of 2010? Based on current construction activity, I predict Doylestown Borough, Newtown Borough, Warminster, Warrington, and Wrightstown among other communities. The redevelopment of the former Naval Air Development Center in Warminster is generating residential development such as Ann’s Choice, presently one of the County’s largest employers.



Moving Forward

Today on the eve of the 2010 Census, Bucks County has changed in many ways since 1980, but retains most if not all of its attractiveness to residential and commercial development. It remains a growing area but retains its singular scenic and historic qualities, which range across our preserved farms, vibrant local downtowns, growing office/industrial campuses, our natural areas and parks, and our original transportation source and lifeblood, the Delaware River and its tributaries. Our largest employers have changed but the county continues to attract new employers who benefit from our educated workforce and scenic but well-located residential areas. After a precipitous decline through 1990, the amount of land in agriculture, parks and open space has increased to reflect more than half of the county’s land area as of a 2005 DVRPC survey. This is good for future residential and business growth trends.

Links/Sources:

- US Census statistics: www.americanfactfinder.com
- State of PA: Bucks County Profile: www.paworkstats.state.pa.us/reports/bucks_cp.pdf
- www.DVRPC.org
- www.heritageconservancy.org

Next Article:

Employment Trends and Industrial Parks; Regional Perspectives



Susanne Curran MAI, AICP of Curran Realty Advisors-Appraisers LLC is a state-certified commercial real estate appraiser and land use consultant. She served on the Bucks County Open Space Task Force II in 2006-2007. Her company is based in Bucks County and in Princeton, NJ.

concentrated in the upper Bucks communities of Bedminster, Buckingham, Plumstead, and Springfield, followed by Upper Makefield. Also, significant amounts of land have been preserved in Hilltown, Solebury, Tincum and Durham townships. These figures only reflect land preserved by the County of Bucks under their previous 1997 and current 2007 Open Space Bond Issues. Studies show that land preserved from

THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability

Leaning on Landlords

It's been said that "Desperate times call for desperate measures." We're not sure who said it first, but we were certainly witness to this sentiment in 2009. Although they range from the creative to the necessary (to put it gently), we thought it worthwhile to share some interesting ideas we saw used by our clients and prospective clients to wring some cash additional cash savings out of their landlords. If you are a business owner with a large rent component in your expense structure, the examples below may be instructive:

The Consensual

Facts: Company's 5-year lease expires in Nov. 2010. Company is a government contractor with a large contract starting in June 2010, but minimal revenues (and ongoing expenses) currently.

Solution: Company rolls current lease into additional 5-years and obtains 6 months of rent abatement (next payment due July 2010). Although the new rent was not reduced as much as might otherwise have been due to market conditions, the company was able to have its landlord effectively finance 20% of its operating cost structure (i.e. its rent expense) for the next 6 months.

The Strong Arm

Facts: Company has 8 years remaining on 10 year lease. Company recently lost its largest customer and reduced staff by nearly 50%.

Solution: At the time the lease was signed, Company cleverly used a thinly capitalized subsidiary as the obligated entity – with no corporate or personal guarantees. Left with the threat of the Company liquidating the subsidiary and walking away, the landlord agreed to move them into a much smaller space with materially lower rent – and a 6 month option to take back the original space at the now current market price (which is much lower than 2 years ago). The main operating entity of the Company (including cross guarantees from other subsidiaries) is the obligated party on the new deal – but of course.

The Hard Way

Facts: Company has 4 years remaining on 5 year lease. Company provides staffing services and had client representing 60% of revenues go bankrupt. Faced with the prospect of its own insolvency (due in no small part to its rent obligation), the company tried to restructure its lease but was rebuffed by the landlord.

Solution: Company proceeded to set up a new company and began booking new revenues through the new company. Employees of the old company were migrated to the new company and to the extent new company used old company's equipment (i.e. copiers, computers, etc.) it paid an arms length rent. New company retained the remaining clients of old company and used old company receivables proceeds to pay wind down expenses at old company. After effec-

tively liquidating old company into new company and doing so in a manner it believes was entirely legal, it handed the keys back to the original landlord. No word yet on whether or not any legal claims have been filed, but the old cash rent expense is certainly gone – at least for the time being.

About the Author

Tim Haddock is the Co-Founder and CEO of Fundamental Financial. Prior to Co-Founding Fundamental Financial, Mr. Haddock was a Partner & Managing Director with the global merchant banking firm Greenhill & Co. (NYSE: GHL). During his career he has advised on over \$75 billion of capital raising, financing and merger transactions.

About Fundamental Financial

Fundamental Financial is trusted lender to small and medium sized businesses. Fundamental is an asset based lender that specializes in financing companies that have been unable to secure the funding they need from traditional bank sources. Companies that sell a product or provide a service to other businesses and/or governmental entities (i.e. business to business) and require between \$100K and \$2 million of capital are candidates for the type of financing provided by Fundamental. To learn more about Fundamental Financial, please visit our website www.fundamental.com or contact us by telephone at (212) 554-4579. Additional publications by Mr. Haddock are available on the Capital Insights Blog section of the website at www.fundamental.com/capital-insights-blog.



On Site Economic Development Partnerships at BCEDC

BCEDC has established economic development partnerships with the agencies listed below for over 15 years. Our on site partners provide unique services to Bucks County's business and industry from advance technology assistance to business and financial planning.

BFTP

Ben Franklin Technology Partners of Southeastern Pennsylvania is the region's catalyst for Stimulating Entrepreneurial Potential. Ben Franklin invests in innovative enterprises and creates commercialization pathways that generate wealth through science and technology. Part of a statewide network in Pennsylvania, BFTP/SEP provides entrepreneurs and established businesses with the Capital, Knowledge and Networks to compete in the global marketplace. BFTP/SEP has provided more than \$130 million to grow more than 1,600 regional enterprises.

Dick Thompson, P.E., is an International Businessman with 40 years of experience, working with Ben Franklin Technology Partners as a Technology Commercialization Specialist, helping local companies with technology and funding needs.

Dick has served as a Phase 1 and Phase 2 SBIR reviewer for the National Science Foundation SBIR Program, and also serves on the Johns Hopkins APL Invention of the Year Award Committee. He is also a member of the State's Innovation Partnership SBIR Funding Committee, and serves on the Advisory Board of the Pa Green Growth Partnership and The Advisory Board of the School of Electrical and Computer Engineering at Villanova University.

Dick's previous work experience includes 27 years with Fischer and Porter Company, a Process Control and Water and Wastewater Treatment Manufacturer, in all aspects of their business including, Engineering, Manufacturing, Sales and Marketing, and Operational Management.

Dick may be reached via phone 215.489.9949 or email: dick@sep.benfranklin.org. For more information on BFTP go to info@sep.benfranklin.org

DVIRC

Delaware Valley Industrial Resource Center is a private, not for profit, Economic Development consulting practice assisting manufacturers increase their profitability by driving profitable growth and operational excellence. The DVIRC is affiliated with Regional, State, and Federal resources to provide clients with specialized assistance.

Since 1988 DVIRC has worked with 1,500 firms and completed more than 6,000 projects. In 2008 DVIRC generated more than \$308 million in value-added impact for their clients.*

DVIRC offers the following consulting services: Strategic Planning, Executive Networking, Market Development, Business Process/Information Technology, Human Resources, Lean,

Quality Management/Six Sigma, Organizational Learning and Development, Sustainability for Competitiveness and Talent Development.

Michael Renner, Jr. is the Director, Business Development for Bucks County and NE Philadelphia. Mike assists manufacturers in evaluating and analyzing operational strengths and weaknesses. He then guides them in selecting and connecting with the appropriate DVIRC content experts for enhancing operational success and business growth. Additionally, Mike serves as an advocate for manufacturers seeking access to local, state and federal resources and programs.

Mike has more than two decades of experience in diverse manufacturing and operations management positions. His has held positions in plant, compliance, and site operations management, project engineering and manufacturing engineering management. Since joining DVIRC, he has worked with over 250 DVIRC clients, on more than 430 projects involving top-line growth initiatives, Lean and other continuous improvement programs. Mike may be reached phone: 215-489-9949 or e-mail mrenner@dvirc.org, for more information on DVIRC go to www.dvirc.org.

*survey conducted and prepared by Turner Marketing, an independent market research company-02/09

SCORE

SCORE "Counselors to America's Small Business" is a non profit association dedicated to entrepreneur education and the formation, growth and success of small businesses nationwide. The Bucks County Chapter has 55 members, including former business owners and senior executives, who provide free counseling and low cost workshops. Counselors work with entrepreneurs through every phase of their venture including generating and assessing ideas, preparing a business plan, raising capital, and managing operations and finances. There are three locations in Bucks County to serve you in Fairless Hills, Doylestown and Perkasie. For additional information visit the website www.buckscountyscore.org or call 215-943 8850.

Bucks County SCORE Launches New Website

The Bucks County Chapter of SCORE has introduced a new entrepreneur friendly website for start ups and existing businesses. The website located at www.buckscountyscore.org offers entrepreneurs Free Counseling, Workshops / Seminars and a Business Library that contains a wealth of useful references and resource links.

TSBDC

The Temple University Small Business Development Center, founded in 1983, provides training and one-on-one general and specialized business consulting services to aspiring entrepreneurs and small businesses in Bucks, Montgomery, and

Continued on page 11.

Spotlight on Bucks Business

BCIDA assisted George School with 16 million Tax Exempt Financing for a New Green Library.



George School's new, green Learning Commons and Mollie Dodd Anderson Library.

The George School dedicated its new green Learning Commons and Mollie Dodd Anderson Library in October 2009. The project was completed after fifteen months of construction and seven years of planning.

The project consisted of \$13 million for the new library and \$3 million in capital projects, including retrofitting of the old library building. The George School obtained a 16 million Tax-Exempt Bond with Bucks County Industrial Development Corporation's assistance. The project retained 190 jobs.

The Learning Commons and Mollie Dodd Anderson library is more than 26,000 square foot building on campus located in Middletown Township which includes a library, five learning classrooms and a learning center. The new structure allows for both individual and group work.

The building was designed to gain gold-level certification under the LEED system-the national standard for environmentally friendly building design, construction and operation. The new academic facility is composed of a glass, box-like formation connected to two brick structures that resemble the nearby George School Meetinghouse. The new library features a vegetative roof to assist in insulation, and a geothermal heating cooling system.

Some other features of the new green facility:

- More the 50% of the new materials contained recycled content
- More than 60% of the new materials were acquired from regional sources
- 88% of waste generated during construction was recycled
- Vegetative roof helps to insulate the building
- Vegetative roof and 6 rain gardens help to provide an environmentally friendly stormwater management system



- Native plants were used in all landscaping that can tolerate local climate so that extra water is not needed
- A state-of the art- window covering system monitors sunlight and adjusts accordingly to optimize lighting

To learn more about George School, www.georgeschool.org.

BCEDC Business Happenings

December 2009 - January 2010

	Amount Borrowed	Square Footage	Reason for Loan	Jobs Created	Jobs Retained
Bristol Township	\$1,450,000	20,000	Acquisition & other related costs	9	21
Croydon	\$300,000	25,000	General Construction & other related costs	N/A	N/A
New Britain	\$79,200	N/A	Machinery & Equipment	0	4
Quakertown	\$387,500	18,000	Acquisition & other related costs	0	18
Warminster	\$105,000	N/A	Working Capital	N/A	N/A
Total	\$2,321,000	63,000		9	43

(See below for details.)

New Financing Approved in 2010

Cravero Turnkey Solutions, Warminster Township, was approved to borrow \$105,000 Working Capital from the Defense Conversion Loan Fund.

Wound Care was approved to borrow \$1,450,000 from PIDA for acquisition and related costs of a 20,000 square foot building in **Bristol Township**. Twenty-one jobs will be retained and nine jobs will be created.

View thru Technologies was approved to borrow \$387,500 from PIDA for acquisition and related costs of an 18,000 square foot building in **Quakertown**. Eighteen jobs will be retained.

Mont/Bucks Endodontics, New Britain was approved to borrow \$79,200 from PPAA for Machinery and Equipment. Four jobs will be retained.

Joe, JD, LLC was approved to borrow \$300,000 from PIDA for construction and related costs to build a 25,000 square foot building in **Croydon**.

Making buck\$ in and out of Bucks 2010 Workshop Series



Announcing five FREE workshops designed to help you market your company and establish new client relationships. All workshops are held at the Central Bucks Chamber, 252 W. Swamp Road, Bailiwick Office Campus Suite 23, Doylestown, PA 18901, starting at 8:30 a.m.

To register, please mail, fax, or drop off the completed form at the Chamber, or e-mail your info to Tony@centralbuckschamber.com.

- **Thursday, February 25th:** Making buck\$ through government contracts with Bucks County and the federal government (3.5 hours)
- **Wednesday, March 31st:** Making buck\$ outside of Bucks 101: exporting your products and services (2 hours)
- **Thursday, May 27th:** Making buck\$ in Bucks with loan programs that fit your business needs (2 hours)
- **Thursday, September 23rd:** Making buck\$ through government contracts with Bucks County and state government (3.5 hours)
- **Thursday, November 18th:** Making buck\$ outside of Bucks 102: exporting to Canada (2 hours)

"MAKING BUCK\$ IN & OUT OF BUCKS" WORKSHOP REGISTRATION

Name: _____

Company: _____

Address: _____

City: _____ State: _____ Zip: _____ Phone: _____

Email: _____

Feb. 25th: federal contracting
 March 31st: exporting 101
 May 27th: loan programs
 Sept. 23rd: state contracting
 Nov. 18th: exporting 102 (to Canada)

This workshop series is proudly sponsored by Fulton Bank, hosted by the Central Bucks Chamber of Commerce Government Affairs Committee, and developed by the County of Bucks for our business community.



Bucks County Board of Commissioners
Charles H. Martin, chairman
James F. Cawley, Esq., vice chairman
Diane H. Ellis-Marsaglia, LCSW

Companies on the Move

Properties Leased: December 2009 - January 2010

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

Bensalem

<i>Industrial</i>	37,695
<i>Industrial</i>	24,200
<i>Industrial</i>	1,200
Total	63,095
<i>Office</i>	11,587
Total	11,587
Grand Total	74,682 sq. ft.

Bristol

<i>Industrial</i>	8,500
<i>Industrial</i>	6,000
Grand Total	14,500 sq. ft.

Hatboro

<i>Office</i>	3,000
Grand Total	3,000 sq. ft.

Ivyland

<i>Industrial</i>	2,500
Grand Total	2,500 sq. ft.

Levittown

<i>Industrial</i>	5,000
Grand Total	5,000 sq. ft.

Newtown

<i>Office</i>	13,058
Grand Total	13,058 sq. ft.

Pipersville

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

Southampton

<i>Industrial</i>	3,000
Grand Total	3,000 sq. ft.

Warminster

<i>Industrial</i>	11,880
Grand Total	11,880 sq. ft.

6801 Bristol Pike-SOLD



Jeffrey Licht NAI Mertz represented both sides of the deal. Kevin Albertson c/o Keith's Auto purchased the building from Paul Muller c/o Team Toyota for \$1,000,000.

Member's Corner

LAMPIRE Expands Capabilities in Bucks County

Founded in 1977, Lampire Biological Laboratories is one of the leading suppliers of products and services to biopharmaceutical, diagnostic, medical device, and research institutions worldwide. Recently, Lampire expanded its services, resources, and manufacturing capacity in its Bucks County facilities. New to its portfolio are two valuable services: contract manufacturing and toxicity screening of potential drug compounds.



To meet deadlines, keep costs under control, or to avoid the complications of process set-up, pharmaceutical, diagnostic, and medical device corporations often outsource their manufacturing projects. Potential vendors are screened through an evaluation and auditing process, then projects are awarded to the most qualified and, often, the most economical vendor.

With more than 30 years' experience, Lampire has the ability to quickly and economically implement manufacturing procedures for laboratories ranging from small, start-up companies to large, multi-national corporations. Clean Room Manufacturing Suites, Sub-Assembly and Final Kit Packaging, Tissue Culture, Filling and Labeling, Reagent Manufacturing, and a number of other services are available at Lampire's Biotech Research and Resource Center in Bucks County. These processes are customizable, affordable, and are run under a cGMP Quality System.

Another area of growth for Lampire is to support in vitro screening for developmental toxicity of potential drug compounds. The high cost of drug development is highly publicized and is the topic of much healthcare debate. Traditionally, during the development process, drugs are tested for developmental toxicity (teratogenicity) relatively late in pre clinical development using rodents and at least 1 other species. These methods, while effective, are time-consuming and expensive. A quicker and lower-cost method using zebrafish embryos has been developed to support early screening work in the Discovery phase. Lampire has been an integral part of cross-laboratory assessment of that assay along with additional rodent-based in vitro assays for developmental toxicology screening. The zebrafish assay is currently available by Lampire for fee-for-service screening. Currently, the drug development industry has formed a consortium involving four promi-

nent pharmaceutical companies to develop a harmonized zebrafish assay to optimize this new process and Lampire alone was selected to perform the screening function.

Lampire is an active member of the business community in Bucks County and in 2008 received the Education Workforce Leadership Award from the Pennsylvania Department of Education, Bureau of Career and Technical Education. In addition, Lampire's president, Gregory F. Krug, has been named Small Business Exporter of the Year for Eastern Pennsylvania and the Mid-Atlantic Region by the US Small Business Administration. Lampire is headquartered in Bucks County, but operates six facilities across Pennsylvania and continues to grow and solidify its position in the global biomedical industry.

Article submitted by Gregory Krug, President. For more information visit www.lampire.com.

BCEDC Welcomes New Members:

Bill Koelewyn

225 Lincoln Properties, LP

Colleen F. Straub

Pickering, Corts & Summerson, Inc.

James Thackray

Coldwell Banker Commercial

Michael T. Tur

Citizens Bank

Greg Whedbee

Century 21 Alliance-Commercial Divisions

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

Noteworthy News

In a Bleak Economic Climate Bucks County Economic Development Has Another Banner Year - 2009!

Municipality	Amount of Loan	Jobs Created	Jobs Retained	Total Jobs
Bensalem Township	\$8,215,425	43	275	318
Falls Township	\$118,750,000	145	292	437
Ivyland Borough	\$800,000	3	6	9
Langhorne Borough	\$1,600,000	15	6	21
Middletown Township	\$16,000,000	0	190	190
Morrisville Borough	\$2,500,000	15	35	50
New Britain Borough	\$800,000	0	4	4
Newtown Township	\$1,720,000	25	47	72
Quakertown Borough	\$250,000	11	11	22
Richland Township	\$1,000,000	2	26	28
Upper Makefield Township	\$200,000	0	10	10
Warminster Township	\$3,090,000	155	207	362
Warrington Township	\$750,000	25	0	25
Grand Total	\$155,675,425	439	1109	1548

From The Desk Of Bucks County International Trade Council

BCITC continues in 2010 to expand its programs for current and potential exporting companies in Bucks County! Our next seminar is scheduled for this April and the details will be sent out through the five Chambers of Commerce represented on our Board of Directors and the U. S. Dept. of Commerce. Bucks County Community College and Delaware Valley College also continue to provide their excellent support to the Council.

BCITC, founded in 1993, is the export assistance agency for Bucks County employers. Our By-Laws mandate that each Chamber of Commerce in the County be represented on the BCITC board in order to provide a needed focal point for business growth.

Companies interested in joining BCITC and benefitting from our export assistance programs are invited to contact us. Two levels of membership are available for any companies interested in participating in our seminars and events. After April, seminars on Export Assistance will be held in June, September and November.

On behalf of Anna M. Shantz and myself as Co-Chairs of BCITC, we thank our BCITC Membership and our County Commissioners for their support! Best regards. / Peter P. Liebert, IV - SIOR.

For Membership Information, please contact Anna at 215-348-0378 or me at 610-940-0120.

Please visit us at www.international-trade.org.



Financial Toolbox



Do you have current Tax-Exempt Financing with Bucks County Industrial Development Authority?

Did you know that you have the possibility to refund existing principal?

Do you want to learn more? Contact Jim Pawlikowski, BCEDC Loan Manager, jjp@bcedc.com or 215.348.9031.

On Site Economic Development Partnerships at BCEDC? Continued from page 5.

Philadelphia Counties. The Temple SBDC is a not-for-profit organization, and its mission is to help small businesses grow and succeed. Every year, the Temple SBDC serves over 900 existing and new businesses.

Consulting is confidential and provided at no charge by highly skilled and experienced business consultants and includes advice on strategic planning, business plan preparation, business and financial analysis, financial management, funding, loan packaging, investor presentations, market research, sales and marketing, human resources, legal issues, and other business matters. Areas of specialization include technology commercialization, international trade, government procurement, environmental management, and energy efficiency. We also have an incubator program that houses start-up businesses in a setting that encourages entrepreneurship.

Our affordable, hands-on training programs are highly effective and are designed to help entrepreneurs at every stage of business growth. Our Entrepreneurial Success Workshop Series, an interactive ten week series, teaches entrepreneurs how to start and operate a business and write a business plan. Our award winning Construction Management Certificate Series, a nine month Saturday workshop series, is designed to provide business management tools to both beginning and advanced contractors. We also offer workshops covering a wide variety of topics, such as growing a business, financial management,

effective marketing strategies, and retail success as well as seminars covering government procurement, international trade, and other specialized areas. We also offer free online seminars.

The Temple SBDC is a partnership program of Temple University's Fox School of Business and Management and the Commonwealth of Pennsylvania and is a member of the Pennsylvania and National Small Business Development Center networks. It is also a member of the PA Innovation Partnership, a consortium of economic development and business assistance organizations whose goal is to help technology companies secure SBIRs/STTRs and other federal funding, and Team Bucks, a consortium of economic development organizations serving businesses in Bucks County. The Temple SBDC is funded in part by grants from the PA Dept. of Community & Economic Development and the U.S. Small Business Administration.

Temple SBDC consultants have helped companies start businesses, increase sales and profits, expand into new domestic and international markets, obtain funding, secure government contracts, commercialize technologies, and resolve business and legal issues. Our consultants are available to meet with clients at the Bucks County Economic Development Corporation's offices in Doylestown, the Temple SBDC's main office in North Philadelphia, or other mutually convenient location. For more information on the Temple SBDC, visit our website at www.temple.edu/sbdc or call (215) 204-7282.

2010 Publishing Deadlines for the Bucks Prospectus

Spring Issue

Deadline Date: 3-19-2010
Publish Date: 4-19-2010

Summer Issue

Deadline Date: 7-19-2010
Publish Date: 8-20-2010

Late Fall Issue

Deadline Date: 11-22-2010
Publish Date: 12-20-2010

Late Spring Issue

Deadline Date: 5-17-2010
Publish Date: 6-18-2010

Fall Issue

Deadline Date: 9-20-2010
Publish Date: 10-25-2010

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

Upcoming Events

Upper Bucks Chamber of Commerce Business EXPO and Home Show

Tuesday - May 18, 2010
12:00 Noon to 6:00 p.m.
Quakertown High School
600 Park Avenue - Quakertown, PA

**REGISTRATION DEADLINE:
FRIDAY, MAY 7, 2010**

For more information:
www.ubcc.org/our_activities/our_activities.htm

Be on the look out
for your invitation...

BCEDC's Annual/Reorganization Dinner

Spring Mill Manor
Wednesday, April 28, 2010

**2nd Annual
Mid-Atlantic Cleantech Investment Forum**

Thursday, March 25, 2010
4:00-6:00 p.m. Program
6:00-7:30 p.m. Cocktail Reception

**The Academy of
Natural Sciences**
1900 Benjamin Franklin Pkwy.
Philadelphia PA 19103

Cost: \$35.00

For additional information, visit:
[www.BlankRome.com/
CleantechForum](http://www.BlankRome.com/CleantechForum)

Questions?
Contact Lorrie Scott at
Scott-LA@BlankRome.com
or 215.988.6945

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Fostering investment and opportunity in cleantech...

Blank Rome's Energy Industry Group and the Academy of Natural Sciences Center for Environmental Policy are pleased to host the **2nd Annual Mid-Atlantic Cleantech Investment Forum** which will feature a **panel of experts** and thought leaders discussing cleantech venture and corporate investing as well as a **showcase of leading Mid-Atlantic cleantech companies**.

Confirmed Panelists:

- Michael Bewan, Managing Partner, Element Partners
- Richard Defieux, Venture Partner, Battelle Ventures
- Michael Donnelly, Managing Director, GE Equity

Want to be a sponsor or supporting organization for the Mid-Atlantic Cleantech Investment Forum? We are currently seeking providers of capital, technology entrepreneurs and policy makers to participate in this forum as sponsors or supporting organizations. Please contact Lorrie Scott at Scott-LA@BlankRome.com for more information.

In cooperation with:

**Cleantech Alliance
Mid-Atlantic**

Founding Sponsor:

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Events may be submitted for publication in the Bucks Prospectus, please contact Kelly Doughty, 215-348-9031 or KellyD@bcedc.com. 501 C-3 Organization events only.

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