



Bucks Prospectus

BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

INSIDE THIS ISSUE

Financial Toolbox

- PMBDA Forges Relationship with Development Community2

Welcome New Members2

Noteworthy News

- BCEDC's New & Improved Website is Live3
- Robert Cormack & BCEDC are Recognized for Improving Economic Environment4
- New PA Turnpike E-ZPass Only Interchange in Bristol4
- World Trade Association of Phila. ready to assist Bucks County in Going Global5
- BCEDC's October General Board Meeting at James A. Michener Art Museum5

From The Desk of BCITC5

Spotlight on Business

- A Passion & \$1000 was Just The Beginning6

The Bottom Line

- Burnt Out? A Cure for Business Owners7

Companies On The Move8

BCEDC Business Happenings ...9

New Financing Approved9

Member's Corner

- Bursich to Provide Surveying to PennDOT... 10
- 14 Curtin & Heefner Attorneys Recognized... 10

Q&A About BCEDC11

Upcoming Events12

2010 Board of Directors13

General Board Members13

Bucks Prospectus

TMA Bucks rushbus services are your connection to employment in Bucks County

TMA Bucks is a non-profit membership association in Bucks County promoting and coordinating strategies to reduce peak-hour traffic congestion, provide better access to jobs in Bucks County and improve the movement of goods and services.

Transportation is an essential element in Bucks County's economy and TMA Bucks is doing its part to enhance the growth of the county's workforce sector with its *rushbus* job access reverse commute public transit bus system.

Rushbuses are fixed-route, public transportation shuttles that provide last mile connections between SEPTA bus and train service and employment centers located beyond reasonable walking distance of SEPTA routes and centers.

Rushbus schedules coordinate with regional rail trains and selected city and suburban bus routes. The *rushbus* is the link between Bucks County job opportunities and quality workers searching for employment.

Many employers throughout Bucks County are attracting and retaining quality employees and growing their companies thanks to *rushbus* service.



The Bristol *rushbus*, Doylestown *rushbus*, Newtown *rushbus*, Richboro-Warminster *rushbus* and Street Road *rushbus* operate Monday through Friday. Schedules and route maps

for all of these services are available at www.rushbus.org or by calling TMA Bucks toll-free at 866-TMA RIDE.

The fare is \$1.00 per trip on all buses. SEPTA Trail and Trans passes are also valid on all *rushbuses*. TMA Bucks member employers are entitled FREE *rushbus* service for employees, interns and guests.



The *rushbus* system has environmental benefits as well as economic keeping hundreds of vehicles off the road every year. In 2011 the system will begin transitioning to compressed natural gas vehicles further reducing emissions.

CNG has significantly cleaner emissions than gasoline or diesel vehicles, is safer for use and fueling, and improves air quality for everyone who lives, works or passes through Bucks County. CNG is the same natural gas that fuels homes and businesses and provides substantial cost savings per gasoline gallon equivalent. CNG also utilizes North American natural gas supplies, meaning no reliance on foreign oil.

Currently, TMA Bucks already has one compressed natural gas powered *rush-*

Continued on page 2

Bucks Prospectus

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Commissioner

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

Continued from page 1

bus operating on the system that has received rave reviews from passengers and the public.

TMA Bucks can only continue to develop services like the rushbus with the support of its members. TMA members make up a wide variety of businesses, governments, and non-profit organizations including the Bucks County Economic Development Corporation. Your membership is welcomed! Call toll-free 866-TMA RIDE

or go to tmabucks.com for information on TMA Bucks membership.



FINANCIAL TOOLBOX

Pennsylvania Minority Business Development Authority (PMBDA) forges relationship with development community.

On November 18, 2010, the PMBDA board of directors approved Area Loan Organizations (ALOs) and Industrial Development Corporations (IDCs) that are certified providers, and Community Development Financial Institutions (CDFIs) to assist with the packaging of PMBDA loans for a moderate fee. This decision was prompted by the need to increase deal flow for PMBDA program and to encourage quality loan applications.

The program can fund manufacturing, industries, high-tech, international trade or franchise companies; loans up to \$500,000 (within Enterprise Zone, \$750,000) or 75% of total eligible project costs, whichever is less and retail or commercial firms: loans up to \$250,000 (within Enterprise Zone, \$350,000) or 75% of total eligible project costs, whichever is less.

To be eligible for funding, the Businesses must be owned and operated by ethnic minorities.

The terms for the program are: 50% of prime interest rate, but no less than 4%; up to 10-year term for land and buildings; up to 7-year term for machinery and equipment; up to 3-year term for working capital; 25% private-sector match required; may subordinate lien position; disbursement at closing; and for every \$15,000 borrowed the business must create one new job.

To learn more about the program contact BCEDC, 215.348.9031 or <http://www.newpa.com/find-and-apply-for-funding/funding-and-program-finder/pennsylvania-minority-business-development-aut>

WELCOME NEW MEMBERS

BCEDC Welcomes New Members:

Russell Oster

Grassroots Unwired, LLC

Gary Pickell

Parent Metals Products

Bill Rickett

TMA Bucks

Susan Rosner

Caldwell Associates

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

NOTEWORTHY NEWS

BCEDC's New and Improved Website is Live.

The new website is a vastly improved marketing tool for Bucks County and its resources. BCEDC.com is informative and easy to navigate as well as visually appealing with the addition of photos and graphics depicting the beauty of Bucks County.

The Property and membership section was customized to our specific needs. The Property section of the old site was the most utilized tool of the site as was seen by our monthly statistics. We focused our efforts on this section making it more user-friendly as well as visually appealing by adding photos and flyers to the properties listed. The new site enhancements will allow us to include more organizations to participate on our site assisting us with the cost to maintain the site. The site was also designed so that additional features may be added if needed.

Kim Harding Graphic Design created the visual design of the website as well as contributed photography for the site. Kim Junod and her team at New Concepts Online worked with BCEDC to develop a completely redesigned website with full interactivity for members and its various constituents.

The new site includes great features such as a password protected, fully searchable Member directory complete with individual member profile pages (to be released January 2011), a fully searchable Property Database of available Commercial, Retail and Office Spaces for Sale or Lease. Listings include detailed information about the properties along with photos and downloadable brochures. (new section currently being updated from old site), Member Realtors will be able register and post their own property listings (2011), an exclusive password protected area for Board and Committee member information to make it easy to share files and documents, email newsletter signup to receive bi-monthly updates from BCEDC and behind the scenes, the site features a new content management system so BCEDC staff can easily update the site, keeping content fresh and up-to-date.

The new design and improvements were made possible with the support of PPL and PECO. Thank you to PPL & PECO for their continued support of economic development throughout Bucks County. This support is especially helpful in promoting Bucks County locally, regionally, nationally and internationally to create a vital economic base through the preservation and creation of job opportunities for Bucks County. Sponsor support has become a vital component in BCEDC efforts to expand the services and programs that serve Bucks County's business and industry.



The site is live however we are still tweaking and editing it in order to bring you a flawless informative site. Please contact kellyd@bcedc.com with any questions, concerns or suggestions.

Kim Harding and Kim Junod were great! They coordinated their efforts with each other as well as with us. Kim Harding had a keen sense of design, she asked the right questions to learn our business so that she could create the visual art to meet our needs. Kim Harding's photography of Bucks County captured its essence. Kim Junod and her team worked diligently with us to customize the Membership and Property sections and created an easy to use and navigate front-end as well as back-end. Kim Junod provided us with cost-saving solutions and ways for more user interactions. We would recommend Kim Harding Graphic Design and New Concepts Online.

To learn more about their services contact Kim Harding: kimharding@comcast.net or 267-987-4092 and Kim Junod: kim@newconceptsonline.com or 215.443.7667.

Thank you to our sponsors:



Continued on page 4

NOTEWORTHY NEWS continued from page 3

Robert Cormack and BCEDC are Recognized for Improving the Economic Environment in Bucks County

The Lower Bucks County Chamber of Commerce recognized Robert Cormack and BCEDC at its "Bucks County in the Global Economy" Economic Forum!

The awards sponsored by Verizon, recognizes businesses, individuals and organization who have distinguished themselves in improving the economic environment particularly those who have devoted significant voluntary contributions of their own time and other resources to make Lower Bucks County a better place to live, work and do business.



From left, Candice Quigley (3rd Federal Bank/Awards Subcommittee Chair), Bill Rickett (TMA Bucks/Economic Development Chair), Dan Reavy (Verizon/Awards Sponsor), Tom Calkins (Railway Specialties), Bill Koelewyn (225 Lincoln Properties LP), Eric Stark (Lower Bucks Family YMCA), Bob Cormack (Bucks County Economic Development Corporation), and Mike Cash (Discover Business Solutions, LLC/Economic Forum Subcommittee Chair)

New PA Turnpike E-Zpass Only Interchange in Bensalem is Open

The Pennsylvania Turnpike Commission (PTC) officially opened its new E-ZPass Only Interchange last week in Bensalem Township, Bucks County, approximately one-half mile east of its Bensalem Interchange (Exit #351).

The so-called All Electronic Interchange (AEI) -- designated as the Street Road Interchange (Exit #352) -- only accommodates eastbound entering and eastbound exiting traffic and offers direct PA Turnpike access via Street Road (State Route 132) between the Parx Casino, Bensalem, Pa., and U.S. Route 1.

Only motorists with an active E-ZPass account are eligible to utilize the Street Road AEI. All E-ZPass tags from any of the 24 affiliated tolling agencies in 14 states (primarily in the Northeastern U.S.) will be accepted. Non-E-ZPass (cash-paying) motorists who try to use the interchange will receive a video-toll violation in the mail and are liable

to pay the toll from the farthest Pa. Turnpike entry point plus administrative fees.

The cost to exit via the new interchange from points west will be the same toll as if exiting at Delaware Valley (#358). For those who got on the Turnpike at Street Road, the toll at the two plazas east of the AEI -- Delaware Valley #358 and Delaware River Bridge #359 -- will be the same as if entering at Bensalem (formerly the Philadelphia Interchange).

The new interchange will help improve traffic flow on the Turnpike mainline and alleviate congestion at the neighboring Bensalem and Delaware Valley toll plazas; it will enhance mobility on adjoining roadways and provide improved access to nearby attractions like the Parx Casino and Race Track and destinations such as Neshaminy State Park, Benjamin Rush State Park and others.

Dominic O'Brien, Senior Marketing Representative, The World Trade Association of Philadelphia Inc. stands ready to assist Bucks County companies in going global.



The World Trade Association of Philadelphia, Inc hosted Break Bulk event and speaker Renee Palin, Manager Ports and Development, Norfolk Southern Corp. Renee addressed the audience about the importance of planning for logistics.

To learn more about the event and The World Trade Association of Philadelphia go to www.wtaphila.com

Continued on page 5

NOTEWORTHY NEWS continued from page 4

BCEDC's October General Board Meeting was held at the James A. Michener Art Museum.

The meeting was held in the Penn Color Private Board room overlooking the sculpture garden with furnishings by Robert Whitley. After BCEDC conducted their business they were joined by some of the Museum Advisory Board Committee members for wine and cheese in the museum lobby.

Thank you Stephen Darlington, President of the Advisory Board Committee and Peg MacDonald, Manager, Corporate Business Partner Program for their assistance and

hospitality. Also thank you Jerry Forest, Buckingham Valley Vineyards, for supplying the wine.

The Michener offers a truly unique experience for all kinds of events accommodated in various indoor and outdoor spaces from business meetings and seminars to cocktail parties and wedding ceremonies and anything in between.

To discuss your event contact Peg MacDonald, PMacDonald@michenerartmuseum.org or 215-340-9800, ext. 120.



From left to right, BCEDC Board of Directors, Dave Slifer, Jerry Forest, Mike Trexler and Peg MacDonald, Manager, Corporate Business Partner Program.



Kelly Doughty, BCEDC Executive Assistant and Rick Millham, Jr. Advisory Board Member.

FROM THE DESK OF BUCKS COUNTY INTERNATIONAL TRADE COUNCIL

BCITC is pleased to announce that our Membership continues to grow with both export manufacturers and also companies importing joining BCITC. Fulton Bank hosted our November 19th Board of Directors meeting at their new Doylestown branch and their International Finance representatives are actively participating in BCITC event planning.

Once again, please note that Delaware Valley College, also on our Board, requires students to acquire hours of off campus internship employment in their major specialties. Consequently, if your company is hiring for research, marketing studies, or other positions, please call Don Feldscher at Del Val.

BCITC is gearing up for 2011 with a new brochure in the completion stage. Our website is also undergoing revisions to reflect Fulton Bank as a premier member and to



**BUCKS COUNTY
INTERNATIONAL TRADE COUNCIL**

update our expected networking events for the first part of 2011.

BCITC, founded in 1993, is the export assistance agency for Bucks County employers.

Companies interested in joining BCITC and benefitting from our export assistance programs are invited to contact us. Our BCITC membership is growing as

are our networking and seminar events.

On behalf of Anna M. Shantz, Phd. 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.

Please visit us at www.international-trade.org. For Membership Information, please contact Angelina Calvo Stevenson, Executive Director, BCITC at 949-735-0320 or bcinternationaltradecouncil@gmail.com

SPOTLIGHT ON BUCKS BUSINESS

A Passion and \$1000 was just the beginning...

The Burpee Company was founded in Philadelphia in 1876 by an 18 year old who had a passion for plants despite his father's wishes for him to become a doctor. W. Atlee Burpee borrowed \$1000 "seed" money from his mother and started the company and grew it to the largest progressive seed company in America. Within forty years he was sending a million catalogues a year to American gardeners.

In 1888 Burpee purchased a farm in Doylestown, Bucks County named Fordhook. He converted Fordhook into a world-famous plant development farm where he transformed the best European vegetables and flowers to successfully grow and flourish in American soil.

In 1915, W. Atlee Burpee died and his son, David, became head of the firm. David continued the same spirited quest as his father and added more effective marketing and promotions emulating PT Barnum's advertising and marketing. David's true love was Marigolds—so much so that he lobbied to have the PA state flower changed to marigold.

In 1970 David sold the business to General Foods. In 1974 the company moved from north Philadelphia to its current location at 300 Park Avenue, Warminster. In 1979 the company was sold to ITT where David remained as a



consultant until June 1980 when he died. In 1991 the company was purchased by Ball Horticultural Company.

In 2010 Burpee is the leading brand in home gardening. Burpee can be found at major retailers across the USA and via mail using

the Burpee Annual Seed Catalog. Burpee has one of the leading gardening websites, www.burpee.com.

George Ball remains the chairman of the Burpee Company. The company still maintains Fordhook Farm—the original Burpee Farm.

W. Atlee Burpee Co., with the assistance of BCEDC, applied for a Pennsylvania Industrial Development Authority (PIDA) loan to borrow \$2,000,000 to obtain a cost effective facility which can accommodate all the non-live plant needs as well as improve product flow and office layouts. The loan was approved in July 2010. Phase I was the purchase of the building at 300 Park Avenue along with renovations and closing costs. Phase II will be for a 40,000 square foot expansion. The facility supports the following operations: headquarters, manufacturing, warehousing, distribution, customer service and administration. One hundred and sixteen employees will be retained.

To learn more, visit www.burpee.com

Happy Holidays and a Prosperous New Year!

BCEDC Board and Staff would like to thank you for you continued support throughout 2010.

We wish all of you continued success and look forward to working with you in 2011.

Happy Holidays and a Prosperous New Year!

THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability

Burnt Out? A Cure For Business Owners

Are routine business decisions overwhelming? Are you looking for quick fixes to solve cash flow problems? Are you dreading going to work? Are you just tired? If you answered yes to any of these questions, you are experiencing the effects of burn out.

With business owners increasingly burnt out, one-third of business owners say they are considering selling their business. This percentage is much greater for baby boomer business owners who started their business over 20 years ago. Over 85% of these baby boomer business owners' assets are locked up in their business. They will need to sell their business to cash out!

By now, the first question you might be asking yourself is **Why? Why sell a business during a down economy?**

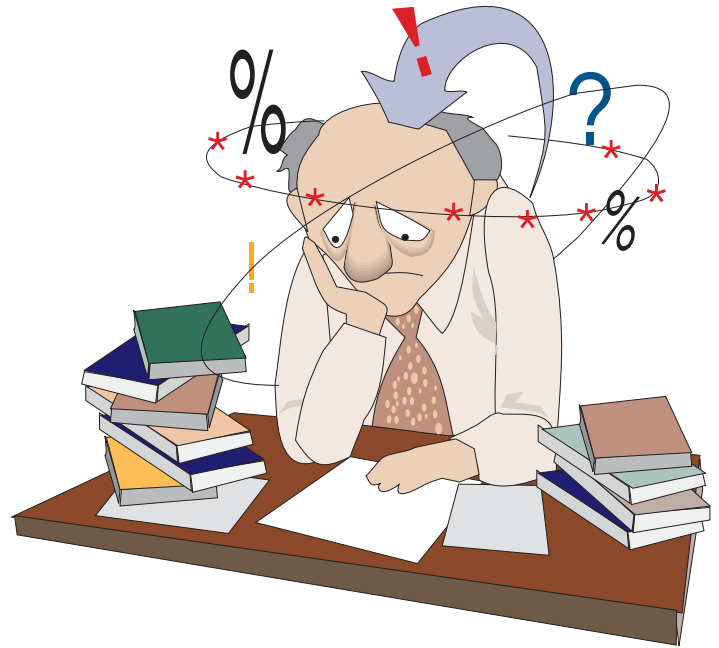
As we all know, *timing is everything*. First of all, there are executives that have been down sized and are looking for privately held businesses for themselves. Secondly, many companies are interested in expanding through acquisition. In reality, there are hundreds of buyers looking for opportunities with a business owner who is ready, willing and able to sell **and** realistic about selling price.

If you are convinced that now might be the right time to consider selling, then your next question will most likely be is, "**what is my business worth**"? If you don't know the answer to this, you are not alone. Alarmingly, 85% of business owners don't have an answer to this critical question....and if they do, they usually **overestimate** the value of their business by 50%!

Although having a formal business valuation is critical and may provide some insights into the value of your business, it won't necessarily provide you with a key factor in the determination of sale price and deal structure- the buyer's motivation to buy. These motivation factors can vary based on the size of your company and the type of buyer. For a strategic buyer, the access to customers and employees may be critical, while to a financial buyer, cash flow and reputation may be the most important factors.

The fact is that **the right buyer in a down economy** can provide a great opportunity for a burnt out business owner to cash out.

The third question you may be asking is, **so how do I know when to cash out?** This is the question that **all** business owners should be asking themselves at least once a



year. If you are in your 50's or are thinking about selling your business in 5 years, you should not only ask this question, but also have an **Exit Plan in place**. While a business plan's focus is your business, an exit plan's focus is YOU. It helps you develop the strategies to cash out of your business at the right time for the right deal.

When we work with business owners on an exit plan, they improve their focus, make better decisions, feel better about their work, and report less burn out. These benefits are felt whether or not they decide to sell now or at a later time.

In conclusion, **if you are burnt out, you may or may not want to cash out now** - but you certainly want to have all the facts to make the right decision for your situation. If anything, planning for your exit may be more beneficial to your state of mind, as you will know where you actually stand and what you need to do to "cash out". Of course, if you decide to stay in business, you've now made an economic decision based on facts rather than a gut feeling. Burnt out? Developing an EXIT PLAN can be the cure!

Susan Rosner, MBA is the Managing Partner of Calder Associates of Pennsylvania. Calder Associate is a regional mergers and acquisitions and businesses consulting firm specializing in exit planning, equity growth consulting and mergers and acquisition transaction services. www.calderassociates.com

COMPANIES ON THE MOVE

October - December 2010

(Information provided by Franklin Realty Development Corporation, NAI Mertz, The Flynn Co.)

Bensalem

<i>Industrial</i>	60,000
Grand Total	60,000 sq. ft.

Bristol Borough

<i>Industrial</i>	5,269
<i>Industrial</i>	60,000
Grand Total	65,269 sq. ft.

Bristol Township

<i>Industrial</i>	3,200
<i>Industrial</i>	40,400
<i>Industrial</i>	16,000
Grand Total	59,600 sq. ft.

Ivyland Borough

<i>Industrial</i>	7,450
Grand Total	7,450 sq. ft.

Warminster

<i>Office</i>	3,434
Grand Total	3,434 sq. ft.

Warrington

<i>Industrial</i>	32,833
Grand Total	32,833 sq. ft.

234 Veteran's Way has been partially leased.

Andrew H. Randolph, Franklin Realty Development, brokered a deal for a sixty-two month lease with Swisslog Healthcare Solutions at 234 Veteran's Way. The landlord is Franklin Street Associates I, L.P. The tenant will be leasing 3,434 square foot. This is a single story class "A" office condominium. There is 4,330 square foot still available for any of office, professional office, medical or retail.

For more information contact Andrew Randolph @ 215.628.2200.



311 Sinclair Road building leased.

AMS a marketing and management contractor for National Home Management, Inc. has leased the 311 Sinclair Road building in Bristol for a five year term. The building is 40,400 square foot. Mike Borski of The Flynn Company represented AMS, Larry Doyle of Preferred Real Estate represented the owner, MaGiure and Partners.



BCEDC BUSINESS HAPPENINGS

October - December 2010

	Amount Borrowed	Square Foot	Reason For Loan	Jobs Created	Jobs Retained
Bensalem Township	\$ 2,565,000	50,000	Acquisition & Related Costs, Building Renovations Working Capital & Machinery Equipment & other related costs	18	47
Dublin Borough	\$ 300,000	N/A	Acquisition & Related Costs	13	4
Sellersville Borough	\$ 350,000	5,200	Machinery & Equipment	8	32
Total	\$ 3,215,000	55,200		39	83

(Details below.)

NEW FINANCING APPROVED IN 2010

Imageone Industries has been approved to borrow \$1,710,000 for Pennsylvania Industrial Development Authority (PIDA) and \$855,000 Tax-Free Loan from Pennsylvania Economic Development Finance Authority. The loans will be used for acquisition, building renovations, and related costs for a 50,000 square foot building in **Bensalem Township**. Imageone Industries is recognized for custom signage promoting corporate identity. The ending result will yield 65 total jobs; retain 47 jobs and create 18 new ones.

Small Business First Fund approved **Omnivind Energy Systems, LLC** to borrow \$300,000. The funds will be used for working capital, machinery and equipment, and other related costs. Omniwind's headquarters are in **Dublin Borough**.

The loan will help to create 13 new jobs and retain 4 jobs. Omniwind produces, develops, and markets wind driven solutions.

A \$350,000 Business Builder Loan Fund (BBLF) was approved for **Alpine Mechanical Services**. Alpine will use the borrowed funds for acquisition and related costs of a 5,200 square foot building located in **Sellersville**. The company will occupy 3,500 square foot and will rent out the remaining space to a third party. Alpine Mechanical Services will retain 32 jobs and create 8 new jobs for its HVAC service and maintenance business servicing retail chains, shopping centers and malls throughout the MidAtlantic, Northeast and Florida.



2011 Publishing Deadlines for the Bucks Prospectus

Deadline Date	Publication Date	Issue
1/18/2011	2/22/2011	Winter
3/21/2011	4/19/2011	Spring
5/23/2011	6/21/2011	Late Spring
7/18/2011	8/23/2011	Summer
9/19/2011	10/18/2011	Fall
11/21/2011	12/20/2011	Late Fall

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

MEMBER'S CORNER

Bursich to Provide Surveying Services to PennDOT

Bursich Associates, as a subconsultant to Malvern-based Hunt Engineering, has been awarded a contract by PennDOT District 6-0 to provide a variety of surveying services under a five-year open end contract. These surveying services will be performed on various PennDOT roadways and bridges throughout Philadelphia, Bucks, Montgomery, Chester, and Delaware counties.

Bursich Associates, Inc., founded in 1972, is an engineering, planning, and land surveying firm based in Pottstown, Pa., with additional locations in Bucks and Berks counties.

The firm specializes in the design of roads and bridges; water and wastewater facilities; land development; stormwater management solutions; and land surveying throughout Pennsylvania. With a staff of 40 professionals, Bursich services local, county, state, and federal government within the public sector and residential, commercial, industrial, and institutional clients in the private sector. Bursich Associates Inc.

To learn more about Bursich Associates please visit www.Bursich.com

Fourteen Curtin & Heefner Attorneys Recognized as 2010 Pennsylvania Super Lawyers®, Rising Stars

Pennsylvania and New Jersey regional full-service law firm, Curtin & Heefner LLP, is pleased to announce that 14 of its attorneys have been recognized as 2010 Pennsylvania Super Lawyers® and Rising Stars. The firm's 2010 Super Lawyers are Real Estate Section Partner John W. Donaghy; Commercial Services Section Partners Gilbert J. Golding and Robert Szwajkos; Litigation Section Partners Frank S. Guarrieri, firm managing partner, and Bonnie S. Stein; and Employment and Public Sector Partner David J. Truelove. The attorneys selected as Rising Stars are Carolyn M. Angelaccio, Matthew J. Bass, James J. Esposito, Kyong Ha Growney, Joseph F. Kampherstein, III, Michael P. Maguire, Lisa M. Patterson and Sean R. Sullivan.

No more than 5 percent of lawyers in Pennsylvania are selected to the annual 2010 Super Lawyers list. Super Lawyers are selected through a comprehensive, multiphase rating process that includes peer nominations and evaluations combined with third-party research. Each Super Lawyer candidate is evaluated on 12 indicators of peer recognition and professional achievement.

Exceptional up-and-coming attorneys throughout the state are recognized in the Super Lawyers Rising Stars list. The selection process for Rising Stars is similar to that of the Super Lawyers list. However, no more than 2.5 percent of attorneys statewide are named to the Rising Stars list

One of Pennsylvania's oldest law firms, Curtin & Heefner LLP is a regional law firm with offices in Morrisville and Doylestown, Pa., and Lawrenceville, N.J. Ranked in size among the Top 100 Law Firms in Pennsylvania, Curtin & Heefner LLP represents clients throughout Pennsylvania and New Jersey. The firm has an extensive practice that includes Business and Municipal Finance, Estates, Trusts and Tax, Real Estate, Commercial Litigation, Banking, Creditors' Rights, Personal Injury, Bad Faith and Insurance Defense Litigation, Employment and Public Sector, and Disability Law.

To learn more about Curtin & Heefner LLP, please visit www.curtinheefner.com.



SAVE the Date

BCEDC's Annual Dinner and Reorganization Meeting is on Wednesday, April 13 at the Spring Mill Manor Country Club. Are you interested in sponsorship opportunities for this event?

Contact Kelly, kellyd@bcedc.com.

FAQ ABOUT BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

The Frequently Asked Questions is a new section to the newsletter. The BCEDC staff answers many questions during the course of their business day concerning who we are, what we do, and many other questions about economic development. With over 40 plus years of experience, the staff hopes to provide you with informative answers. Do you have a question...?

Q. How does the BCEDC work with the Governor's Action Team (GAT)?

A: The Governor's Action Team is a single point of contact for businesses that are considering Pennsylvania as a site for a facility location or expansion. The team works with domestic and international businesses, as well as professional site consultants on projects involving significant investment and job creation opportunities.

When your business is looking to expand or relocate you need up-to-date information, a rapid response and focused action from professionals whose top priority is you and your company. The Governor's Action Team is comprised of economic development professionals who are available to serve as an inside guide to all the tools, advantages and opportunities available for businesses in

the Commonwealth. The Governor's Action Team devotes its full attention to finding the right fit between your company and a prime Pennsylvania location.

At this juncture is where the local economic developer (EDC) such as BCEDC becomes a key player with the GAT. In a coordinated effort the GAT team member and the EDC will guide the company through the numerous funding and grant programs as well as assist the company with local governance policy and procedures. The two entities will provide the company with critical information and data from workforce characteristics and demographic information to quality of life statistics and information.

This partnership in Bucks County with the GAT Southeast Regional Office has an excellent reputation in providing up to date information and guidance to local and out of.

Since January 1, 2006 The Governor's Action Team and BCEDC has successfully completed 27 projects in Bucks County. These projects represent commitments for 2,276 new jobs and 2,146 retained jobs. The commonwealth has offered more than \$ 63 million in funding to these projects, which will leverage more than \$ 322 million in additional investment.

Notable Bucks County projects include the following:

Company	Total Project Cost	Facility Use	Jobs Created	Jobs Retained
AE Polysilicon Corp.	\$ 49,000,000	Manufacturing	145	0
Gamesa Technology Corporation/ Gamesa Wind	\$ 52,700,000	Manufacturing	361	0
Lenox Incorporated	\$ 3,138,000	Regional/National Headquarters	187	287
Lockheed Martin Commercial Space Systems	\$ 4,950,000	Manufacturing	135	265
Osstem Company	\$ 68,000,000	Manufacturing	200	0

What do you want to know about BCEDC? Submit a question to kellyd@bcedc.com

If your question is chosen we will publish the answer in an upcoming newsletter and send you a 2GB USB storage drive.

Note: In the Fall 2010 Bucks Prospectus edition BCEDC promised to publish the candidates responses to the five questions sent via NEDA. As of election day there have not any responses received.

UPCOMING EVENTS

Brownfields 2011 Conference Overview

Creating More Sustainable Communities – Brownfields 2011

The National Brownfields Conference is the largest, most comprehensive conference in the nation focused on environmental revitalization and economic redevelopment. Whether you're a newcomer to the world of economic and environmental redevelopment, or a seasoned professional looking to make new connections and increase your business, Brownfields 2011 offers something for you.

Registration for this unique event is **FREE!**

Why attend?

At Brownfields 2011 you'll experience:

- Over 100 educational sessions including lively panel sessions, dynamic discussion-based roundtables, energizing public debates, and inspirational screenings
- Outstanding networking and business development opportunities including the Economic Redevelopment Forum and Exhibit Hall
- Mobile workshops, walking tours, and volunteer activities to see Philadelphia's redevelopment at ground level

Who should attend?

- Local, state, and federal government leaders
- Federal and state contractors
- Real estate developers and investors
- Financial and insurance providers and risk management practitioners
- Economic development officials and community development organizations

- Construction and building firms
- Environmental and civil engineers, planners and public works officials
- Information technology professionals
- Academic institutions & students
- Attorneys

For More Information

Educational Programming and General Questions: Julie Butler (jbutler@icma.org) or 301.681.0660

Cosponsors & Endorsers and General Questions: Grant Sparks (gsparks@icma.org) or 202.962.3657

Film Series, Economic Redevelopment Forum and General Questions: Danielle Goodwin (dgoodwin@icma.org) or 202.962.3590

Mobile Workshops, Poster Gallery and General Questions: Emily Dodson (edodson@icma.org) or 202.962.3662

Exhibit Hall Booths: Noreen Burke (noreen@corcexpo.com) or 312.541.0567 x648

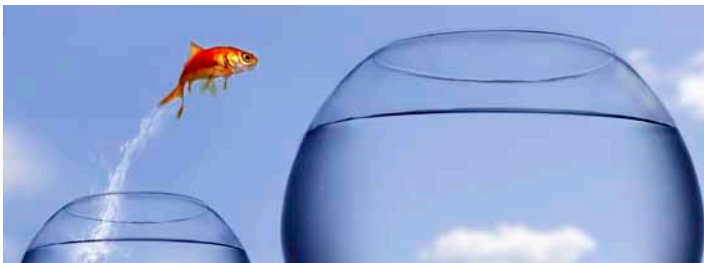
Sponsorships and Advertising: Mary Michalik (mary@corcexpo.com) or 312.265.9650

Phoenix Awards: Denise Chamberlain (denise.chamberlain@arcadis-us.com) or 717.761.0554

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For more information visit the conference website at www.brownfields2011.org

Institute for World-Class Manufacturing Plan for Growth!



Next Stage Growth Strategies for the Small Manufacturing Enterprise

As a small business owner, do any of these questions keep you up at night?

- Where do I want to go with my business?
- How will I get there?
- Do I have the necessary resources to reach my goals and objectives?

If any of these questions are preventing you from achieving your goals, we can help! DVIRC is an economic development organization with over 20 years experience focusing exclusively on **Growing Business Value** for small and mid-size manufacturing enterprises.

We are pleased to announce a new and unique learning program designed specifically for small business leaders seeking to protect their personal wealth through incremental improvements, or achieve significant business growth.

This new small business certification program runs from January - June 2011, and includes 12 convenient evening courses.

As a member of the class you will reap the following benefits:

- Walk away with a Strategic Actionable Plan that has been developed with and vetted by several business expert / instructors
- Participate in a structured course covering key business areas, combined with one-on-one assistance to meet individual needs
- Applied learning using a pragmatic "hands-on" approach in a comfortable and safe environment
- The opportunity to interact with your peers and a wide variety of subject matter experts, guest speakers, panelists and coaches
- Introductions to a wealth of resources and economic development organizations for ongoing support

To learn more about this business growth learning opportunity visit us at www.dvirc.org, or contact Keith Ashlock at 215-552-3800

This program is being supported by the United States Small Business Administration

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