



BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

Bucks Prospectus

Bucks County Employees And Establishments

INSIDE THIS ISSUE

Noteworthy News

- PECO Gives Green So Region Can Go Green!..... 3
- Mercury 7 Gondola Is Home... 4
- Dept. of Energy Launches "America's Next Top Energy Innovator" 4
- PECO Partners With BCEDC 5
- Lower Bucks Chapter of American Red Cross Recognizes Its Volunteers 5
- BCEDC Recently Hires New Staff Member..... 5

Spotlight on Business

- BCEDC Is Helping Alpine Mechanical Grow!.....6

The Bottom Line

- Protect Your Business With Confidentiality & Non-Compete Agreements.....7

Financial Toolbox

- Next Generation Farmer Loan Programs.....8

Companies On The Move9

Welcome New Members9

Member's Corner

- Bursich Hires Transportation Veteran Burkhardt..... 10
- BCM Has New Partner 10

From The Desk of the BCITC...10

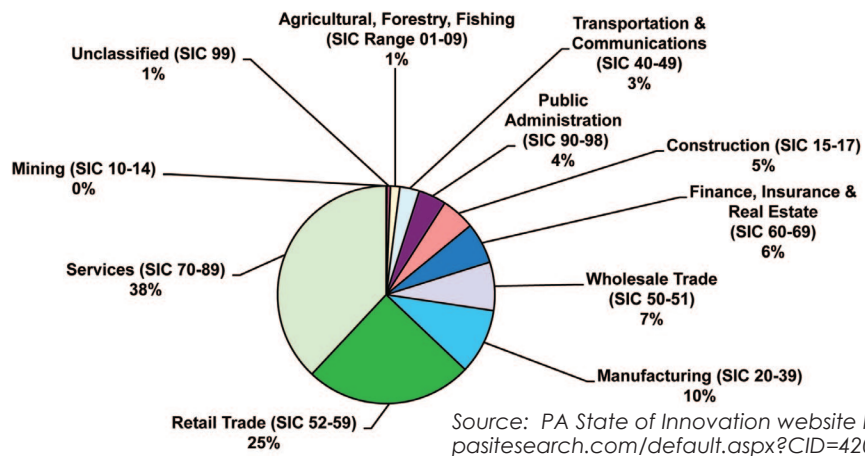
FAQ About BCEDC11

Upcoming Events11

2011 Board of Directors12

General Board Members.....12

Total Employees by Major Standard Industry Code (SIC)



Source: PA State of Innovation website <http://gis.pasitesearch.com/default.aspx?CID=42017>

Industry Earnings per Bucks County Worker

Industry Sector	Industry Earnings Per Worker
Accommodation & Food Services	\$19,180
Administrative & Waste services	\$35,418
Agriculture, Forestry, Fishing & Hunting	\$24,351
Arts, Entertainment & Recreation	\$18,163
Construction	\$64,429
Educational Services	\$33,846
Finance & Insurance	\$54,732
Government	\$65,311
Healthcare & Social Assistance	\$49,001
Information	\$72,548
Management of Companies & Enterprises	\$91,235
Manufacturing	\$72,252
Mining	\$61,649
Other Services, except Public Administration	\$32,314
Professional & Technical Services	\$67,147
Real Estate, Rental, Leasing	\$25,153
Retail Trade	\$33,095
Transportation and Warehousing	\$58,485
Utilities	\$213,728
Wholesale Trade	\$84,394

Continued on page 2.

BC-WIB Dashboard of Workforce Indicators, June 2011

Source: Economic Modeling Specialists, Incorporated Complete Employment-2011.2

Industry Earnings include benefits; based on 2011 estimates

Newsletter sponsored by:



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

Phil Eastman

Past President

Robert B. Steinhart

Members-at-Large

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

BCIDA Representative

Harry W. Fawkes

Bucks County Commissioners

Charles H. Martin
Commissioner-Chairman

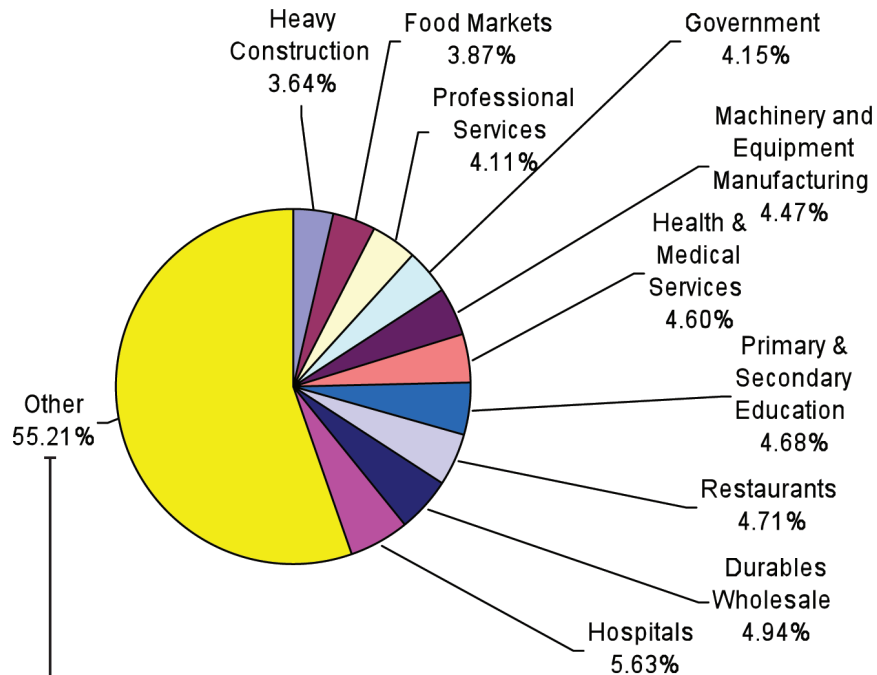
Robert G. Loughery
Commissioner-Vice Chairman

Diane M. Ellis-Marseglia, LCSW
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.

Total Employees by Establishment Type (2010)



Source: PA State of Innovation website <http://gis.pasitesearch.com/default.aspx?CID=42017>

Other Defined As:

- | | |
|---|-------------------------------|
| Advertising | General Merchandise Stores |
| Agricultural Services | Home Furnishings |
| Agriculture, Forestry and Fishing | Hotels and Lodging |
| Apparel and Textile Manufacturing | Insurance Agents and Brokers |
| Auto Dealers and Gas Stations | Insurance Carriers |
| Auto Repair/Services | Legal Services |
| Banks and Financial Institutions | Liquor Stores |
| Bars | Lumber and Wood Production |
| Beauty and Barber Shops | Membership Organizations |
| Building Materials, Hardware and Garden | Metals Fabrication |
| Business Services | Miscellaneous Repair Services |
| Catalog and Direct Sales | Motion Pictures |
| Chemicals | Museums and Zoos |
| Child Care Services | Music Stores |
| Clothing Stores | Non Durables Wholesale |
| Coal and Ore Mining | Paper Manufacturing |
| Colleges and Universities | Personal Service |
| Communications | Petroleum Refining |
| Computer Services | Printing and Publishing |
| Convenience Stores | Real Estate |
| Drug Stores | Rubber and Plastics |
| Dry Cleaning and Laundry | Social Services |
| Electronics and Computer Stores | Specialty Stores |
| Entertainment and Recreation Services | Stone, Glass, and Concrete |
| Food Manufacturing | Textile Mills |
| Food Service | Transport Services |
| Food Stores | Transportation |
| Furniture Manufacturing | Travel Services |
| Furniture Stores | Unclassified Establishments |
| General Construction | Utilities |

After reviewing the information...What should be included in the Bucks County Comprehensive Plan? We would like to hear from you e-mail us rfc@bcedc.com or kellyd@bcedc.com.

NOTEWORTHY NEWS

PECO Gives Green So Region Can Go Green!

20 Municipalities Receive Part of \$150,000 in PECO Green Region Grants

PECO has chosen 20 municipalities across the Greater Philadelphia region to receive a total of \$150,000 in grant funding as part of PECO Green Region, the company's municipal open space grant program.

PECO Green Region provides grants for projects focusing on open space preservation, improvements to parks and recreation resources, and conservation. Since 2004, PECO has provided about \$950,000 toward qualifying projects. In partnership with Natural Lands Trust, the region's leading land conservation organization, PECO will award grants to the following municipalities in Bucks County: Langhorne Borough (\$10,000) Chalfont Borough (\$10,000), and Warrington Township (\$10,000). Municipalities in Chester, Delaware, Montgomery and Philadelphia Counties have also received awards.

PECO Green Region Grants support an array of green projects including the development of recreation trails, the purchase of open space, planting of trees and other vegetation, and park planning.

Municipalities can apply for a Green Region grant of up to \$10,000 per project each year. A committee with representatives from PECO, Natural Lands Trust, county agencies and conservation organizations reviews each application and selects the projects to receive funding.

"The projects and programs supported by the Green Region program are innovative, community focused and environmentally responsible," said Denis O'Brien, PECO president and CEO. "I commend our community partners and our local leaders for partnering with PECO to help green our region and preserve our open space."

"Open space preservation and access to outdoor recreation are essential to the livability and pros-

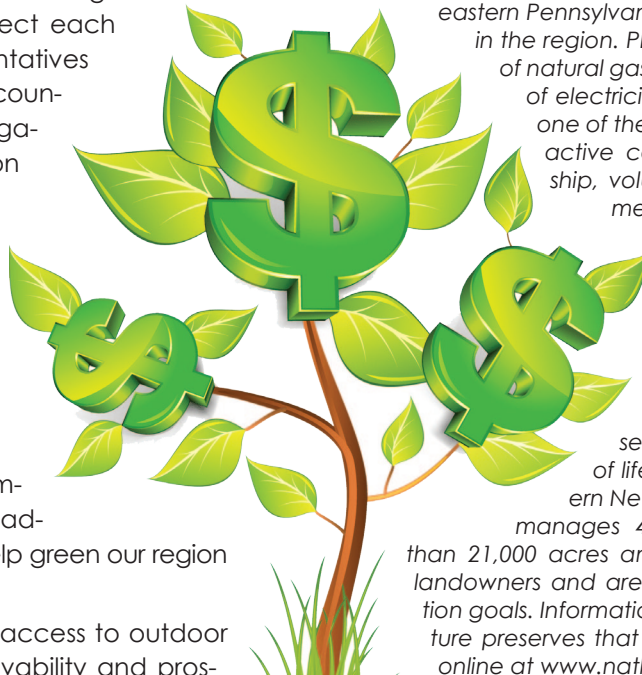
perity of our communities," said Molly Morrison, president of Natural Land Trust. "That is why Natural Lands Trust has been so honored to be a partner in PECO's Green Region program. It is a wonderfully effective way to help our region's municipalities invest in their own future."

PECO's grant programs support the companywide effort to be an environmental leader, through renewable energy, LEED-certified buildings, hybrid vehicles and a 45,000 square foot green roof at our Philadelphia headquarters. Environmentally-focused contributions include more than \$950,000 in grants to townships and municipalities through PECO Green Region and more than \$1 million to PECO Energizing Education, a project-based energy education program for middle schools.

PECO Communications can provide details of specific projects that will be funded through the Green Region program.

Based in Philadelphia, PECO is an electric and natural gas utility subsidiary of Exelon Corporation (NYSE: EXC). PECO serves 1.6 million electric and 486,000 natural gas customers in southeastern Pennsylvania and employs about 2,400 people in the region. PECO delivered 83.7 billion cubic feet of natural gas and 39.4 billion kilowatt-hours (kWh) of electricity in 2009. Founded in 1881, PECO is one of the Greater Philadelphia Region's most active corporate citizens, providing leadership, volunteer and financial support to numerous arts and culture, education, environmental, economic development and community programs and organizations.

Natural Lands Trust, the region's largest land conservation organization, preserves the forests, fields, wetlands, and streams that are essential to the sustainability and quality of life in eastern Pennsylvania and southern New Jersey. The organization owns and manages 40 nature preserves totaling more than 21,000 acres and has helped hundreds of private landowners and area communities fulfill their conservation goals. Information about Natural Lands Trust and nature preserves that are open to the public is available online at www.natlands.org or by calling 610-353-5587.



NOTEWORTHY NEWS

The Mercury 7 Gondola Is Home!

William F Haas, Chairman, Bucks County Conference and Visitor Bureau addresses the crowd at the Mercury 7 Gondola Welcome Home Event

May 5, 2011 was a historic day for Bucks County as the original gondola of the Johnsville Centrifuge that was used for training America's early space heroes returned to Warminster. It had spent the last 47 years at the Paul E. Garber Preservation, Restoration and Storage Facility of the Smithsonian Institution's National Air and Space Museum in Suitland, Maryland.

All of America's pioneering astronauts, including Alan Shepard, John Glenn and Neil Armstrong, trained at the Johnsville Centrifuge prior to their historic space missions. In 1963 the gondola was replaced by a larger gondola to accommodate the three wide configuration needed to train for the Apollo missions. Shortly after its replacement it was transferred to the Smithsonian by the US Navy and has remained at the Garber facility ever since. The gondola has recently been "deaccessioned" (taken off the books) by the Smithsonian with ownership transferring to the Johnsville Centrifuge & Science Museum.



For more information go to www.nadcmuseum.org. The Museum is open the first and third Sunday of the month from 1 to 3:30 pm. Please note that we will be closed during the July 4th weekend. Johnsville Centrifuge & Science Museum, 780 Falcon Circle, P.O. Box 2014, Warminster, PA 18974.

Department Of Energy Launches "America's Next Top Energy Innovator"

DOE is challenging entrepreneurs to create new businesses based on discoveries made by its national laboratories. They have cut the upfront fees and reduced the paperwork making it easier for start-up companies. The goal of the program is to "unleash America's innovation machine and win the global race for the clean energy jobs of the future. The following steps will assist entrepreneurs to the goal line:

1. Entrepreneurs must identify the technology of interest and submit a business plan to be considered for the program. Participants will have until December 15 to make their submission to the Laboratory.
2. Any of the 15,000 unlicensed patents and patent applications held by the National Laboratories will be available for licensing by startup companies
3. From May 2 to December 15, the Department will reduce the total upfront cost of licensing DOE patents in a specific technology to a \$1,000 upfront fee for portfolios of up to three patents. This represents a savings of \$10,000 to \$50,000 on average in upfront fees.
4. Other license terms, such as equity and royalties, will be negotiated on a case by case basis and will typically be

due once the company grows and achieves widescale commercial success. These fees help support the Department's continuing research activities to develop new technologies.

5. The Department will simplify the licensing process and establish a standard set of terms for start-ups, who generally lack the resources, time or expertise to negotiate individual licensing agreements. This will significantly reduce both the time and cost required to process the license, allowing faster access to the Department's patents and enabling the Department to process more licenses in a shorter amount of time.

6. Entrepreneurs who complete the process and demonstrate progress toward executing their business plan and commercializing the technology will have the opportunity to be showcased at the 3rd Annual ARPA-E Energy Innovation Summit in 2012, which brings together leading technology startups and clean energy investors from around the country.

For available technologies go to the Energy Innovation Portal, <http://techportal.eere.energy.gov>. Questions, www.slideshare.net/energy/americas-next-top-energy-innovator-challenge.

NOTEWORTHY NEWS

PECO Partners With BCEDC

PECO awards BCEDC \$5000 to maintain their website. This partnership assists BCEDC to bring the most up-to-date information to its audiences.

PECO's 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. Partnerships are a vital component in BCEDC efforts to expand the services and programs that serve Bucks County's business and industry. Thank you Phil Eastman and PECO for their continued support of the BCEDC.



Lower Bucks County Chapter of the American Red Cross Recognizes Its Volunteers

Dick & Pat Thompson received the Marion Kaufer Humanitarian Award from Lower Bucks County Chapter of the American Red Cross on June 9th at their Annual Meeting/Volunteer Recognition Dinner held at Georgine's Restaurant, Bristol.

The award is given to volunteers who have donated a significant quantity of service hours towards Red Cross humanitarian efforts and exhibited exemplary humanitarian service. Dick Thompson works with Ben Franklin Technology Partners, one of BCEDC's Economic Development partnerships. Congratulations!



BCEDC Recently Hired A New Staff Member

We are excited to announce that Carolyn Dorsey has joined BCEDC staff. Carolyn joined BCEDC in May 2011. Carolyn will be managing all aspects of bookkeeping. Carolyn holds a MBA in Finance from Temple University and is a licensed CPA in PA.

Carolyn joins BCEDC with experience in Tax and Staff Accounting. She has extensive knowledge with QuickBooks. Carolyn looks forward to managing the bookkeeping functions using her technical and interpersonal skills.

SPOTLIGHT ON BUCKS BUSINESS

BCEDC Is Helping Alpine Mechanical Services Grow!



Summer of 2011 Alpine Mechanical Services, LLC will be relocating from its current location in New Britain Township to a new building in Sellersville. BCEDC has assisted Alpine Mechanical Services with a Business Builder Loan (BBL) for the acquisition and related costs of the building at the new location.

The primary goal of the Business Builder Loan is the creation and preservation of employment consistent with all programs available through the Bucks County Economic Development Corporation. Loan proceeds may be used for the acquisition of land and building, expansion, machinery and equipment and certain other eligible activities. Alpine Mechanical Services, LLC will retain and create new jobs at their new 3, 500 square foot building in Sellersville.

"BCEDC has worked with us every step of the way to make this expansion a reality." states Mark Barraclough, President of Alpine Mechanical. "They have helped make this process move smoothly and we appreciate their efforts in helping Alpine grow."

Alpine Mechanical Services, LLC is a self-performing heating, ventilation and air conditioning (HVAC) service and maintenance provider that serves retail chains, shopping

centers and malls in 11 states throughout the Mid-Atlantic, Northeast and Florida.

Alpine Mechanical Services, LLC has experienced continued growth since its inception in 2003. The company has been recognized in Inc Magazine's 5,000 list of fastest growing companies in the country and twice in the Philadelphia 100 list which focuses on the 100 fastest growing; privately help entrepreneurial companies in the Great Philadelphia Region.

The services that Alpine Mechanical provides are designed to increase a facility's HVAC efficiency and reliability while decreasing service, repair and energy costs. Alpine Mechanical Service accomplishes this through a revolutionary diagnostic tool, HVAC Service Assistant.

The Service Assistant monitors and ensures that the HVAC equipment is running at peak efficiency to conserve energy, reduce carbon emissions and save money. The Service Assistant safeguards against operational problems that may go undetected and lead to major future repairs and equipment down time.



Alpine Mechanical Services has an impressive client list, to name a few, Sports Authority, Abercrombie & Fitch, and Gymboree.

For information go to www.alpinems.com or call 877-489-0500.

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

Newsletter designed by Kim Harding • www.kimhardingdesign.com



THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability

Protect Your Business With Confidentiality and Non-Compete Agreements

In today's business environment, employee turnover is a critical issue. When the departing employee is one in whom an employer has invested time, money and effort in training and nurturing in business practices, the departure of the employee may have a noticeable adverse effect on business opportunities and revenue. Should the departing employee leave with business-critical, confidential, proprietary information gained during his or her employment, and start using that information while employed with a competitor, the separation may be even more painful.

Confidentiality or non-disclosure agreements are frequently used to protect an employer. Interests protected through such agreements can include: trade secrets, client lists and customer goodwill, and unique or extraordinary skills developed through specialized employer-provided training. A trade secret is a unique item, concept or compilation of information used in one's business and which gives the business a competitive advantage: a formula for a chemical compound, a process of manufacturing, a machine's design, or a list of customers compiled with the resources of the employer. A company will also invest time and effort in producing confidential information and proprietary materials for the benefit of the company, which the company would like to shield from competitors. Examples include employee handbooks, processes or protocols for performing tasks, and financial histories or sales information. In addition to seeking agreements with employees not to disclose or use such information other than for the employer's benefit, a company should ensure that distribution of these types of information and materials are limited within the company itself.

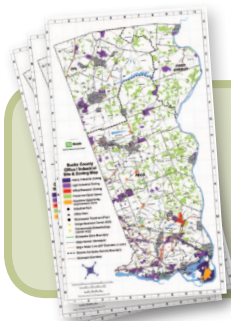
Non-compete agreements, which provide that a former employee will not work for a direct competitor in the same trade and same geographic area as the employer for a specified length of time, are a common means of



ensuring that a departing employee does not unfairly detract from the business of the former employer. Such non-compete agreements are disfavored by courts and must be carefully crafted to avoid overly restricting an employee's ability to earn a living in his or her chosen trade, and must be reasonably limited in time and geographic scope.

Without such provisions or precautions, an employee may be free to use information gained during employment or otherwise compete with a former employer with little to no restrictions. If you would like to review options to protect your business interests from employees, please contact Krista P. Harper, Esq. or Ernest R. Closser, Esq.

Krista P. Harper is a member of Curtin & Heefner LLP's Business & Real Estate Sections. Ernest R. Closser is a member of Curtin & Heefner LLP's Business & Municipal Finance Section. Curtin & Heefner LLP is a regional law firm with offices in Morrisville and Doylestown, Pennsylvania and Lawrenceville, New Jersey. The firm engages in the practice of law in various areas including Business, Municipal and Tax Free Financing, Real Estate, Employment & Public Sector, Estate, Trusts & Tax, Commercial Services, and Litigation including Personal Injury.



Bucks County Office/Industrial Zoning Map NOW AVAILABLE.

5 maps/\$25. Checks or credit cards accepted.

Contact Kelly 215.348.9031 or kellyd@bcedc.com

FINANCIAL TOOLBOX

Next Generation Farmer Loan Program

To ensure that Pennsylvania's rich agricultural traditions are passed to future generations, the Commonwealth of Pennsylvania has developed the Next Generation Farmer Loan Program.

The purpose of this program is to provide an effective means for federal-state-industry partnerships to provide next generation farmers the opportunity to purchase land and other capital intensive assets to begin their agriculture enterprise. This collaborative program has been developed in partnership between the Pennsylvania

Department of Agriculture and the Pennsylvania Department of Community and Economic Development. The program uses federal tax-exempt mortgage financing to reduce a farmer's interest rate for capital purchases.

The program may be used between a borrower and lender for a loan to make a direct purchase, or between a buyer and seller for a contract purchase.

Uses

Agricultural land, agricultural improvements, and depreciable property.

Funding

Maximum loan amount of \$470,000 with no more than \$62,500 being used toward the purchase of used equipment.

Eligibility

Permanent Pennsylvania resident who are at least 18 at the time of the loan application; Must meet lender's credit standards; access to adequate working capital, farm equipment, etc.; borrower must not have had any prior ownership of a substantial portion of land

Terms

The lender determines the interest rate and the terms of repayment.

Where to Apply

Bucks County Industrial Development Authority, Robert Cormack, Executive Director or Jim Pawlikowski, Loan Manager 215.348.9031.

Current Interest Rates

Pennsylvania Industrial Development Authority (PIDA)	3.50%
Small Business First (SBF)	4.50%
The First Industries SBF	5.00%

Contact Jim Pawlikowski, BCEDC Loan Manager to learn more about the loan programs above or how BCEDC can assist your expansion or re-location plans.



Are you a commercial lender that conducts business in Bucks County?
 Would you like to join the lender's listed on BCEDC's Private Lenders in Bucks County webpage as well as be recognized on BCEDC's Partner's page?

Private Lenders In Bucks County



COMPANIES ON THE MOVE



Franklin Street Associates I, L.P. leases space to Sertino's Café Ivyland.

Sertino's Café leases 2,496 square feet space of the Franklin Corporate Center, 234 Veterans Way, Warminster, PA. The lease terms are for 7 years.

Doug Newbert & Patrick Gallagher from **SSH Real Estate** represented **Franklin Street Associates**. Franklin Realty Development Corp. manages the property.



NAI Mertz leases 50,000 sq. ft. to Sonco Worldwide, Inc. at Crownwood Industrial Estates, Bristol, Bucks County, PA

NAI Mertz is pleased to announce the lease of 805 North Wilson Avenue, Unit 206, Bristol, PA to Sonco Worldwide, Inc. The NAI Mertz industrial team of Adam Lashner and Jeffrey Licht, SIOR were the sole real estate brokers involved in negotiating this transaction. The building is owned and managed by Realty Source, Inc.

March 2011 -May 2011

(Information provided by Colliers International, The Flynn Company, Franklin Development Realty and NAI Mertz.)

Bensalem

Industrial	12,700
Industrial	40,461
Grand Total	53,161 sq. ft.

Bristol

Industrial	19,750
Industrial	48,000
Industrial	50,000
Grand Total	117,750 sq. ft.

Falls Township

Industrial	90,000
Grand Total	90,000 sq. ft.

Langhorne

Industrial	300,000
Grand Total	300,000 sq. ft.

Levittown

Industrial	10,500
Grand Total	10,500 sq. ft.

Warminster

Retail	2,496
Grand Total	2,496 sq. ft.

WELCOME NEW MEMBERS

BCEDC Welcomes New Members:

Heath Dumack
Dumack Engineering

Nancy Fox
Korman Commercial Properties, Inc.

Jeffrey Krum
Jeffrey Krum Financial Consultants, Inc.

Doug Newbert
SSH Real Estate

Scott Sysler
Korman-ARK Bucks County

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

MEMBER'S CORNER

Bursich Hires Transportation Veteran Burkhardt

Civil engineering and surveying firm Bursich Associates has hired John L. Burkhardt, Jr. in the capacity of Assistant to the President. In this role, he will assist the firm with positioning in the public sector.

John is a veteran of the transportation industry with more than 30 years of experience. He started his career as Special Assistant to the Secretary of the Pennsylvania Department of Highways, followed by business development positions at several eastern Pennsylvania planning and engineering firms.

"John is a seasoned veteran in our industry and will bring a wealth of knowledge to Bursich," said President Scott A. Exley, P.E. "He possesses an in-depth knowledge of what it takes to be successful in the public sector side of our business."

John and his wife reside in East Coventry Township, Chester County, Pa. He graduated from Dartmouth College in

Hanover, NH, and served in the United States Army Security Agency in Germany. John is a member of The Pennsylvania Society, the Pennsylvania Highway Information Association (Past President), and a former board member of the Associated Pennsylvania Constructors.

Bursich Associates, Inc., founded in 1972, is an engineering, planning, and land surveying firm based in Pottstown, Pa., with an additional location in Bucks County. The firm specializes in the design of roads and bridges; water and wastewater facilities; land development; stormwater management solutions; high-definition 3D laser scanning, 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.

BCM Has A New Partner!

Begley, Carlin and Mandio, LLP announces the election to partnership of Todd M. Sailer. Mr. Sailer practices in the areas of personal injury, product's liability, medical malpractice workers' compensation and civil liability.

Frank Farry, Michel P. Alford, and Nathan Fox have been added to the firm.

Begley, Carlin & Mandio, LLP represents clients in Bucks, Mercer and Montgomery Counties including towns such as Bristol, Buckingham, Churchville, Cornwells Heights, Croydon, Doylestown, Fairless Hills, Falls Township, Fallsington, Hulmeville, Langhorne, Levittown, Lower Makefield Township, Morrisville, Neshaminy, New Hope, Newtown, Pennndel, Richboro, Southampton, Trevoise, Upper Makefield Township, Warminster, Washington Crossing, Yardley. To learn more www.begleycarlin.com or call 215.750.0110.

FROM THE DESK OF BCITC

BCITC is pleased to announce that our May 26th Networking Event at Delaware Valley College's "Market" was terrific. Over 27 people interested in expanding their Export/Import marketing attended. Fulton Bank's International Finance representatives also attended along with World Trade Center of Greater Philadelphia representatives, U.S. Export Assistance Center, Upper Bucks Chamber, Bucks Economic & Business Development.

Please note that Delaware Valley College 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 Del Val.

Our thanks again to Delaware Valley College for hosting this event and Fulton Bank for continuing as a premium sponsor of BCITC.

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 Brian Thomas at 215-284-9131.



FAQ ABOUT BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

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 50 plus years of experience, the staff hopes to provide you with informative answers. Do you have a question...?

What are the benefits to a bank for participating with BCEDC in a loan request?

The partnership between Banking Institutions and the BCEDC equals a financially stronger client which will enable the company to capitalize on less equity into a project and provide greater internal capital for working capital. It also stabilizes the company's long term debt payments which will ease concerns relating to budgeting and projections for future years. BCEDC's subordinate position will assist the banking partner with a stronger first position and provides lower loan to value ratio for the bank and a better overall credit profile for the project.

The bottom-line is that the customer will be able to obtain low interest rates, fixed rate, and a long term loan options

that can reduce project debt service. The added benefit for the customer is reduced equity of 10% in the majority of projects. The BCEDC's traditional financial package is 50% from the lending institutions and 40% BCEDC with 10 % equity. This type of financing is used for real estate projects, including acquisition of existing facilities, new construction, and renovations/additions to existing facilities. In return the lending institution gains a first position/strongest lien position on the real estate and a client has gained all the benefits of a financing incentive package. And BCEDC gain is an increased employment growth or employment retention for county residents.

So, the benefit to the Bank is that they are able to provide its customer the best financial package which provides growth and stability for the customer and at the same time allows the bank to maintain a positive and more secure position in its lending portfolio. This is a win – win situation for all parties and that is why banks benefit from participating in BCEDC financing programs.

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

UPCOMING EVENTS

Fulton Bank Financial Series 2011

Central Bucks Chamber of Commerce

Thursday, September 15th: Selling Your Products & Services to the State and County featuring representatives from PA Dept. of General Services & Bucks County Purchasing (3½ hour program). All workshops will be held at the Central Bucks Chamber of Commerce, 252 W. Swamp Road, Bailiwick Office Campus Suite #23, Doylestown, PA 18901. The program begins promptly at 8:30 AM. Pre-registration is requested due to limited seating; there is no charge to attend the event.

Lower Bucks County Chamber of Commerce

Wednesday, June 29th: Selling to the Federal Government and County featuring representatives from the Small Business Administration and Bucks County Purchasing (3½ hour program). All workshops will be held at the Lower Bucks County Chamber of Commerce, 409 Hood Blvd., Fairless Hills, PA 19030. The program begins promptly at 8:30 AM.

Pre-registration is requested due to limited seating; there is no charge to attend the event.

Shaping Business Success in the New Decade Pennridge & Upper Bucks Region

Thursday, October 6th: Loan Programs To Fit Your Business. Learn about microloans, county loan programs, SBA-guaranteed loans, and workforce development programs. All workshops will be held at Bucks County Community College, Upper Bucks Campus, located at 1 Hillendale Road, Perkasio, PA 18944. Networking and registration begins at 8:00 AM. The program begins promptly at 8:15 AM. and concludes at 10:30 AM. Pre-registration is requested due to limited seating; there is no charge to attend the event.

To register for the any of the workshops, contact the County of Bucks Business Development Administrator Sonia Smith, at 215-345-3839 or at srsmith@co.bucks.pa.us.

2011 BOARD OF DIRECTORS

President

Dr. Kathleen M. Dominick
DCS Group

Treasurer & Assistant Secretary

Clair M. Raubenstine
Raubenstine Consulting

Members at Large

Greg Morgan
TD Bank

Vice President

James A. Bleakly, Jr.
Continental Bank

Assistant Treasurer & Assistant Secretary

Phil Eastman
PECO

Carl N. Wallnau, Jr., Esq.
Wallnau Associates

Secretary

Gerald C. Forest
Buckingham Valley Vineyards

Past President

Robert B. Steinhart
Colliers International

BCIDA Representative

Harry W. Fawkes

GENERAL BOARD MEMBERS

Harry J. Barford, Jr., P.E., PLS

Carroll Engineering Corp.

Peter P. Liebert, IV

Colliers International

Daniel J. Reavy

Verizon

Clifford C. David, Jr.

Heritage Conservancy

Dr. James Links

BCCC

David Slifer

Wehrung's Lumber & Home Ctr.

J. Peter Dominick

Bucks County Bank

Ed Lydon

E.K.L. Machine, Inc.

Michael R. Trexler

General Electric

Robert Fagan

R&A Enterprises, Inc.

Richard B. Millham, Sr.

Millham Companies, Inc.

James Tyrrell

Citizens Bank

Cecil S. James

USB Financial Group, Inc.

George Niblock

Niblock & Associates

Anthony F. Visco, Jr., Esq.

APF Transportation Brokers, Inc.

Gregory F. Krug

Lampire Biological Laboratories



2011 Publishing Deadlines for the Bucks Prospectus

Deadline Date	Publication Date	Issue
7/18/2011	8/23/2011	Summer
9/19/2011	10/18/2011	Fall
11/21/2011	12/20/2011	Late Fall



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

GOOD, LOCAL BUSINESSES CREATE GOOD, HEALTHY TOWNS.

Making a difference in the community is something we should all strive for.

 **Citizens Bank**[®]

GOOD BANKING IS GOOD CITIZENSHIP[™]