



# Bucks Prospectus

## BUCKS COUNTY ECONOMIC DEVELOPMENT CORPORATION

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# Bucks Prospectus

## BCEDC Loan Activity Across The County In 2010

### FAST FACTS

- **474** Jobs Retained
- 79** Jobs Created
- 11** Municipalities Represented
- 10** Various Loan Program Utilized
- \$43** million Total Project Costs
- \$19** million borrowed from Various Loan Programs via BCEDC
- \$14** million contributed via Owner's Equity
- \$10** million borrowed from the Banking Industry

| Company                               | Location          | Jobs Retained | Jobs Created | Type of Loan | Total Projected Cost |
|---------------------------------------|-------------------|---------------|--------------|--------------|----------------------|
| Imageone Industries                   | Bensalem          | 47            | 18           | PIDA/PEDFA   | \$2,850,000          |
| Pendant Systems                       | Bensalem          | 10            | 5            | PIDA         | \$1,340,000          |
| TJM Electronic Assoc.                 | Bensalem          | 25            | 2            | RLF          | \$200,000            |
| Woundcare Concepts, Inc.              | Bristol Township  | 21            | 9            | PIDA         | \$1,500,000          |
| SICOM                                 | Buckingham        | 90            | 0            | PIDA         | \$3,350,000          |
| Abington Reldan Metals                | Falls             | 43            | 9            | IDA          | \$14,186,386         |
| Patch Management                      | Falls             | 12            | 3            | SBFF/ARZB    | \$1,050,000          |
| Gelest, Inc.                          | Falls             | 75            | 8            | SBFF/ARZB    | \$3,150,000          |
| Gemini Plastics                       | Falls             | 61            | 5            | SBFF/PPA     | \$115,000            |
| VMD Machine                           | Hilltown          | 10            | 2            | PIDA         | \$853,450            |
| McGlynn's Automotive Service          | Langhorne         | 0             | 3            | RLF          | \$365,000            |
| Wescott Steel                         | Lower Southampton | 22            | 3            | PIDA         | \$1,600,000          |
| Ely Farm Products                     | Newtown Borough   | 0             | 0            | MELF         | \$618,000            |
| Friends Boarding Home of Bucks County | Newtown Borough   | 19            | 6            | IDA          | \$2,906,000          |
| View Thru Technologies                | Quakertown        | 18            | 0            | PIDA         | \$775,000            |
| ABC Pediatric Home HealthCare, LLC    | Upper Southampton | 5             | 6            | RLF          | \$190,000            |
| Burpee Seed Company                   | Warminster        | 16            | 0            | PIDA         | \$8,000,000          |
| Cravero Turnkey Solutions             | Warminster        | 0             | 0            | DCLF         | \$65,000             |
| <b>Totals</b>                         |                   | <b>474</b>    | <b>79</b>    |              | <b>\$43,113,836</b>  |

**KEY:** ARZB..... American Recovery Zone Bonds  
 DCLF..... Defense Conversion Loan Fund  
 ID..... Industrial Development Authority  
 MELF..... Machinery Equipment Loan Fund  
 PEDFA..... Pennsylvania Economic Development Financing Authority  
 PIDA ... Pennsylvania Industrial Development Authority  
 PPA ..... Pennsylvania Pollution Application  
 RLF ..... Revolving Loan Fund  
 SBFF .... Small Business First Fund

Continued on page 2

## Bucks Prospectus

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### Executive Committee

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#### Assistant Treasurer & Assistant Secretary

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#### BCIDA Representative

Harry W. Fawkes

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*Commissioner*  
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

Thank you to the following Banking Institutions for their participation: Bank of America, Citizens Bank, First Federal of Bucks County, First National Bank of Newtown, Fulton Bank, National Penn Bank, QNB Bank, Sovereign Bank, TD Bank, The Continental Bank, and Wells Fargo Bank.

## Governor's Action Team Bucks County Projects for 2010

| Project Name             | Project Cost        | Jobs Created | Jobs Retained | State \$ Offered   |
|--------------------------|---------------------|--------------|---------------|--------------------|
| Accu-Weld/Haddon Windows | \$2,432,500         | 51           | 137           | \$100,000          |
| Vertical Screen, Inc.    | \$16,500,000        | 104          | 166           | \$3,050,000        |
| <b>Total</b>             | <b>\$18,932,500</b> | <b>155</b>   | <b>303</b>    | <b>\$3,150,000</b> |

## NOTEWORTHY NEWS

### BCEDC Partner Receives Meritorious Service Award

Dick Thompson, Ben Franklin Technology Partnership, was one of the recipients of the Meritorious Service Award. The Alumni Award for Meritorious Service was instituted in 1984 by the College of Engineering. This award recognizes alumni who have given continuing support to the College of Engineering, have been instrumental in directing the proper type of young men and women to Villanova, and have been willing to give their support insofar as their location and opportunity have permitted to assist the education activities of the College.

Dick serves on the Industrial Advisory Board of the Electrical and Computer Engineering School which is a group that suggests curriculum enhancements to the Department Chair as well as providing other inputs relating to Industry technologies and trends. He has also served as a mentor to Engineering Students and is presently the Co-Pi for a grant to Villanova from the National Science Foundation relating to novel uses of Signal Processing as related to Acoustics.



From l to r – Gary Gabriele, the Dean of the Engineering School, Dick Thompson and Pali Singh, the Chair of the School of Electrical and Computer Engineering.

### Who Gets In? Tom Corbett's Cabinet Nominees

**Banking** – Glenn Moyer of Berks County – currently serves as Special Advisor to the CEO of National Penn Bancshares, Inc.

**Community and Economic Development** – Alan Walker – is the president of Bradford Energy Company and is a member and past chairman of the Pennsylvania Chamber of Business and Industry and the Pennsylvania Coal Association.

**Corrections** – John Wetzel has been the warden at Franklin County Jail since 2002.

**Education** – Ronald Tomalis of Clarksville, MD, is the Director at Dutko Worldwide/Whiteboard Advisors, where he advises numerous nonprofit education groups and foundations.

Continued on page 2

# NOTEWORTHY NEWS continued from page 2

## Who Gets In? Tom Corbett's Cabinet Nominees

**Environmental Protection** – Michael Krancer of Montgomery County currently serves as a Judge on the Pennsylvania Environmental Hearing Board.

**General Services** – Sheri Phillips – served as the Director of Management Services in the AG's office since 2005 and served as deputy secretary for administration from 2001 to 2003.

**Health** – Dr. Eli Avila of Hampton Bays, N.Y., currently serves as Chief Deputy Commissioner of the Suffolk County, N.Y., Department of Health Services.

**Insurance** – Michael Consedine – currently Partner and Vice Chair of Saul Ewing's Insurance Practice Group.

**Public Welfare** – Gary Alexander of Greenville, R.I., most recently served as the Rhode Island Secretary of Health and Human Services.

**Revenue** – Dan Meuser – former President of Pride Mobility Products Corporation and currently serves the company as a board member and consultant.

**State (Commonwealth)** – Carol Aichele – current Chester County Commissioner.

**State Police** – Frank Noonan – began his career as an FBI agent and most recently served as Chief of Criminal Investigations for the Office of Attorney General since July of 2009.

**Transportation** – Barry Schoch – currently is vice president at the transportation planning company McCormick Taylor.

**Administration** – Kelly Powell Logan – previously served as Secretary of General Services under Govs. Tom Ridge and Mark Schweiker from 2001 to 2003.

**Budget** – Charles Zogby – senior vice president of education and policy at K12, served as secretary of education for the Commonwealth of Pennsylvania prior to joining K12 in 2003.

**Governor's Chief of Staff** – Bill Ward of Pittsburgh, served as Corbett's top deputy during his first stint in the Attorney General's Office and currently works at the Pittsburgh law firm, Ward McGough, LLC.

**Governor's General Counsel** – Stephen Aichele – husband to Secretary-designate Carol Aichele and chairman of Saul Ewing LLP; he has represented both public and private entities in real estate projects.

**Governor's Legislative Office** – Annmarie Kaiser – is currently serving as Corbett's Acting Chief of Staff in the Attorney General's Office as well as his Director of Legislative Affairs.

**Governor's Policy Office** – Jen Branstetter – is currently the Policy Director for the Corbett transition team and held the same position in Corbett's gubernatorial campaign

**Governor's Director of Communications** – Kevin Harley – currently the Communications Director for the Corbett transition team; he also held the same position for Corbett's gubernatorial election

**Pennsylvania Emergency Management Agency Director** – Glenn Cannon – an attorney in private practice, was the Senior Vice President in the Pittsburgh office of Hillard Heintze LLC, Strategic Security Advisors.

**Inspector General** – Kenya Mann Faulkner – a Partner at the Philadelphia firm Ballard Spahr and a former federal prosecutor.

## Senator Mensch Unveils Economic Development Package

### Five Bills Would Spur Business Investment, Job Creation

Working to address onerous state tax policies that impede economic growth, Senator Bob Mensch (R-24) is introducing a five-bill legislative package aimed at moving the Commonwealth forward through this tough economy by enabling the creation of new jobs for Pennsylvanians and to help protect existing positions.

"Pennsylvania's financial infrastructure is stretched almost to the breaking point. Our uncompetitive tax policies stymie economic growth and job creation," Senator Mensch said. "It is essential that we act to stimulate

Pennsylvania's economy by reducing the tax burden on employers and work with those businesses to keep them here and provide additional job opportunities. We must provide new tools to encourage new investment in Pennsylvania."

Senator Mensch is introducing five bills intended to address several aspects of Pennsylvania's economy as a way to spur economic development and job growth.

- **Senate Bill 204** reduces Pennsylvania's Personal Income Tax (PIT) rate – paid by individuals and small businesses -- from 3.07 percent to 2.99 percent.

*Continued on page 4*

# NOTEWORTHY NEWS continued from page 3

- **Senate Bill 205** implements a Single Sales Factor. Without a 1:1 ratio, Pennsylvania is unnecessarily impacting state-based businesses, especially multiple location retailers.
- **Senate Bill 206** reduces the Corporate Net Income (CNI) Tax rate to 8.99 percent in Fiscal Year 2010-11, 7.99 percent in FY 2011-12, and 6.99 percent thereafter.
- **Senate Bill 207** uncaps the Net Operating Loss (NOL) carry-forward as a way to encourage new capital investment and new job creation.
- **Senate Bill 208** establishes a Career Development Credit program to credit a percentage of qualified employer costs for training employees and upgrading their skills against their Pennsylvania corporate and income tax liability. The program will be capped at \$20 million per year and funded through state dollars already being spent on workforce development in the Commonwealth. Eighteen other states offer a job training tax credit.

"Statistics suggest that Pennsylvania is not attractive for businesses. We are 45th in new job creation; we have the fourth-highest unemployment compensation claims in the nation (while having only the sixth-largest population); we have the second-highest CNI in the nation, which has created the "Delaware loophole"; and, we limited the NOL carry-forward, which discourages new capital investment, especially in high tech industries," Senator Mensch said.

"We must focus on turning our economy around instead of simply addressing the immediate impact of the financial crisis we are facing," Senator Mensch continued. "Pennsylvania's tax policies have hurt job growth and rendered us uncompetitive even in good economic times. Now is not the time to protect the status quo, but rather to take bold steps to keep our companies here and to attract new businesses as well." Contact: Tim Hennessey (717) 787-3110

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

### What is TEAM BUCKS?

Team Bucks is a group of professionals from various Bucks County Non-Profit/Economic Development agencies who come together to share ideas and solutions on how to better serve businesses that want to expand or relocate to Bucks County. The attendees update the team as to

their program changes and updates as well as share confidential prospects. The following organizations are represented BCEDC, Bucks County Community and Business Development, Bucks County Community College, World Trade Center, Ben Franklin Technology Partners, Careerlink, BCOET, Bucks County Workforce Investment Board, Delaware Valley College, Bucks County Re-development Authority and Delaware Valley Industrial Resource Center.

*What do you want to know about BCEDC? Submit a question to [kellyd@bcedc.com](mailto: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.*

## WELCOME NEW MEMBERS

### BCEDC Welcomes New Members:

**Carole Cohen**

Global Aerial & Lift Equipment LLC

**Greg Stefanowski**

Proforma NS Printing & Marketing Group

**Robert F. Smith**

Comcast

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

# SPOTLIGHT ON BUCKS BUSINESS

## What's In A Sign?

An image, an identity, directions...Where would your business be without Signs?

Compass Sign Company began in a basement office in 1998 within 2 months the business was moved to the Bridgewater Industrial Park in Bensalem where they leased office and shop space. In 1999 Compass Sign Company relocated to Levittown giving them more shop & office space enabling them to manufacture and install more of their own products. Currently they occupy 2-10,000 square foot building where they design manufacture and install custom interior and exterior signs for banks, corporations, hospitals, retail establishments and casinos.

In 2011 Compass Sign Company will be moving to a new bigger facility at 1505 Ford Road, Bensalem. The new facility will allow the company to be more efficient and profitable in a larger single building. The new space is 26,450 square foot.

Bucks County Economic Development Corporation assisted Phil Doerle, President, Compass Sign Company to obtain a Pennsylvania Industrial Development Authority loan for \$605,220. The loan will assist him to move his team to the larger facility. Twenty-eight jobs will be retained and two new ones created.

Phil Doerle shared a few words about his experience working with BCEDC. ***I have learned more about my company and myself as an owner as a result of working with the BCEDC. Bob Cormack and Jim Pawlikowski helped us through the application process which enabled us to better understand what we do well and what we can improve on in our business. The process forced me to evaluate every aspect of our finances, as well as our production.***



***With the help of BCEDC, we realized the new facility was even more important to our future. We will be more efficient in countless ways; more profitable and able to service our clients better. I am grateful not only for their funding with PIDA, but also for helping me see my company and its needs in a much clearer light.***

As you drive around the Mid-Atlantic Region you will recognize the work of Compass Sign Company from the healthcare merger of Frankford Health Care Systems and ARIA Health to Jefferson University Hospital's new buildings signs to Radnor Corporate Center's interior and exterior campus signs to name a few. Some of their work may also be seen locally at Keystone Industrial Port Complex (KIPC), First Federal Bucks, and Bucks County Community College. A project to be seen in the very near future is the rebranding of St. Mary's Hospital Langhorne/Newtown Campus.

Compass Sign Company has the capacity to provide a full range of visualization services including prototypes, mockups, computer visualization and shop drawings, support permit approval including easements and variances, develop a value engineering plan for easy conversion option and simple installations, fabricate and install signs for any building type in any location with speed and quality. They also have the capacity to provide coverings over new signs for media events and unveiling as well as provide ongoing maintenance and management planning for efficient building support.

Compass will take your project from conception to completion so that your customers, clients, or patients are able to define and recognize your business and services.

To learn more about Compass Sign Company, [www.compass-sign.net](http://www.compass-sign.net), 215.781.0433 or e-mail: [info@compass-sign.net](mailto:info@compass-sign.net)

# THE BOTTOM LINE

A Regular Feature to Help Your Business Improve Its Profitability

## 3 Ways “GReAT” Managers Drive Engagement and Loyalty in Their Employees

According to the Conference Board job satisfaction is at an all time low. This is a crisis for individuals and businesses alike according to Bucks county businessman, Kevin Kruse, who is the co-author of the new book, *We: How to Increase Performance and Profits Through Full Engagement*. He explains that “people who are unhappy at work weigh five pounds more, have less sex, and have more heart attacks. For business, disengaged workers lead to lower growth, profits and even stock price.”

Kruse based his findings on survey research from over 10 million workers in 150 countries, and also based on his own experience as a successful entrepreneur and former winner of the PA Best Place to Work award. He offers this easy to remember advice to managers who want to tackle this crisis and generate emotional commitment and loyalty among their employees, “GReAT managers focus on Growth, Recognition And Trust.”

**1. Growth**—we all need to feel like we are learning new things and being challenged. Ask your team members questions like, “Do you feel our company is offering you opportunities to grow and develop?” Discuss their short-term and long-term goals and identify the knowledge, skills and experience they’ll need to accomplish them.

**2. Recognition**—we all need to feel truly appreciated at work. Ask team members questions like, “Do you feel like your ideas count here? How do you think we can do a better job of recognizing great performance?” Think beyond just cash rewards or achievement banquets. Use a personal touch: hand write a thank you note, offer public praise, email your boss about someone’s accomplishments and cc’ that person on the email.

**3. Trust**—emotional commitment requires that we trust the ethics and competence of our senior leaders, and that we are confident in our future. Ask team members, “Are you confident in our leadership team and the future of our company?” Trust must be earned, and is easily lost. Make sure to keep your commitments, be transparent with information as much as possible, and always act with the highest ethical standards.

*We: How to Increase Performance and Profits Through Full Engagement*, shows individuals how to hit their “Career-Life Bull’s-eye” and gives leaders a framework for generating emotional commitment and buy-in. The book includes quizzes, personality assessments, and bonus videos for readers. To download a free book chapter, visit [www.WeTheBook.com](http://www.WeTheBook.com). Kevin Kruse, President, Kru Research, [kevin.kruse@kruresearch.com](mailto:kevin.kruse@kruresearch.com)

## FINANCIAL TOOLBOX

### Current Interest Rates

|   |              |
|---|--------------|
| <b>Pennsylvania Industrial Development Authority (PIDA)</b> | <b>3.25%</b> |
| <b>Small Business First (SBF)</b>                           | <b>4.25%</b> |
| <b>The First Industries SBF</b>                             | <b>5.00%</b> |

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.



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

Newsletter designed by Kim Harding • [www.kimhardingdesign.com](http://www.kimhardingdesign.com)

# COMPANIES ON THE MOVE

## December 2010 - January 2011

(Information provided by Colliers International and NAI Mertz.)

### Bensalem

|                    |                       |
|--------------------|-----------------------|
| <i>Industrial</i>  | 6,285                 |
| <i>Industrial</i>  | 6,350                 |
| <b>Grand Total</b> | <b>12,635 sq. ft.</b> |

### Bristol

|                    |                      |
|--------------------|----------------------|
| <i>Office</i>      | 2,000                |
| <b>Grand Total</b> | <b>2,000 sq. ft.</b> |

### Ivyland Borough

|                    |                      |
|--------------------|----------------------|
| <i>Office</i>      | 3,100                |
| <b>Grand Total</b> | <b>3,100 sq. ft.</b> |

### Southampton

|                    |                       |
|--------------------|-----------------------|
| <i>Industrial</i>  | 40,000                |
| <b>Grand Total</b> | <b>40,000 sq. ft.</b> |

### Warminster

|                    |                       |
|--------------------|-----------------------|
| <i>Industrial</i>  | 80,000                |
| <b>Grand Total</b> | <b>80,000 sq. ft.</b> |

## SOLD!

First Baptist Church of Bristol purchased 6139 Bristol Emilie Road, Levittown (Bristol Township) from Poplar Lane Associates, LLC. The land (6.9 acres) and building (11,885 square foot) were purchased for \$950,000. Zena Charokopos & Adam Lashner handled this transaction for seller and Robert Alvino of Long & Foster Real Estate represented the buyer.



## 315 West Street Road SOLD and LEASED

315 West Street Road LP purchased 80,000 square foot building from EJ Partners. RSR Industries has leased the entire building.

Barry Greenberg and Michael Golarz of Colliers International represented all transactions involved.



# BCEDC BUSINESS HAPPENINGS

## December 2010 - January 2011

|                | Loan Program | Amount Borrowed     | Square Foot   | Reason For Loan   | Jobs Created | Jobs Retained |
|----------------|--------------|---------------------|---------------|---|--------------|---------------|
| Bensalem       | PIDA         | \$ 650,220          | 26,450        | Building Acquisition & Renovations & Other Miscellaneous & Closing Costs            | 2            | 28            |
| Bensalem       | RLF          | \$ 200,000          | N/A           | Machinery & Working Capital   | 10           | 0             |
| Buckingham     | IDA          | \$ 3,000,000        | 40,000        | Land Acquisition, Building Construction & Other Miscellaneous Costs                 | 0            | 90            |
| Falls Township | ARZB         | \$ 2,000,000        | N/A           | Building Construction & Equipment & Machinery                                       | 8            | 75            |
| Langhorne      | RLF          | \$ 105,000          | 2,880         | Building Acquisition & Improvements, Miscellaneous, Closing Costs & Working Capital | 3            | 0             |
| <b>Total</b>   |              | <b>\$ 5,955,220</b> | <b>69,330</b> |   | <b>23</b>    | <b>193</b>    |

(Details below.)

**KEY:** ARZB.....American Recovery Zone Bonds  
 IDA .....Industrial Development Authority  
 PIDA ....Pennsylvania Industrial Development Authority  
 RLF .....Revolving Loan Fund

## NEW FINANCING APPROVED IN 2010

**McGlynn's Automotive Service** was approved to borrow \$105,000 from the Revolving Loan Fund. The loan will be used for building acquisition and improvements, miscellaneous, closing costs and working capital to establish a new business in a 2,880 square foot building located **Langhorne**. Three new jobs will be created.

**Gelest, Inc., Falls Township** an innovator, manufacturer and supplier of Organo-Silicon and Metal-Organic materials, was approved to borrow \$2,000,000 tax-exempt funds from American Recovery Zone Bonds. The loan will be used to purchase new equipment. Seventy-five jobs will be retained and 8 new jobs will be created.

**Affinity Windows, Inc., Bensalem** was approved to borrow \$200,000 from the Revolving Loan Fund. Affinity Windows will market manufacture and sell high quality energy efficient window replacements. The funds will be used for machinery and working capital. Ten jobs will be created.

A tax-exempt loan via Bucks County Industrial Authority was approved for **SICOM Systems, Inc.**, designer, manufacturer, seller, and installer of computer hardware and software systems for restaurants, to borrow \$3,000,000. The loan will be used for land acquisition, building construction and other miscellaneous costs for their new facility. The new building will be 40,000 square foot located in **Buckingham Township** 90 jobs will be retained.

Pennsylvania Industrial Development Authority approved **Compass Sign Company** to borrow \$605,220 for a building acquisition and renovations and other miscellaneous and closing costs. Compass Sign Company builds handcrafted signs. The new 26,450 square foot building is located in **Bensalem**. The loan will help the company create two jobs and retain twenty-eight jobs.

# MEMBER'S CORNER

## PennFab, Inc. Announces New Vice President

PennFab, Inc. is proud to announce that Michael J. Mabin, Jr. has been named Vice President of PennFab. Michael has helped on a Part Time basis since he was young. He joined the family business that his father, Michael Sr. started in 1983 Full Time in 1998. Michael will also continue as Head of Manufacturing. "I am excited to be a part of this family business that my Father has built and to be named Vice President of PennFab is an honor. I look forward to working together with our hardworking team and to continue to grow our company well into the future."

Mike Sr. is of course, excited to have his son now become Vice President. "Michael brings years of hands on experience to the table. He has worked in every aspect of the business from sweeping the floor to managing multimillion dollar projects. He has a thorough knowledge of our Industry standards and codes; he knows the fabrication business, the equipment, the processes and the limitations. He is equally knowledgeable of the AWS, AISC and other standards as they relate to welding and fabrication. One of Michael's biggest assets is that he understands that when

push comes to shove it is Safety and Quality that matter the most".

Known as the "go to" fabricator for many of the leading Manufacturing, Transportation and Engineering firms; PennFab is known for its trust, performance and commitment for all jobs large or small. PennFab is experienced and well versed in many industries including Rail Transit, Highway and Bridges, Safety and Fall Protection, Material Handling, Heat Treating, Water Treatments, Pollution Control, Flight and Training Simulators and hundreds of varying types of Metal fabrications.

All jobs are fabricated by skilled American Craftsman in a 30,000 square foot facility in Bucks County, PA. PennFab, Inc. is Certified Small Business, AISC Certified and 100% Veteran Owned. They are members of AWS, AISC, ASM, AREMA, National Bridge Alliance, BCEDA.

PennFab can be contacted at 215-245-1577 or by e-mail to sales@PennFab.com. For more information and to read more about projects, go to [www.PennFab.com](http://www.PennFab.com).

## Cutting Edge Technology Keeps MBIT at the Forefront of Resources and Training Opportunities for Adults and Employers

Middle Bucks Institute of Technology, in a constant effort to uphold our educational mission, strives to keep technology current in an ever changing market, by utilizing the most updated equipment and software. MBIT differentiates themselves through innovation, utilization of state of the art technology, and implementation of stringent industry standards to provide adults and employers with excellent opportunities to gain skills and knowledge. Newly acquired equipment supports training in many high priority occupations and green initiative technologies that can strengthen the workforce in day, evening or customized industry training programs.

The Automotive Collision Technology program is meeting new green requirements with the implementation of a Water Borne Paint system.

A new geared-head engine lathe, vertical band saw upgrade, and optical comparator machine in the Precision Machining Technology lab ensures training that will meet industry standards.

The purchase of the Z Corporation 3D printer is used to train students to create 3D physical prototypes, and will build skills used in drafting, engineering, and manufacturing.

A new solar wind trainer is utilized to teach the concepts and skills required for entry into the technology of solar and wind energy fields. A 70,000 square foot photovoltaic sys-

tem to be constructed on the school's property will provide data and real time energy use that demonstrate alternative energy concepts, while providing training in installation and repair of photovoltaic systems.

Welders interested in upgrading skills with the new CNC Plasma cutting table, will be impressed with this new state of the art welding technology, used for production in all welding, fabricating, and manufacturing industries today.

New ControlLogix PLC equipment in the Electrical and Network Cabling lab offers the most current training for adults wishing to upgrade their programmable logic control skills.

A new Dental Assisting program anticipates the addition of digital x-ray equipment to be used in dental radiology test preparation.

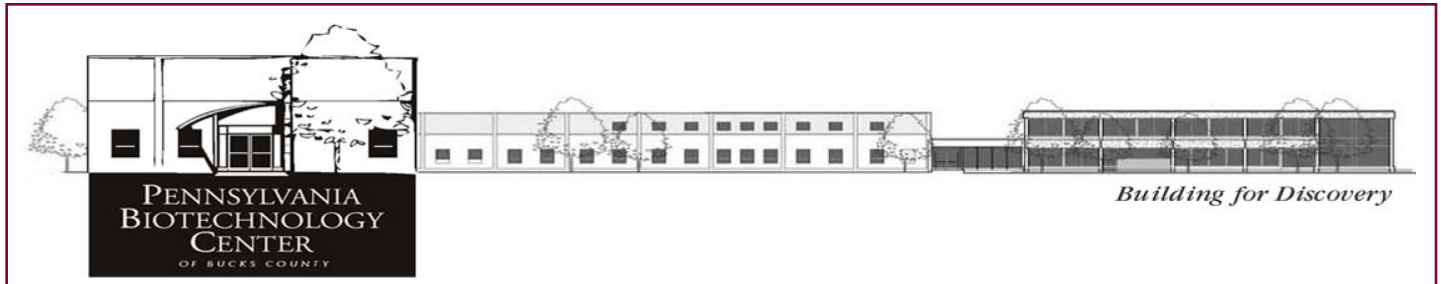
Middle Bucks Institute of Technology instructors participate in ongoing training to stay abreast of new technologies in their field. Instructors are able to provide excellent training with the newest equipment to assist adults in acquiring new or updated skills. Carpentry, Electrical and Plumbing instructors at MBIT recently completed the Green Advantage Certification, and the school has earned membership in the United States Green Building Council.

*For additional information contact the Adult Education office at 215 343-2480 X108.*

# UPCOMING EVENTS

The Bensalem Economic Development Corporation will be holding its 5th annual charity challenge golf tournament on Monday, June 1, 2011 at the Bensalem Township Country Club. Over the last four(4) years the golf tournament has given \$110,600 to seventeen (17) Charities. The cost is \$200 individual; \$900 foursome with hole sponsor;

\$150 hole sponsor. Other sponsorships are available. A sell-out every year! Contact George Flocco 215-633-3681, bensalemedc@comcast.net. The \$200 fee includes green fees, golf cart, lunch, dinner, cocktails, beverage on course, gift packs, & awards.



## Laboratory & Health Facilities Regulatory Compliance

(Instructor—Edward Wurster)

Course provides the participants with an understanding of SAFETY compliance issues including latest state and national regulations of Pennsylvania Department of Public Welfare, Pennsylvania Department of Health, Joint Commission, and College of American Pathologists.

**Thursday, Mar. 3, 2011**

9:30—4:00 Tuition – \$295.00, Lunch & Materials – \$95.00

## Laboratory Safety Standards Training Class

(Instructor—Rebecca Patrick)

Hands-on laboratory training earning the OSHA 29CFR1910.1450 certification. Topics include: chemical safety, material safety data sheets, staff training and development of a laboratory safety management plan.

**Thursday, Mar. 17, 2011**

9:30—4:00 Tuition – \$295.00, Lunch & Materials – \$95.00

## Infection Control and Bloodborne Pathogens & Shipping Bio-Hazardous Materials Training Class

(Instructor—Rebecca Patrick)

Course instruction earning OSHA 29CFR1910.1030 and DOT 49CFR172.700 certifications. This program will provide the participant with the basic knowledge of handling infectious materials and Bloodborne pathogens in the workplace. The program will also focus on regulatory agencies that have strict guidelines for shipping and receiving infectious materials to provide the student with an understanding of the regulations.

**Thursday, Mar. 31, 2011**

9:30—4:00 Tuition – \$295.00, Lunch & Materials – \$95.00

*If you are interested in learning more about PA Biotechnology Center certification training programs or academic seminars, please call 215-589-6300 or email us at: [education@pabio-techbc.org](mailto:education@pabio-techbc.org)*

## National Brownfields Conference, April 3-5, 2011

The Educational Program for the 2011 National Brownfields Conference is now available. Click here to view over 100 panel sessions, roundtables, town hall meetings and training workshops that we will offer at the conference this year! Brownfields 2011 will take place at the Pennsylvania Convention Center in Philadelphia on. It is the largest, most comprehensive conference focused on redeveloping America's brownfield properties and promoting environmental revitalization and economic redevelopment. Registration for the conference is FREE

so sign up today and gain access to the educational program, as well as outstanding plenary sessions, 200 exhibitors, scores of networking events, film screenings, book signings, and much, much more. 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!

*For more information please visit the conference website at [www.brownfields2011.org](http://www.brownfields2011.org)*

*Continued on page 11*

# UPCOMING EVENTS continued from page 10

## American Red Cross Events

### March 24, 2011 — Real Heroes Breakfast

This is a special breakfast that honors everyday heroes in Lower Bucks County. From police officers to firefighters and concerned citizens, this event honors those who got involved and helped save lives.

### April 30, 2011 — Change a Life Walk

This event allows the whole family to support the American Red Cross Chapter's mission. The activity is coordinated in association with teenage youth seeking to assist the humanitarian mission of the American Red Cross.

### May 24, 2011 — Golf Outing

This annual golf tournament allows you, your customers and friends to have some fun in the sun while supporting the numerous important services of the American Red Cross Lower Bucks County Chapter.

For more information, visit [www.redcrosslbcc.org](http://www.redcrosslbcc.org)

## Upper Bucks Chamber of Commerce Upcoming Events

### Upper Bucks Healthy Living Faire

Saturday, March 19, 2011 from 10:00 to 3:00 p.m.  
Upper Bucks YMCA, 401 Fairview Avenue, Quakertown

### Chamber 101 - Membership Orientation

Thursday, March 24th from 3:30 to 4:30 p.m. at UBCC

### Business Card Exchange Hosted by AAMCO of Quakertown

Thursday, March 24th from 5:00 to 7:00 p.m.

For more information: Phone: 215-536-3211 or Website: [www.ubcc.org](http://www.ubcc.org)



## 2011 Publishing Deadlines for the Bucks Prospectus

| Deadline Date | Publication Date | Issue       |
|---------------|------------------|-------------|
| 3/21/2011     | 4/19/2011        | Spring      |
| 5/23/2011     | 6/21/2011        | Late Spring |
| 7/18/2011     | 8/23/2011        | Summer      |

## Join one of DVIRC's private networking groups designed exclusively for manufacturing leaders!

Be our guest at an upcoming Manufacturing Executive Network Group Meeting (Groups are available in Upper Bucks, Central Bucks and Lower Bucks)

DVIRC's Manufacturing Executive Network Groups provide a unique and rewarding opportunity for business leaders.

We offer a confidential setting where leaders from non-competing firms share and learn about common challenges as well as best practice solutions to achieve profitable growth.

You gain an invaluable network of trusted business advisors, business development opportunities, best practice presentations, as well as industry related resources. Each member will also receive a case study that offers solutions and advice targeting one of their current business issues.

Don't take our word for it, learn for yourself!

Attend a complimentary meeting of your choice, and learn what others are doing to grow their businesses and overcome their challenges.

### Benefits include:

- Peer-to-peer knowledge sharing
- Confidential setting, limited to 15 members
- Exclusive to manufacturing leaders
- Leadership development
- Well structured meetings
- Professional facilitator, advisor and coach
- Each member gets a case study to address a current business issue
- Best practice benchmarking
- One free admission to a DVIRC guest speaker event
- One free admission to each of the Manufacturing Leadership Series events
- Get 4 free seats annually to any one day workshop presented by DVIRC's Institute for World-Class Manufacturing (IWCM)
- 10% discount on any IWCM Certification program

### Who should attend:

Chief executive officers, (all C level positions), presidents, business owners, vice presidents, key functional leaders

If interested and for more information, please contact Mike Renner, Director, Business Development at 215-464-8550.

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## 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](mailto:kellyd@bcedc.com).



**pennsylvania**  
DEPARTMENT OF COMMUNITY  
& ECONOMIC DEVELOPMENT

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