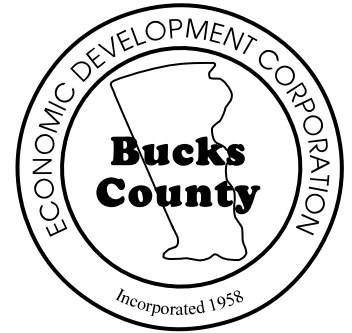


Bucks Prospectus

A Newsletter for
Bucks County's Business & Industry
Communities



In partnership with the Bucks County Industrial Development Authority

Branagan Accepts Leadership Torch

New Board Officers Elected at Annual Reorganization Meeting and Awards Dinner

At the Corporation's 42nd Annual Reorganization Meeting on February 24th, Francis B.J. Branagan was elected to a two-year term as BCEDC Board President. Branagan has served as a BCEDC board director since 1975 and a Bucks County Industrial Development Authority director since 1981. This is the second time Branagan has served as BCEDC President -- the first term was from 1986 to 1987.

Noted BCEDC Executive Director Robert Cormack, "Frank Branagan has spent many years volunteering his time and personal expertise to economic development in our county. We're lucky to have him serving again as our President."

Other board officers were also named at the meeting: Vice President, Daniel W. Tomlinson; Secretary, Kathleen M. Dominick; Treasurer & Assistant Secretary, Gerald C. Forest; Assistant Treasurer & Assistant Secretary, George A. Penglase; Past President, Clair M. Raubenstine; Members-At-Large, Carl N. Wallnau, Jr., William J. Willis, Robert B. Steinhart; BCIDA Representative, Harry W. Fawkes.

Past President Clair M. Raubenstine served from 1998 to 2000, an economically expansive period which resulted in record financing to area companies through the BCEDC and its sister organization, the BCIDA. During Raubenstine's term, for example the BCEDC/BCIDA arranged \$128,650,298 in financing, helping to create or retain nearly 5,000 high-quality jobs for area residents.

Says Branagan, "Bucks County is fortunate to have a very diverse and healthy economy. BCEDC and BCIDA work diligently to support that economy, which means more jobs and lower unemployment. I look forward to the next two years, because we have every reason to believe that the bullish economy of Bucks County will continue."

TEAM BUCKS: A NEW LEVEL OF ECONOMIC DEVELOPMENT SERVICE

The Bucks County Economic Development Corporation (BCEDC) is joining forces with several local and regional economic development service providers to create a team of experts to help Bucks County companies prosper.

The initiative -- known as *Team Bucks* -- brings together BCEDC, the Delaware Valley Industrial Resource Center (DVIRC), the Bucks County Community College Center for Business and Industry Training, the Bucks County International Trade Council (BCITC) and the Ben Franklin Technology Partnership to coordinate a variety of technical assistance and financial services. The ultimate goals of these coordinated activities is to help local businesses grow and expand employment in Bucks County.

Team Bucks complements a long-standing county-wide cooperative effort between groups such as BCEDC and the county Redevelopment Authority, Planning Commission, Community Development Office and Enterprise Zone program.

States Robert Cormack, BCEDC Executive Director, "There are a lot of groups out there that can provide a beneficial service to our local businesses."

Team Bucks, Continued on Page 2

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- 3 New Financing Approved:** Six companies approved for \$9.6 million
- 4 The Bottom Line:** Untangling the Workforce Development Web: A Glossary of Resources in Bucks County (Part One); Job Training Grants Available
- 5 Companies on the Move:** Business Expansions & Relocations, Sales and Leasing Activity in Bucks County;
- 6 New BCEDC Members**

NOTEWORTHY NEWS

Turnpike/I-95 Economic Impact Study Prepared

The Pennsylvania Turnpike Commission hired independent economic consultants to conduct an economic impact study for the PA Turnpike/I-95 Interchange Project. These consultants -- Pennsylvania Economy League and Economic Development Research Group -- have estimated the project's potential economic impacts at a local and regional level. The study includes traffic volume projections and reviews how these projections would affect businesses in the area of the proposed interchange. The consultants also have analyzed the potential economic impacts to be generated by the project's proposed budget of \$540 million.

The study was due for public release in April. Contact KCI Technologies at (215) 244-4444 for more information.

Introducing Dick Thompson, Ben Franklin Technology Development Specialist

BCEDC is pleased to introduce **Dick Thompson**, a Technology Development Specialist for Ben Franklin Technology Partners (BFTP) of Southeastern Pennsylvania. Dick works with Bucks County companies to find solutions to technology issues, using BFTP technology resources such as research and product development funding and links to the state university and federal lab systems. Dick is a Registered Professional Engineer and has the capability of dealing with complex technical problems. Dick's previous work experience includes 27 years with Fischer and Porter Company, a Process Control Manufacturer, in all aspects of their business including, Engineering, Manufacturing, Sales and Marketing, and Operational Management.

To tap into the Ben Franklin Technology Partnership resources, contact Dick at (215) 348-9031 x 18 or by email at dick@sep.benfranklin.org.



Team Bucks, Continued from Page 1

Financing, export assistance, technology development, manufacturing expertise, training are just a few possible ways Team Bucks can help Bucks County companies. For some time, all the county-wide groups have met each month to coordinate the County's role in economic development. The goal with this new partnership is to supplement the County's services by bringing more coordination to the technical services side of economic development. For example, Team Bucks can develop industry-specific initiatives that involve manufacturing, technology and training. Or, if a specific business is being serviced by multiple Team Bucks members, we can combine our knowledge of that business and deliver our services more effectively."

Bucks Prospectus



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EXECUTIVE COMMITTEE

President:

Francis B.J. Branagan

Vice President:

Daniel W. Tomlinson

Secretary:

Kathleen M. Dominick

Treasurer:

Gerald C. Forest

Assistant Treasurer:

George A. Penglase

Past President:

Clair M. Raubenstine

Members at Large:

Carl N. Wallnau, Jr., Esq.

William J. Willis

Robert B. Steinhart

BCIDA Representative:

Harry W. Fawkes

BUCKS PROSPECTUS is the quarterly newsletter of the Bucks County Economic Development Corporation (BCEDC). The BCEDC, the official Economic Development Agency for Bucks County, is a not-for-profit economic development corporation with a mandate to increase job opportunities for local residents through various programs.

New Financing Approved

The BCEDC and BCIDA have approved more than \$9.6 million in low-interest loans for 6 businesses, which will create and retain at least 321 jobs in Bucks County.

Draper - DBS, Inc. was approved to borrow \$200,000 through the Small Business First Fund to finance machinery and equipment for its custom cabinet-making operations. The company will create 22 new jobs over 3 years.

Kampi Components Company, Inc. will borrow \$700,000 through the PIDA and Small Business First programs to acquire and expand a facility in Falls Township. The company, which will create 20 new jobs through this project, distributes replacement parts for the military.

Pickell Enterprises, Inc. (Parent Metal Products) of Bensalem will borrow up to \$2.1 million through the BCIDA Revenue Mortgage Program to purchase its current manufacturing facility, where the company creates steel storage equipment. The company will create 9 new jobs.

RJ Studios, Inc. of Bristol was approved to receive \$675,000 from PIDA, Small Business First and the Business Builder Loan Fund to acquire an existing manufacturing facility in Newtown. The company designs and creates prototype models for the toy, novelty and gift industries, and will create 12 new jobs over the next three years.

Shade Source, Inc. of Blooming Glen was approved to receive a \$200,000 Small Business First loan to acquire land and construct a new manufacturing facility. The lamp shade producer will create 8 new jobs as a result of this expansion.

Waste Gas Fabricating, Inc. of Fairless Hills will borrow up to \$4.3 million through the PEDFA program to acquire and expand a property neighboring its existing steel fabrication facility. The expansion will also include new machinery and equipment, and will result in 8 new jobs.

NOTE: The companies listed in this report were approved for financing by the BCEDC or BCIDA, but may not have received necessary approval through state or federal funding agencies at the time of this printing.

Grants Available for Pollution and Energy Assessments

Purpose:

The Environmental and Energy Assessment (P2/E2) program provides a confidential preliminary assessment of the cost saving opportunities for your business facility. This includes a site visit to obtain working knowledge of facility operations, manufacturing processes, raw materials, products, byproducts, and waste streams. The process consists of a review of residual and hazardous waste generation, storage and disposal issues, and pollution prevention, by offering substitute materials or processes to eliminate the problem. The site assessment also includes an energy efficiency analysis, where all forms of non-renewable energy are examined. The Program is collaboration between the Industrial

Technology and Energy management Center (ITEM), The Delaware Valley Industrial Resource Center (DVIRC) and the Ben Franklin Technology Partners (BFTP)

Within 30 days of the site visit, the client receives a confidential executive report, which lists all of the identified issues and suggested actions. Alternatives, which offer cost savings, will be identified in the report. Alternatives will show approximate installation cost, and cost savings, so that payback can be easily calculated.

Grants:

Under recently passed PA Act 190 legislation, the State will provide grants which cover up to \$5,000 for these

assessments, which can be used to pay for a maximum of 80% of the assessment cost. for companies with less than 100 employees, or \$15,000 for any sized company with a DEP permit.

Requesting a P2/E2 Assessment:

To request an assessment, contact BFTP or the DVIRC specialist who will arrange to have a quotation prepared and will assist you with the grant Application Forms. In Bucks County, contact:

Dick Thompson,
Ben Franklin Technology Partnership
(215) 972-6700, ext 3007

Jeff Hartman, DVIRC
(215) 464-8550

\$\$\$ The Bottom Line \$\$\$

A Regular Feature to Help Your Business Improve Its Profitability

Workforce Development in Bucks County

PART ONE in a series on everything you ever wanted to know, but were afraid to ask about Job Placement, Career Development, Training and other Workforce Development Options



It's a mixed blessing these days for Bucks County businesses. With such a strong economy and an incredibly low unemployment rate (2.6% in January), the biggest concern for many companies we speak with is labor -- how to find good employees, how to keep them once they're hired and how to train them for the work that needs to be done. All of this falls under the catch-all phrase *workforce development*.

Many business people know that the government provides assistance, but most only have vague ideas about such things as unemployment centers or job training grants. In reality, workforce development is a major focus at every government level -- federal, state and local. And, private industry has developed some innovative strategies to address labor shortages and job training. As a result of government and industry efforts, there are now many players in the workforce development field, providing a plethora of job placement, training and employment services.

The following "glossary" will help introduce local businesses to the agencies, organizations, initiatives and terms associated with workforce development today. There are many more components to workforce development than what is described below. Future issues of *Bucks Prospectus* will continue to provide readers with a guide to resources in this field.

Bucks County Office of Employment and Training (BCOET) A nonprofit agency dedicated to assisting the unemployed and the underemployed with training and job placement services. BCOET has offices in Doylestown and Bristol, and can assist job seekers or employers through either location. BCOET also works with local companies which are experiencing labor force reductions to help laid off workers find new and meaningful employment. Contact BCOET at (215) 340-2020 for more information.

CareerLink A local "one-stop-shop" created under the TeamPennsylvania program and the Human Resources Investment Council. The CareerLink center, located at 1260 New Rodgers Road, Bristol, houses representatives from the BCOET, the Bucks County Area Agency on Aging, the

Veterans' Administration and other agencies, all of whom can assist job seekers in their hunt for employment. Additionally, the CareerLink center offers internet access for on-line job searches, computer training, assistance with resumes and other counseling for job seekers. Also, employers may register their current job openings with CareerLink and will receive pre-screened job applicants through the CareerLink staff. Contact Lia Kennedy at (215) 781-1073 for more information.

Workforce Investment Board (WIB) Successor to the county Private Industry Council, the WIB is charged with implementing the county's strategy for coordinating workforce development resources as mandated by the federal Workforce Investment Act. WIB members are appointed by the Bucks County Commissioners and include representatives from private industry, economic development and workforce development agencies.

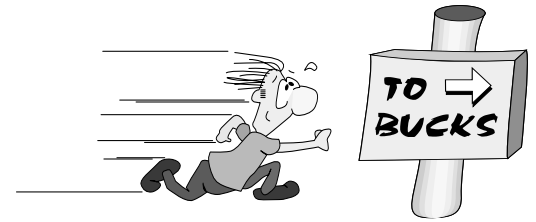
Funds Available for Workforce Training

Bucks County Community College's Center for Business and Industry Training (CBIT) as a local education agency (LEA) has the opportunity to secure state funds for workforce training from the following sources:

- * **Customized Job Training (CJT):** This program offers 100% reimbursement for new full-time employees and 70% reimbursement for current full-time employees. Applications are due by June 1 for FY 00/01, beginning July 1.
- * **Guaranteed Free Training:** Offers 100% reimbursement for new full-time employees. To be eligible, a firm must have hired 12 new full-time employees within past 6 months of application submission date. Applications are due by June 1 for FY 00/01, beginning July 1.
- * **Greater Philadelphia Productivity Consortium:** This innovative regional initiative offers state funds of up to \$10,000 against a 1/1 match from the company. Applications are due by May 15 for FY 00/01, beginning July 1.

For more information, contact:
Brook Hunt, (215) 968-8017, email: huntb@bucks.edu

COMPANIES ON THE MOVE



Bensalem Township

Sale - 3300 State Road, Expressway 95 Industrial Park, 63,400 square feet to **Joseph DiEgidio** from CMS Gilbreath Corporation, a packaging manufacturer. Colliers Lanard & Axilbund negotiated the sale.

Lease - 455 Dunks Ferry Road, Expressway 95 Industrial Park, 40,000 square feet to **Integrity Textile**, a distributor of fabrics for clothing and upholstery. Colliers Lanard & Axilbund negotiated the lease transaction with building owner Jeeh Partnership..

Lease - 782 Haunted Lane, Waters Edge Business Center, 23,000 square feet between **Global Management Services** and Louis DiEgidio, the building owner. NAI Mertz Corporation handled the negotiations for Global Management Services, which already occupied 52,000 square feet in the Business Center.

Bristol Township

Sale - 3895 New Rodgers Road (former Rickells site), 46,750 square feet on 5.76 acres to the **Devon Group**, a national developer and operator of high-end, climate controlled self-storage facilities. Devon Group will modify the property to include "drive-through" self storage units and additional traditional external units. NAI Mertz represented American Continental Properties in this sale.

Lease - 123 Wharton Road, Keystone Industrial Park, 64,000 square feet to **IPCO Safety Products, a subsidiary of Air Gas**. IPCO markets, sells and distributes safety products. Building owner Tamburelli Properties was represented by Colliers Lanard & Axilbund.

Richland Township

Lease - 480 California Road, 82,000 square feet to **POMA Glass, Inc.**, a national company which will occupy the premises to manufacture insulated glass units. Colliers Lanard & Axilbund represented building owner Nelson Properties Partnership in the lease.

Warminster Township

Lease - 55 Hawk Road, Suite 175, North American Technology Center, 1,284 square feet to **JLC International**, which provides engineering services to manufacturing firms involving export and import products. Colliers Lanard & Axilbund represented the Federal Lands Reuse Authority of Bucks County in the lease.

Lease - 55 Hawk Road, Suite 152, North American Technology Center, 3,800 square feet to **Flux Technology Solutions, Inc.**, which provides internet software for the sale and distribution of pharmaceuticals. Colliers Lanard & Axilbund represented the Federal Lands Reuse Authority of Bucks County in the lease.

Lease - 55 Hawk Road, Suite 153, North American Technology Center, 1,034 square feet to **SOS Systems Consultants, Inc.**, a systems engineering company. Colliers Lanard & Axilbund represented the Federal Lands Reuse Authority of Bucks County in the lease.

Welcome New BCEDC Members

Marsha M. Rubin, CFP

Merrill Lynch

Investments and Financial Planning

(610) 687-7976

Paul Kallus

Paul J. Kallus Real Estate Appraisals

Real Estate Sales and Appraisals

(215) 355-4662

Gary Brown & Mark Irani

RT Environmental Services

Environmental Consulting

(610) 265-1510

Michael J. Mele

Marcus & Millichap

Real Estate Investment Brokerage Company

(215) 557-0900

Paul F. Rubin

ZA Business Services, Inc.

Financial Consulting

(215) 517-4780

Frank J. Smith, P.E.

F. Smith Consulting

Commercial & Industrial Property Inspections

(215) 322-4083

Peter G. Stampfl

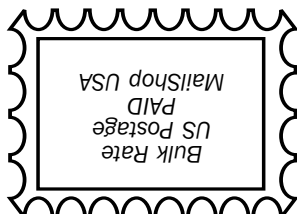
Nave Newell & Stampfl

Architectural, Engineering and Surveying Services

(610) 265-8323



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RETURN SERVICE REQUESTED

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Two East Court Street
Doylestown, PA 18901

BCEDC