

MCEDC

Montgomery County Economic Development Corporation



the I N D I C A T O R

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[Thomas M. Barbine](#)
CFO/Assistant Vice President

[George E. Gunning](#)
Vice President of Business &
Membership Development

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Administrative Assistant /

Member Spotlight

Fulton Bank

LISTENING IS JUST THE BEGINNING.™

Fulton Financial Corporation

- Over \$16 billion in total assets
- One of the top 50 largest banks in the U.S. based on asset size
- More than 260 branch locations in 5 states
- The largest commercial bank headquartered in Third Federal Reserve District
- Market capitalization of approximately \$1.7 billion
- Current capital ratios exceed the regulatory requirements for a well capitalized institution
- Moody's Long-term Rating: Baa1
- Fitch Long-term Rating: ADBRS
- Ltd. Long-term Rating: A
- NASDAQ Ticker: FULT
- Website: www.fult.com

Fulton Bank

- Full-service banking for over 125 years
- More than 100 branch locations in Central Pennsylvania & Virginia
- Over \$7 billion in total assets

Corporate Banking: Guiding Principles *Proactive Account Management*

- Creates an increased awareness of all available financial options and helps you decide which adds the

Marketing / Real Estate

[Carli Pio McCrea](#)

Administrative Assistant /
Public Relations / Workforce

Contact Us

420 W. Germantown Pike
East Norriton, PA 19403

p: 610-272-5000

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email us at:

info@montcoedc.com

or check out our website:

www.montcoedc.com

About Us

Montgomery County Economic Development Corporation (MCEDC) is the key resource in Montgomery County for economic assistance and development for business. MCEDC is dedicated to enhancing the county's economic balance and preserving its quality of life. The Corporation has a rich, successful history in attracting new business to the county.

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most value to your business.

Local Decision Making

- Ensures a high level of responsiveness and guarantees access to key decision-makers.

Consistent Lending Philosophy

- Eliminates surprises and gives you confidence that Fulton Bank supports your industry despite banking trends and economic cycles.

Full Range of Products & Services

- Provides the necessary financial solutions, no matter where you are in the business cycle.

Relationship Management Approach

- Improves efficiency and minimizes resources by providing a coordinated delivery system for all of your financial needs. Our Relationship Managers work with you to make business easier. One name, one phone number, focused on your needs & providing the best solutions for your company.

Products & Services

- Corporate Banking
- Small Business Banking
- Cash Management Services
 - Remote Deposit Link
- Merchant Services
- International Banking Services
- Leasing
- Agricultural Banking Services
- Credit Card Services
- Residential Mortgages
- Personal Banking
- Investment Management & Planning Services
- Retirement Services

For more information, please contact:

1-800-FULTON-4

www.fultonbank.com

For Fulton Bank's brochure, please click [HERE](#).

Financing Notes

Have You Considered SDC For Your Lending Needs?

The Suburban Development Council (SDC) is a private non-profit organization which was created in 1983 by the Montgomery County Industrial Development Corporation (MCIDC) to meet the needs of small businesses who were not able to qualify for certain State or Federal funding programs.

SDC has recently revised its lending criteria and is very interested in lending you business money. The new guidelines are effective immediately and will remain in effect until February 28, 2010.

REVISED LOAN GUIDELINES

Interest Rate:

Fixed Rate @ 4.5% (Provided Loan Closes by 2/28/2010) for the 1st Five Years

Maximum SDC Loan Amount:

\$ 500,000

Eligible Projects:

As a permanent lender, SDC projects can include the acquisition, renovation, or expansion of real estate facilities for use primarily by the applicant. All other loan requests will be considered based on the collateral available for the specific project.

Subject to the availability of funds!

For more information on this Program, please contact:

Carmen Italia or Tom Barbine
MCEDC
610-272-5000
www.montcoedc.com

PIDA Program Rates

Effective October 1, 2009:

3.75% - 10 year TR
4.75% - 10 year TR+1

PIDA's countywide participation rate for small applicants (fewer than 50 employees) are as follows:

50%- Conventional rate bank first mortgage loan

50%- PIDA low fixed rate second mortgage loan

The interest rate will be set at a rate equal to the 10-year treasury rate plus one percentage point (4.75%).

For small projects located in the Borough of Norristown:

40%- Conventional rate bank first mortgage loan

60%- PIDA low fixed rate second mortgage loan

For small projects located in the Borough of Pottstown:

30%- Conventional rate bank first mortgage loan

70%- PIDA low fixed rate second mortgage loan

The interest rate will be set at a rate equal to the 10-year treasury rate (3.75%).

PIDA's countywide participation rate for large applicants (50 or more employees) are as follows:

50%- conventional rate bank first mortgage loan
30%- PIDA low fixed rate second mortgage loan
20%- cash equity (minimum, more allowed)

The interest rate will be set at a rate equal to the 10-year treasure rate plus one percentage point (4.75%).

For large projects located in the Borough of Norristown:

50%- Conventional rate bank first mortgage loan
50%- PIDA low fixed rate second mortgage loan

For projects located in the Borough of Pottstown:

40%- Conventional rate bank first mortgage loan
60%- PIDA low fixed rate second mortgage loan

The interest rate will be set at a rate equal to the 10-year treasury rate (3.75%).

For more information on this Program, please contact:

Carmen Italia or Tom Barbine
MCEDC
610-272-5000
www.montcoedc.com

January 2010 SBA 504 Rate

Current Fixed Rate:

SBA 504 5.79% - 20 years
SBA 504 4.91% - 10 years

For more information please contact:

Chuck Evans
South Eastern Economic Development Company of PA
610-458-5700 ext. 242

Featured Property

77,077 S/F Office Building for Lease

Towamencin Corporate Center

1690 Sumneytown Pike, Lansdale, PA



To obtain a property brochure, click the picture above

For more information or to arrange for an inspection, please contact:

Newmark Knight Frank Smith Mack

Shelley Wolf Harris
sharris@NewmarkKFSM.com

Neil Shupak
nshupak@NewmarkKFSM.com

Justin Bell
jbelle@NewmarkKFSM.com

Office: 610-265-0600
www.NewmarkKFSM.com

Upcoming Events

Creative Financing in a Tough Economy

Brought to you by: MCEDC & Diamond Real Estate Investments, LLC

When:

Tuesday, February 16th, 2010
8:30am - 11:30am

Where:

Diamond Real Estate Investments, LLC
542 N. Lewis Road
Limerick, PA 19468

Admission:

Non-Members: \$25.00
MCEDC Members: \$15.00

Description:

MCEDC is always seeking ways to keep businesses in Montgomery County up to date on the current available financing tools. In today's trying economic times, it is getting more and more difficult to secure financing for various projects. Don't give up hope. There are alternatives out there to help you get your projects done. We've put together a panel of financial experts which will be traveling to different locations around the county so everyone is assured a convenient opportunity at getting the information they need. You won't want to miss this exciting program!

A Continental Breakfast will be provided.

Panel:

Chuck Evans, Seed Co. of PA
Bill Hughes, Innovative Financing Solutions
Carmen S. Italia, Jr., MCEDC
Donald L. Jefferson, U.S. Small Business Administration
Gail Kronig, The Governor's Action Team
Steve Pettit, US Realty Capital

RSVP:

Please email your RSVP to [Carli Pio McCrea](#) with "2/16 Finance Panel" as your subject line. A confirmation email will be returned securing your reservation to this event.

Taking Control of Your Workers Compensation Cost

Brought to you by: MCEDC & The Seltzer Group

When:

Tuesday, March 9, 2010
8:00am - 11:00am

8:00am - 8:30am (Check In/ Breakfast)
8:30am - 11:00am (Program)

Where:

[The Plymouth Country Club](#)
888 Plymouth Road
Plymouth Meeting, PA 19462

Admission:

Non-Members: \$25.00
MCEDC Members: \$15.00

Description:

Far too many Pennsylvania businesses are paying enormous Workers Compensation surcharges and many are overcharged due to hidden, yet avoidable, mistakes. This forward-thinking educational seminar was designed to help business leaders and management teams recognize how mismanaged Workers Compensation can directly lead to undesirable bottom-line results. By attending, you will gain an insight on how the Workers Compensation system works against you and will begin to discover solutions that will enable your company to prevent costly surcharges and eliminate common overcharges.

Some of the topics that will be discussed include:

- Your Experience Modulation Rate and why it is the most critical component in determining your Workers Compensation premium
- Claims Management
- Physician Panel - your open checkbook
- Premium Audits and why they are riddled with costly mistakes
- How can HR prevent work place injuries
- And much more...

Speakers:

Steven Stramara, CWCA, CIC; Vice President - The Seltzer Group

Gregory DeMedio, CWCA, CIC; Client Advocate - The Seltzer Group

Stacey Cheese, CWCA, CISR; Director of Work Comp Programs - The Seltzer Group

RSVP:

Please email your RSVP to [Carli Pio McCrea](#) with "3/9 Workers Comp Seminar" as your subject line. A confirmation email will be returned securing your reservation to this event.

MCEDC Membership Mixer

Brought to you by: Beneficial Bank

When:

Thursday, March 18, 2010
5:30pm - 7:30pm

Where:

Beneficial Bank
2905 Whitehall Road
Norristown, PA 19403

Description:

We invite you to join MCEDC and Beneficial Bank for our next Membership Mixer. Don't miss out on this opportunity to talk to other members, exchange business cards and pick up leads, while enjoying cocktails and hors d'oeuvres.

Make sure to RSVP quickly as this event is expected to be well attended!

RSVP:

This is a MEMBERS ONLY event. Please email your RSVP to [Carli Pio McCrea](#) with "3/18 Membership Mixer" as your subject line. A confirmation email will be returned securing your reservation to this event.

Leading in Turbulent Times

Brought to you by: Penn State Abington

When:

Wednesday, March 10, 2010
8:30am - 11:30am

Where:

Penn State Abington
1600 Woodland Road
Abington, PA 19001

Description:

"Leading in Turbulent Times" is a free seminar that will address current business trends, the implications for leaders, and how to change as conditions do. Eric Bergstrom, Instructor and Assistant Director of Penn State's Management Development Programs and Services, will facilitate the seminar.

In addition to exploring business trends and developing action plans, the session will also explore:

- The right People: Developing great leaders
- The right Culture: Empowerment and collaboration
- The right Processes: Hard on problems, soft on people
- The right results: Metrics-driven

This seminar is intended for employers and managers of local business and industry. It is co-sponsored by PA Careerlink of Montgomery County, The Workforce Investment Board, the eastern Montgomery County Chamber of Commerce and Penn State.

RSVP:

The session is free to members of the Montgomery County Workforce Investment Board, Pennsylvania Career Link and Penn State Abington but reservations are required.

Please RSVP to Judy Ahern at jsa16@psu.edu or call 215-881-7488 by Friday, March 5, 2010.

2nd Annual Cleantech Investment Forum

Brought to you by: Cleantech Alliance Mid-Atlantic

When:

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

Where:

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

Admission:

\$35.00

Description:

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

leading Mid-Atlantic Cleantech companies.

Confirmed Panelists:

Michael Bevan, Managing Partner, Element Partners

Richard Defieux, Venture Partner, Battelle Ventures

Michael Donnelley, Managing Director, GE Equity

RSVP:

To buy tickets, please click [HERE](#).

Member Press Releases

Brode & Brooks, Inc. - Medical Office Lease

PENNSBURG, PA - PMA Medical Specialists LLC has leased 4,145 SF at the Upper Frederick Office Center located on the corner of Route 73 and Memorial Drive in Zeiglersville, Montgomery County, Pa. The lease is a 10 year contract with additional options. This space houses the Schwenksville Family Practice which consists of three physicians (Dr Ginsburg, Dr Keiser and Dr Yang) who relocated from another nearby office facility.

The Lower Frederick Office Center is a 6,250 SF building that was purchased in 2008 and renovated in 2008 and 2009. There is one office suite remaining of 2,105 SF. The lease was negotiated by Ed Brooks of Brode & Brooks Inc.

###

Colliers Lanard & Axilbund - Colliers Lanard & Axilbund Acquires Crossroads Commercial Realty

PHILADELPHIA, PA - Colliers Lanard & Axilbund (CL&A), one of Philadelphia's leading commercial real estate providers, is pleased to announce that it has acquired Harrisburg-based Crossroads Commercial Realty, a full-service commercial real estate company serving south central Pennsylvania, eastern West Virginia and northern Maryland.

[Complete Press Release...](#)

Colliers Lanard & Axilbund - Colliers Lanard & Axilbund Broker Elected to Chair Steering Committee for the Formation of a Delaware Branch of the DVGBC

WILMINGTON, DE - Linda Schultz, a broker with Colliers L & A, has been elected to chair the Steering Committee of the Delaware Branch of the Delaware Valley Green Building Council (DVGBC). There is only one other branch in the Lehigh Valley Area. Mark Purcell of Nason Construction was elected Vice President.

[Complete Press Release...](#)

Maillie, Falconiero & Company, LLP - Converting to a Roth IRA from a Traditional IRA is Intriguing and Confusing for Many Taxpayers

OAKS, PA - The removal of income requirements to convert assets from a traditional IRA to a Roth IRA in 2010 has both excited and confused many taxpayers who would like to take advantage of the tax-free Roth IRA, but aren't quite sure of the

consequences.

[Complete Press Release...](#)

Maillie, Falconiero & Company, LLP - *Government Files Suit Against Promoter of Abusive Tax Shelter*

OAKS, PA -The U.S. Department of Justice (DOJ) announced it is seeking an injunction against an alleged promoter of an abusive tax shelter who is seeking to disrupt the court system and the IRS.

[Complete Press Release...](#)

Maillie, Falconiero & Company, LLP - *Some Tax Breaks from 2009 Carry over to 2010*

OAKS, PA -One of the most popular tax breaks issued in 2009 is the first-time homebuyer credit, which Congress has extended into 2010.

According to Edward Furman, the \$8,000 credit for qualified taxpayers purchasing a principal residence will be extended to April 30, 2010.

[Complete Press Release...](#)

Newmark Knight Frank Smith Mack - *Newmark Knight Frank Smith Mack Announces the Expansion of Research Pharmaceutical Services into 21,350 SF in Fort Washington, PA*

WAYNE, PA - Newmark Knight Frank Smith Mack (NKFSM) is pleased to announce the expansion of ReSearch Pharmaceutical Services, Inc. (RPS) into 21,350 square feet at 500 Virginia Drive in Fort Washington, Pennsylvania.

[Complete Press Release...](#)

Featured Article

Reducing Employee Stress by Implementing a Health and Safety Program in a Tough Economy

This article is brought to you by: Compliance Management International

In December 2009 the national unemployment rate approached 10%, and it's even higher in many states. In these tough economic times companies are experiencing increased absenteeism, increased numbers of grievances, and more workers' compensation claims. Employers tend to burden employees with more responsibilities resulting in higher employee stress. Studies have shown that stressed employees make more mistakes, are less creative, are less receptive to coaching, and may be more volatile in interactions. This results in lower efficiencies and overall impacts to the company's financial condition. Also, this can significantly impact existing health and safety programs. Eventually employee stress can lead to burnout.

Burnout occurs when employees have:

- Unclear or impossible requirements

- High stress times with no down times
- Lack of personal control, and
- Lack of recognition

Taking a proactive approach by addressing these issues will help maintain the workforce and build your safety culture.

First, acknowledge morale or stress problems and openly communicate with the employees. For example, informing employees that their job security is sound for a certain period will significantly reduce the anxiety of losing their job in the immediate future and they will be able to focus more on their everyday tasks.

Provide employees the tools they need to do their job successfully. If an employee has new responsibilities they need new training and support. Define your employee's roles and responsibilities and communicate your expectations. Employees will feel more invested in the company and in control if provided opportunities to use their skills and to make informed decisions.

Ask employees about their personal stress factors that result in their stress and try to provide support. Do employees need more flexibility? One way to address this would be to offer the option of four 10-hour work days in lieu of five 8-hour work days. Are supervisors overwhelmed? Provide time management skills training. Many companies also offer employee assistance programs (EAPs) that can help employees manage health and financial issues. Verify employees are aware of the EAPs offered by your company.

Finally, recognize the efforts of employee contributions. In this economy bonuses are difficult to award, but recognition is priceless. Have supervisors acknowledge the efforts made by employees that result in a safe working environment. Celebrate accomplishments through certificates of appreciation, safety awards, safety lunches, and verbal recognition from a supervisor, and find other means to encourage a strong safety culture.

Compliance Management International is an environmental and engineering consulting firm specializing in environmental, health and safety compliance. For more information on this or other safety issues, call Maureen Malachowski, CIH, at 610-699-4800, ext 120 or e-mail at mmalachowski@complianceplace.com. Compliance Management International (CMI) is an environmental, health and safety consulting firm headquartered in Montgomeryville, Pennsylvania.

Visit us at www.complianceplace.com or call us toll-free at 800-701-9369.

Economic Development Editorial

Budget Process Set to Begin In Harrisburg: Governor/Lawmakers Face Challenges

Brought to you by: Kenneth Davis, Duane Morris Government Affairs LLC

Pennsylvania will receive an additional \$850 million in Medicaid assistance from Washington per President Obama's proposed spending plan. The federal money still might not be enough to ward off additional taxes and spending cuts.

The deficit building over the current fiscal year alone is now expected to top \$500 million when the fiscal year ends on June 30, 2010. Moreover, the state faces rising

costs in Corrections and Welfare over which the Governor and legislators have little control.

"Last year, we added 4,000 inmates to our prisons," said Budget Secretary Mary Soderberg. "The average cost of each prisoner is \$35,000 a year. Those are costs we can do nothing about."

The budget process officially begins on February 9 when Governor Rendell delivers his proposed spending plan to both chambers. Month-long budget hearings by the House and Senate Appropriations Committees follow, and negotiations begin to heat up as the June 30 deadline approaches.

The governor signed the current year's budget on October 9, 2009, one hundred days beyond the July 1 start of the fiscal year.

Approval of this year's fiscal spending plan was delayed over whether to close a spending gap with cuts, additional taxes, or both. It looks like more of the same debate will occur to approve next year's budget. Few expect the budget approval for next year's plan to go so far beyond the end of the fiscal year, however. The November elections will pressure members to agree to a spending plan earlier. All 203 House members and half the Senate members are up for re-election.

"My guess is it goes over but it's approved more in a July time-frame than October," said one political observer. "The perception of going much later would not be good."

To further reduce costs in state government, the Rendell Administration recently approved another round of budget cuts -- \$161 million from the current budget, a follow-up on a December promise to freeze funds in response to below-estimate revenues.

After freezing \$161 million in current-year spending and rededicating \$50 million from prior-year programs, Rendell said the next budget's increase may now be 3.5 to 4 percent when he proposes it on Feb. 9. Moreover, the Governor says he has an agreement with legislative leaders, made after the completion of last year's negotiations, to increase spending by at least \$1 billion. Republican legislative leaders say no such agreement is in place.

For more information, please contact:

Kenneth Davis
Duane Morris Government Affairs LLC
215-979-1376
kdavis@dmga.com

About the INDICATOR:

Montgomery County Economic Development Corporation (MCEDC) is pleased to bring you an online version of their publication, the INDICATOR. As it has been since the beginning, this newsletter is dedicated to "providing the reader with information concerning national, state, and local developments in Montgomery County."

Disclaimer:

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