

## Greater Philadelphia: High Tech And Higher Ed

A recent survey of Greater Philadelphia entrepreneurs asked what was the most valuable high tech asset of the region. Overwhelmingly, respondents identified educational institutions and talent pool over the traditional cost of doing business and location. Such selections are revealing given Philadelphia's location between New York City and Washington, DC, metropolitan areas where the cost of doing business is significantly higher than in the Delaware Valley.

However, in fact, Philadelphia's academic institutions have contributed to the region's economic growth and development for decades. Even during the Industrial Revolution, much of Philadelphia's manufacturing might, still in evidence along Interstate 95, was developed in partnerships with area colleges and universities.

With over 80 institutions of higher learning, Greater Phila-

delphia offers the largest concentration of colleges and universities in America. And while the numbers suggest ready access to all levels of education, it is the quality and variety of opportunities that are most notable.

US News and World Report's 1999 rankings placed Philadelphia universities in the top tier in the publication's national and regional lists. Local liberal arts colleges scored among the top ten; the Wharton School of Business at the University of Pennsylvania has been internationally recognized as a leading business school for many years. The second largest concentration of medical schools in the nation is in Philadelphia.

Associate degrees and a wide variety of certification programs are offered at the community colleges and over 120 technical schools. Flexible programs offer graduate and undergraduate courses online and on weekends in addition to full time, part time and evening curricula. Inter-disciplinary options are available as well.

Beyond offering education,

area universities have done pioneering research and technology transfer. ENIAC, the first computer, was developed at The University of Pennsylvania. Internet1 and Internet2 were created with the participation of Penn, Drexel, Princeton and the University of Delaware. New



York, and MCP Hahnemann University.

According to a 1995 study by the Battelle Institute, Pennsylvania was ranked 8th in information technology employment and 7th in IT establishments--with over 40 percent of the State's IT establishments situated in Southeastern Pennsylvania (Philadelphia and its four suburban counties). Unisys, SAP AG, SunGard Data Systems, Amkor, Vishay Intertechnology, Comcast, Sanchez Computers are only a few of the high profile players that continue to expand here.

And the Philadelphia region has nurtured its share of Internet companies. CDnow, established in the mid 1990s, was among the earliest e-commerce companies. More recently Global Sports, a sports apparel marketer; egenda for the college crowd; G-Vox for interactive guitar lessons; Electric Library and Electric Schoolhouse, mySAP, 4anything, webcertificate, VerticalNet and many others have followed.

Business to business applications dominate the software industry in Greater Philadelphia and reflect its diverse economy. Internet technologies, biotech, pharmaceuticals, insurance, banking and finance, health care, telemarketing, distribution, credit card and smart card production are all included.

A 1998 study by the Sol C. Snider Entrepreneurial Center at the University of Pennsylvania and The Bank of America identified eleven IT companies in Greater Philadelphia with revenues over \$1 billion. According to the 1997 Economic

*Continued on page 3*

SPRING/SUMMER 2000

Pg. 2 Bucks County Profile

Pg. 3 Facts & Figures

Pg. 4, 5 Signature Sites

Pg. 6, 7 In The Works & Under Construction

Pg. 8 Venture Capital



# Bucks County, PA

**B**ucks County Pennsylvania, just north of Philadelphia, is one of the most scenic areas in America. With a rich rolling landscape and wooded countryside, its quaint and historic streets, stone barns from centuries past and tree-shaded canals long the Delaware River, Bucks County is appealing to residents and tourists as well as to business and industry. Because of its desirability, Bucks County enjoys a state-wide reputation as one of the most prominent and fastest growing counties in Pennsylvania. The county's distinction can be attributed to several

space growth spot. "Long overshadowed by the astronomical amount of development which has been taking place in Montgomery and Chester Counties, and benefiting from a lack of available land in the largely built-out Princeton corridor, Bucks County is a prime location for growth. Bucks County has the greatest construction potential in all of southeastern Pennsylvania, 5.1 million square feet, placing it in front of Chester, Delaware, Montgomery and Philadelphia Counties. Including current, planned and proposed construction, approximately 846,000 square feet is expected to be built in Bucks County this year, a sum approximating all the office space created countywide over the past decade." And while Lower

rate Center in Bensalem, and the strategically positioned Silver Lake Executive Campus that is less than one mile from the Newtown/Yardley interchange of I-95. Newtown Township and Lower Makefield Township have hundreds of acres zoned for research and development, making both areas excellent places for high tech growth.

The potential office space development and a well-educated labor pool are drawing a number of new businesses to the area. One of Bucks County's strongest assets is its vast and varied personnel resources. Companies draw from metropolitan Philadelphia's 2.5 million resident workers, as well as more than 80 colleges and uni-

mer Naval Air Warfare Center in Warminster. That facility has since been transferred to the Federal Land Reuse Authority of Bucks County and renamed the North American Technology Center (NATC).

The NATC has approximately 1.3 million square feet of existing office, R & D, and light manufacturing space with many fiber optic lines and Local Area Network connections. It has 200 acres of land to develop; an additional 370 acres of dedicated open space; and 88 acres that are reserved for community and institutional uses. Bucks County's leaders have turned the closing of the Naval Air Warfare Center into a plan that enhances the quality of life for area residents while expanding the local economy.

In yet another example of the population's commitment to the vitality of Bucks County, State, local and civic officials



Photos: North American Technology Center



factors, not just its scenic beauty, but its closeness to major eastern U.S. metropolitan markets, accessibility to regional highway and transit systems, the availability of land zoned for development, and the county's economic diversity. Bucks County is situated just 20 minutes north of center city Philadelphia and 20 minutes south of Princeton, New Jersey.

The Reis Observer, in a recent analysis of the Delaware Valley's office market, refers to Bucks County as the region's office

Bucks County has historically been the location of a large industrial market, it is quickly becoming a preferred site for office developments. New business parks benefiting from the technology explosion include the Matrix Corporate Center of Bucks County in Lower Makefield Township; the mixed-use New Britain Business Park in New Britain Township where each lot offers a park-like setting with exercise paths; the Horizon Corporate Center on the site of the former Eastern State School, a dominant landmark that provides dramatic panoramic views; the tranquil beauty of the Glenview Corpo-

universities and 120 technical schools. Due in part to its position between Philadelphia and Princeton, the number of pharmaceutical and biomedical companies in Bucks County continues to grow.

But technology-based firms have been thriving in Bucks County for years. NASA astronauts trained for man's first steps on the moon and stealth technology was born at the for-

worked in cooperation with USX Realty Development, a division of USX Corporation, to implement an industry attraction program for the 2,000 acre former US Steel Fairless Hills production facility. That cooperative effort created a new industrial park that features rail served sites and deep water port access.

While several of the heavy industrial sites, ranging in size from 3.5 to 50 acres, are available for sale or lease, numerous

*Continued on page 8*





# Greater Philadelphia Technology Resources:

<http://www.techcouncil.org>  
[panma.org](http://panma.org)  
[gpvg.com](http://gpvg.com)

[ibaonline.org](http://ibaonline.org)

[philly-tech.com](http://philly-tech.com)  
[techphiladelphia.org](http://techphiladelphia.org)

[technophilly.com](http://technophilly.com)

[sep.benfranklin.org](http://sep.benfranklin.org)

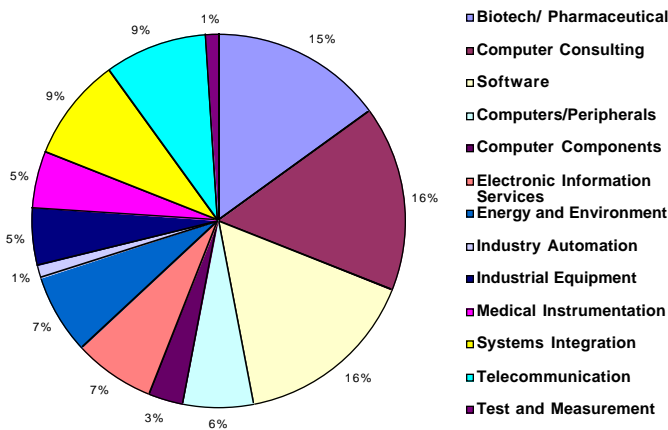
[peco.com/economic](http://peco.com/economic)

[gpfirst.com](http://gpfirst.com)  
[bizjournals.com/philadelphia](http://bizjournals.com/philadelphia)  
[philly.com](http://philly.com)  
[gpcc.com](http://gpcc.com)

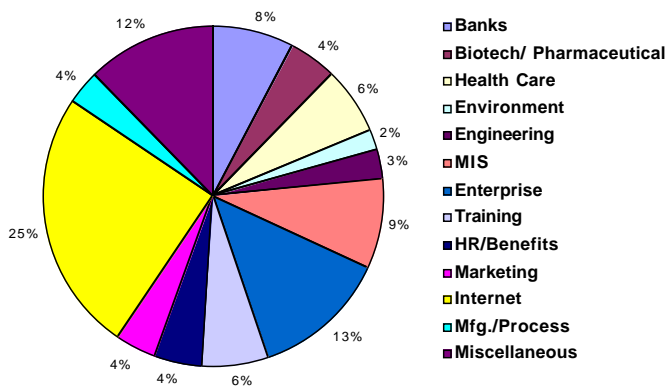
[libertynet.org/ucsc](http://libertynet.org/ucsc)

Eastern Technology Council  
Phila. Area New Media Alliance  
Greater Philadelphia Venture Group (venture capital)  
Internet Business Alliance,  
Greater Philadelphia  
Philly Tech magazine  
Technology-articles, newsletters, events and press releases  
Online magazine about technology in Greater Philadelphia  
Benjamin Franklin Partnership of Southeastern PA  
PECO Energy Economic and Business Development Dept.  
Greater Philadelphia First  
Philadelphia Business Journal  
Philadelphia Inquirer  
Greater Philadelphia Chamber of Commerce  
Science Center University City

## High Tech Companies In Greater Philadelphia



## Software Sector In Greater Philadelphia



Continued from page 1

Census, there were 247 software publishing companies in Greater Philadelphia with total receipts of more than \$2 billion. Receipts for establishments offering computer systems design services were also over \$2 billion.

Since 1997, venture capital investment in Greater Philadelphia's high tech companies has increased by approximately 220 percent, thanks to the noteworthy efforts of Safeguard Scientific and inspired, in part, by the region's robust communications infrastructure. DSL, ADSL and ATM services are offered in addition to ISDN and T-1 lines, throughout the area.

The region's competitive local exchange carriers (C-LECS), which focus on small businesses, have also been adding to their networks, and several providers offer digital subscriber lines (DSL). CDMA wireless technology is being developed by InterDigital Communications of King of Prussia with installation and broadband connection services for commercial tenants being offered by a number of site management specialists.

In center city Philadelphia carrier hotels house a plethora of fiber optic companies under one roof, and initiatives are underway to develop incubators with similar infrastructure that will become nerve centers for e-commerce enterprises.

Aerospace, advanced materials, test and measurement, as well as electronics are also represented in the Greater Philadelphia high-tech roster as are many components of the biotech cluster. Biotechnology, bioscience, biorobotics, biopharmaceuticals, bioinformatics, these terms describe elements of a relatively new science that is altering many other disciplines. The life sciences have been a dominant

force in the Greater Philadelphia economy since Colonial times and today the tradition continues.

In Pennsylvania, the biotech cluster has 1,100 establishments with 59,000 employees that yield \$3 billion in wages. Eight counties in the state's southeastern region account for 59% of the jobs and 67 percent of the wages.

Children's Hospital of Philadelphia, Jefferson Hospital, The Hospital of the University of Pennsylvania, and the Fox Chase Cancer Center in Philadelphia are all heavily involved in biological research. For two successive years, The University of Pennsylvania has received the second largest funding for research allocated by the National Institute of Health.

The pharmaceutical component of our economy, which gives Pennsylvania a 2nd place ranking nationally in pharmaceutical employment, has 44 establishments representing nine companies employing some 37,000 individuals, according to a study by the Ben Franklin Technology Center. Eighty percent of the industry is situated in and around Philadelphia.

High tech has found its way to agriculture as well. Oakshire Specialty Mushrooms of Kennett Square, Chester County, has developed a process using sawdust (instead of the usual mixture of straw and manure) to grow mushrooms, and its Shitake Home Growing Kit produces a substantial supply of the product that can be ordered at [www.oakshire.com](http://www.oakshire.com).

While Philadelphia's manufacturing might is still evident along the I-95 corridor, the results of the area's high tech, industry education partnerships are more obvious on the world wide web. A list of web site addresses for Philadelphia area technology resources is included in this publication. ■



### 833 Chestnut Street Center City Philadelphia

- 727,520 SF, 12-story, telecommunications carrier hotel
- 250,000 SF available
- 24 hour manned security, closed circuit television surveillance
- Totally new mechanical and electrical systems
- Easy access to PATCO, bus, subway and regional rail lines
- Restaurants, shopping and historical sites nearby

Call: George Cauffman or Joe Fox, CB Richard Ellis, 215-299-3200



### 30 South 17th Street Center City Philadelphia

- 600,000 SF, 20-story office building
- 30,000 SF available
- Floor-to-ceiling windows
- Landscaped plaza
- On-site parking
- One block from Suburban Station, door front bus transportation
- Hotels, restaurants, shopping and banks within walking distance

Call: Roger McManimon, Cushman & Wakefield of Pennsylvania, 215-963-4049



### 2 Penn Center Center City Philadelphia

- Instant plug and play Internet access
- Luxurious interior finishes
- Sophisticated pre-built suites
- Complimentary 314 SF of conference room
- Over 100 high tech tenants
- 15 minutes from Phila. International Airport by way of high-speed regional rail system located beneath the building
- \$24.00 PSF full service

Call: William Luff, 215-963-4005 or Wayne Hunt 215-963-4114, Cushman & Wakefield of Pennsylvania



### Franklin Square Centre Center City Philadelphia

- For Sale
- 202,668 SF, eight-story building
- 2.4 acres
- 145+ on-site parking spaces
- High visibility location
- Excellent highway access
- Ideal conversion to hotel, apartments, condominiums, signature corporate offices, medical or assisted care

Call: Ron Russell, Delancey Realty Services, Inc., 215-627-6500





## Newtown Industrial Commons Bristol Township, Bucks County

- 95,360 SF high tech/research & development facility on 10.45 acres, includes 22,300 SF of office space
- Tailgate and drive-in doors
- Fully sprinklered
- Burglar alarm and smoke detectors
- 2 day care centers in the park
- Post office, banks, athletic and aquatic club, restaurants and shopping nearby
- Lease rate of \$5.95 PSF net

Call: Frank Roddy, Roddy, Inc., 215-245-2600



## Eaglepointe Industrial Park Upper Uwchlan Township, Chester County

- 105,000 SF, one-story, industrial structure
- Fully air-conditioned
- Former pharmaceutical distribution facility
- 24' clear ceiling height
- 6 loading docks
- 8 drive-in doors
- Heavy electrical distribution
- Fully sprinklered
- PA Turnpike frontage at Downingtown Interchange (Exit 23)

Call: Frank Cullen, The Binswanger Company, 215-448-6000



## Alexander Court Folcroft, Delaware County

- 63,080 SF
- New construction
- Available: 30,000 SF
- Sub-divisible to 3,660 SF
- Dock and drive-in loading facilities
- 20' clear ceiling heights
- Located just minutes from Philadelphia International Airport, I-95, I-76 and I-476.
- Just 20 minutes from Center City Phila., Delaware and NJ

Call: Marie Morelli, The Henderson Group, 610-627-3603



## 2200 Byberry Road, Horsham Horsham, Montgomery County

- 93,000 SF
- Multi-tenant, 2-story, Class A office building
- 30,000 SF available
- Elevator served
- Fully sprinklered
- On-site parking
- Immediate occupancy
- Full service rental of \$16.95 PSF plus electric

Call: Patrick Kelley or John Shelly,  
Kelley & Associates, Inc., 215-793-9733





**P**hiladelphia - Less than two years after CONRAIL vacated 750,000 square feet of Center City office space, all but 75,000 square feet has been leased. The 41 story, Two Commerce Square is home to: Price-



Commerce Square

waterhouseCoopers which signed a 10 year lease for 215,000 square feet; Delaware Investments which leased 120,000 square feet; McCormick Taylor, an engineering firm, which grew from 26,000 to 40,000 square feet; Biosis, a non-profit publisher of life-science abstracts, which took 37,000 square feet; the accounting firm Ernst & Young, which took 23,000 square feet; and Norfolk Southern which took 15,000 square feet. Most recently, Reliance Standard Life Insurance announced a \$20 million capital investment project to relocate and expand its headquarters, retaining 372 jobs and creating an additional 100 jobs within the city. Reliance leased the 11th through 15th floors, 115,000 square feet of space, in the 953,276 square foot building. Elsewhere in Center City, the accounting firm of Arthur Anderson, which currently employs 829 people in Philadelphia, announced a major office expansion that is expected to

result in an additional 692 jobs for Philadelphia.

Philadelphia native James Dwyer, known for his refurbishment of the historic Flinders Hotel in Ocean City, NJ, is embarking on two similar type projects in Center City. Dwyer purchased the 100,000 square foot former Jewish Federation Building on 16th Street and the 500,000 square foot Packard Building at 15th and Chestnut Streets. He is reportedly investing \$100 million to redevelop both properties into upscale, high-end hotels. At 5th & Market Streets, KYW-TV3 is constructing a glass enclosed, street-level television studio that will enable the "Eyewitness News Team" to deliver its real people, real news with a backdrop of Independence Hall rain or shine.

In terms of industrial developments within City limits, Packaging Coordinators Inc., a biotech firm that packages pharmaceutical products, announced a \$8.35 million capital investment that is expected to result in the retention of 800 jobs and the creation of another 90 jobs. M & M Knopf, an automotive parts remanufacturing company, purchased a 114,606 square foot building in the Kensington section of the City. World Apparel Products, a wholesaler of clothing and accessories, plans to construct a 96,000 square foot corporate headquarters and warehouse/distribution facility in one of Philadelphia's Keystone Opportunity Zones. American Medal Molding Corporation, a wholesale distributor of kitchen flooring and cabinets, announced a \$1.5 million capital investment for a 30,000 square foot expansion. Lagos Inc., a manufacturer of high-end jewelry, completed a \$3 million capital investment project and will relocate to a 40,000 square foot facility in the City.

**B**UCKS COUNTY - Qwest, a global leader in Broadband Internet-based communi-



Quest, Bristol Industrial Park

cations, leased 200,000 square feet of newly built industrial space in the Bristol Industrial Park. Environmental Tectonics Corporation, an information technology firm that manufactures pre-packaged software, announced a \$1.2 million expansion that will result in the creation of 49 new jobs and the retention of 237 jobs. Alok International, a bio-tech pharmaceutical firm, is moving operations from New York, expanding in Bensalem Township where an estimated \$1.58 million capital investment will result in 37 new jobs. Kampi Components Company announced a \$1.6 million investment to expand its warehouse and distribution activity in Falls Township where it packages and distributes durable goods for the US Department of Defense. This project will retain 47 jobs and create 21 new jobs. Philadelphia Telco Credit Union, the area's second largest credit union in assets, purchased the 27,000 square foot, former Spiegel Catalogue building and 4.76 acre site in Bensalem for approximately \$2.8 million. Telco plans to use the building as a data center, as a retail



PHILADELPHIA TELCO CREDIT UNION

branch, for storage and possibly as a training center. The site has room for another 40,000 square foot building, leaving room for future expansion. In other Bucks County news, The Devon Group purchased a former 46,750 square foot Rickels store

in Levittown for \$1.75 million. The single story building on 5.76 acres will be used for public storage.

**C**HESTER COUNTY - The Vanguard Group, a major mutual funds company with headquarters in Malvern, is purchasing the Happy Days Farms in Uwchlan Township where the firm plans to construct between 1.5 million and 2 million square feet of office space. The company, which manages \$530 billion in assets, has outgrown its current 800,000 square foot campus, forcing it to lease nearly 1 million square feet of space in various locations along the Route 202 corridor. It is also in the process of constructing a 350,000 square foot building at its existing campus. Cephalon, Inc., a well established biotech firm, is embarking on a \$5.5 million expansion and renovation project at its West Chester headquarters to provide more research space for new product testing. The company needs the additional lab space for the development of several new drug candidates it has in the pipeline. Animas Corp., a diabetic pump manufacturer, leased an additional 25,000 square feet of space on Lancaster Avenue in Malvern. The company will ex-

pand on August 1 to be the sole tenant of the 50,000 square foot facility. Animas is expanding its manufacturing facilities in order to meet the anticipated demand for the R-1000 insulin infusion pump. VWR Scientific Products,

Continued on page 7



*Continued from page 6*  
with headquarters in the Goshen Corporate Park, is expanding its West Chester operation, leasing an additional 13,200 square feet of space. The company supplies test tubes, laboratory equipment and chemicals to the research and development community. In terms of industrial development, *Kendall Confab Retail Group*, a manufacturer of personal hygiene products, signed a five year, \$7.5 million lease for an entire 442,500 square foot warehousing and distribution building in the Great Valley Corporate Center in Malvern. *TCB Displays*, an award winning, full service exhibit house for small businesses and Fortune 500 clients, signed a 5 year lease for a 44,750 square foot building in Phoenixville to satisfy expansion needs.

**D**elaware County - *Wyeth-Ayerst Pharmaceuticals*, a research based pharmaceutical company and division of American Home Products, purchased the former Chilton Publishing building, a 254,061 square foot structure in Radnor Township from Cahners Business Information Systems for \$38 million. The company will expand into its new location upon completion of renovations this summer. *Keystone Mercy Health Plan* signed a 15 year lease for 303,149 square



**Keystone Mercy Health Plan**

feet of office space at Mack-Cali's Airport Business Center in Tincum Township. The new

lease includes a renewal of 119,500 square feet and an expansion of 183,649 square feet. Keystone is the largest managed care organization in Pennsylvania. *SAP America*, a division of SAP AG, which is the world's largest business software company, is purchasing an additional 150 acres to accommodate the expansion of its North American Headquarters in Newtown Square. The company bought 170 acres of the former Arco Chemical property three years ago. Initial plans called for two identical 450,000 square foot buildings, the first of which was occupied by approximately 1,000 employees last summer. It is estimated that several thousand employees will eventually work at the Delaware County site.

In terms of industrial development, *Norquay Technologies*, a manufacturer of specialty chemicals used in make-up, perfumes, and soaps, invested \$1.4 million and purchased a 53,000 square foot building in the Riverbridge Industrial Center in the City of Chester. *Union Packaging*, a minority owned packaging company in Yeadon Borough, has expanded after having been awarded a \$25.8 million contract from McDonald's Corporation to manufacture and supply product packaging for more than 2,300 McDonald's restaurants in the company's Northeast Division. This contract will potentially enable Union Packaging to create 150 new jobs. *W & O Supply*, a distributor of valves and fittings used in the ship-

building industry leased approximately 16,625 square feet of industrial space in the Folcroft West Business Park. *W & O*,

based in Florida, has operations in 16 other states across the country and opened its newest location in Delaware County to serve Kvaerner and the local shipbuilding industry. *ET Systems*, a leading provider of cutting edge technologies and system solutions for voice, video and data communications, leased 12,000 square feet of space in the Folcroft Industrial Park in Folcroft.

**M**ONTGOMERY COUNTY - *Vilanova Capital*, a mutual fund services firm, is establishing its National headquarters in Wayne where the company will employ 1,000 people. Capital investment for this project is estimated at \$50 million. *Devon Health Services* announced a \$1 million capital investment for a major office project in King of Prussia where 156 new jobs are expected to be created. *Integrated Broadband Technologies* (IBT), a company that produces, integrates, and licenses bandwidth expansion and multimedia transmitting devices, announced a \$4.5 million capital investment that is expected to result in 180 new jobs in Norristown Borough. *Jacobs Engineering Group*, a professional services firm that employs 304 people specializing in engineering, design and construction for the semiconductor, biotechnology, pharmaceutical and advanced technology sectors, announced expansion plans that call for a \$4.4 million capital investment that will result in the creation of 209 new jobs in Conshohocken. *Pegasus Communications*, which provides DirecTV service for homes in rural areas, purchased a 78,000 square foot building in Bala Cynwyd from O'Neill

Properties for \$12 million. *Pegasus* will use the facility as its headquarters and occupy 25,000 square feet. The remainder will be used as multi-tenant office space. *Breakaway Solutions*, a full-service provider of e-business solutions, signed a 7 year lease for 56,000 square feet at River Park 1 in Conshohocken. *IKEA*, the Swedish home-furnishings retailer, purchased 23.63 acres of land at the intersection of I-476 (the Blue Route) and Ridge Pike in Conshohocken where the company will build and relocate to a free-standing facility.

In terms of industrial investments, *Johnson & Matthey*, the world's largest manufacturer of catalytic converters for the au-



**Johnson & Matthey**

tomotive industry, leased approximately 73,600 square feet of warehousing space in the Gateway Center in Pottstown. *Venezia Enterprises* purchased a 21.16 acre site in Limerick Township from PECO Energy's Real Estate Division. *Venezia* will construct a 44,200 square foot office and vehicle maintenance facility and add 53 jobs to its employment roster. *Hershey Foods Corporation* announced an expansion to its chocolate manufacturing operation in Upper Hanover Township where a \$23 million capital investment is expected to result in 150 new jobs.

*Note: In the Works and Under Construction is based on information reported to PECO's Economic & Business Development Department. While the facts come from reliable sources, accuracy cannot be guaranteed. ■*

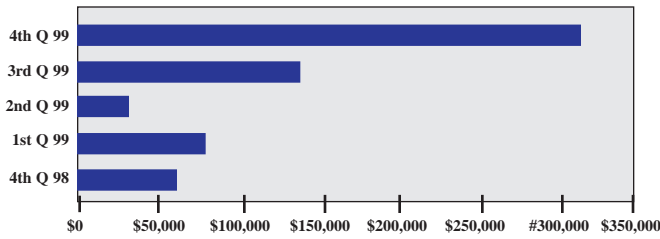


# Venture Capital Firms

PECO Energy's Economic & Business Development Department maintains a list of venture capital firms investing in the Philadelphia region. Each listing includes the company name, address, telephone and fax number, web site ad-

dress, contact person and e-mail address; preferred industries and stage of development, preferred geographic locations, total amount of venture capital available and average investment amount provided. For information call 1-800-626-4338. ■

Venture Capital Investments In Philadelphia Metro Area (000)



Source: PricewaterhouseCoopers Moneytree

## Local Venture News

Horsham based VerticalNet, which manages business-to-business web sites, recently received a \$100 million investment from Microsoft Corporation. Microsoft bought a 3 percent stake in the company and will gain a seat on its board.

Internet Capital Group of Wayne agreed to acquire a stake in IndustrialAmerica.com, an online marketplace aimed at the industrial supply industry, with estimated sales of \$1 trillion worldwide. ■

Continued from page 2

local, national and international companies now occupy space at USX. Together the firms move more than 300,000 tons of freight annually.

Industrial ground is available in several new and established parks in Bucks County. The Ginko Industrial Park in Northampton Township, the Keystone Industrial Park in Bristol Township, the Ivyland Industrial Park in Warwick Township, the A.E. Staley property which is the site of a former corning mill in Morrisville Borough are only a few of many industrial parks that offer companies opportunities for new manufacturing plants in Lower and Central Bucks County.

The quality of life is so desirable that the Bucks County Convention & Visitor's Bureau forecasts a huge increase in active recreation tourism such as biking and hiking, canoeing, horse-back riding and picnicking, fishing and sailing. Bob Cormack, the Director of the Bucks County Economic Development Corporation as well as the Chief Operating Officer of the Federal Land Reuse Authority, put it this way: "Lower Bucks County is exceptionally well positioned. Its fortunate geographic location, coupled with a fine quality of life, is a tough-to-beat combination that makes the area a natural winner." ■

## PECO Energy

### Economic & Business Development Contacts

Greg Byrnes	215-841-5657	Bob Grabus	215-841-5384
Lisa Camp	215-841-5664	Eileen McLaughlin	215-841-5660
John Daniel	215-841-5626	Lillian Ross	215-841-6926
Ted Dorand	215-841-5410	Maureen Sharkey	215-841-4996

1-800-626-4338 • web site: [www.peco.com/economic](http://www.peco.com/economic)

PECO Energy Company  
Economic & Business Development Dept.  
2301 Market Street, S-16-3  
Philadelphia, PA 19103

ADDRESS CORRECTION REQUESTED

FIRST-CLASS MAIL  
U.S. Postage  
PAID  
Cherry Hill, NJ  
Permit No. 2121