WHEN THE ADMINISTRATIVE ELITE GOES SILENT



DOWNTOWN
MARKETING &
DEVELOPMENT
By Barry Cassidy

When I graduated from college with a BA in Political Science, my

father helped me get an appointment as an intern for the AFL-CIO in the Industrial Union Department (Old CIO). I was excited to start a career and was assigned to work on an education program explaining the new *Occupational Safety and Health Act of 1971*.

I did what they wanted but was disliked by my boss, and I found myself at the Xerox machine making copies of the course material all day. Luckily, the office manager guy decided that it would be better to send the copying to a printer, and I spent my time reviewing the federal register for updates on the Act.

Updates came occasionally, and I sat there at my desk doing nothing. When there were updates, I copied them and sent them out to the national union presidents. Once, about halfway through my internship, the threshold values (tlv) of toxic

substances list were published as a final rule. More substances were listed than in the interim rule, and I sought to find what was new on the list. What I found was that new substances had been added, but more importantly, what was deleted was the entire Benzene Suite of chemicals.

I knew this was big and reported it to my boss. He took credit and diminished my diligence. However, in EPA, the higher-ups were impressed with whoever found this out. I was invited to lunch (at Trader Vic's) with the under-secretary and told that "sometimes people in positions of influence make mistakes in their assumptions, and someone made the assumption you did not exist." Everyone at the table laughed. I did not understand but laughed. I got a 10-dollar-a-week raise and started getting invited to parties where the movers and shakers were.

Much of my success can be traced back to that incident. Never take something for granted; the people in authority like to write their own rules. In that case, everyone went silent about how the Benzene suite of chemicals disappeared.

(Continued on page 52)

WILL OMLOR

Professional EOS Implementer®

What Is EOS?

The Entrepreneurial Operating System (EOS) is designed to help owners, leaders, and managers of entrepreneurial companies address these common frustrations:

- · Lack of control over time, markets, or the company
- · People who don't listen, understand, or follow through
- · Profit there's not enough of it
- Growth they can't seem to break through to the next level

Using a simple set of powerful, practical tools, leaders learn to run their businesses more efficiently and effectively to experience more consistent growth — and have freedom to pursue other passions!

VISION 4 Quantins - Shared by All PEOPLE - Ingits Recore - Ingits Seats YOUR BUSINESS ROUGH Lail - India TRACTION - India - Ind

2 Ways to Learn About EOS



Request a free copy of *Traction* by Gino Wickman.
Contact me to request a free copy of the book that started it all, *Traction* by Gino Wickman, creator of EOS.



Schedule a free 90-Minute overview of EOS

This session is designed for the leadership team of an entrepreneurial company. During the meeting I will paint a clear picture of the system to help the team decide whether to move forward with EOS.





Will Omlor Professional EOS Implementer® 610.425.2582 willomlor@eosworldwide.com www.eosworldwide.com/will-omlor



DID YOU KNOW THAT ON-SITE CORPORATE WELLNESS INITIATIVES RESULT IN AN AVERAGE SAVINGS OF \$264 PER EMPLOYEE EACH YEAR?

LET'S GET YOUR COMPANY FIT AND SAVE SOME GREEN.

(484) 214-2162 | gymguyz.com



Geyer Auction Companies AY-000243-L 484-239-3273 • www.geyerauctions.com

<u>Do you have vehicles or equipment to sell?</u> Give us a call today.

New 8-Acre Location: 724 Route 100 Bechtelsville, PA 19505

We are the area's leading commercial auction company specializing in Real Estate, Vehicles, Trucks, Heavy Equipment, Tools and Business Liquidations.

We can sell 1 piece to 100 at your location or our auction facility on Rte 100.



Commercial Truck & Cargo Van Auction - Bechtelsville, PA Dec 11th

Selling Cargo Vans, 4x4 Pickups, Commercial Vehicles from Philadelphia Gas Works, National Railroad, Financial Institutions, and local contractors. 60+ Trucks and Vans. Preview and Inspections: Saturday December 7th 9am-2pm and Wednesday December 11th 9am-4pm.

Online bidding closes Wed. December 11th at 6:00pm



Complete Hotel Liquidation of SureStay Plus by Best Western - Bethlehem, PA

Selling contents of 200+ hotel rooms, conference rooms, 4 bars, kitchen equipment, banquet hall supplies, and outdoor furniture in 3 auctions throughout December.

EVERYTHING ON THE PROPERTY WILL BE SOLD! Located at 300 Gateway Drive, Bethlehem, PA 18017

For details go to https://geyerauctions.com/upcoming-auctions/

Around The Clock Communications



Design Services

Flyers / Brochures
Business Forms
Print and Digital Ads
Print & Digital Newsletters
Direct Mail & Email
Business Cards

Editorial Services

Press Releases
Blogs & Website Copy
Social Media Content
Company Profiles
Ghostwriting Projects
Research Projects

\$25.00 off first time clients! Mention this ad

610.324.0658



DOWNTOWN MARKETING & DEVELOPMENT

(Continued from page 51)

I learned to pour over the rules, read the laws, read the regulations, and if I could argue, I could end up doing what I wanted because it is allowed under the law. Combined with my street presence (thug life), I was able to work in some of the worst neighborhoods in America and apply my skills of providing transfer payments and structural grants to the underserved.

The other day, I thought about this incident and how the Undersecretary held his fork backward and told me I silenced them. In 1971, these people were people of influence, but now we know them as the administrative elite. They interpret regulations and seek administrative remedies. Recently, the administrative elite executed a beloved internet sensation, P'nut the Squirrel, because he and "Fred the Raccoon" lived with a family instead of in the wild.

Recently, I started reviewing the demolition of the A. Samuel Bicking Dam, which caused flooding and toxic chemicals in the Brandywine. I reported this to the contracting agency and am still waiting to hear back; otherwise, they are working on it.

So, last month, I sent a right-to-know request to the Pennsylvania Department of Environmental Protection regarding some

of the issues related to the administrative approvals for the breaching of the dam.

I asked for two specific documents needed to breach the dam. Alas, it appears neither exists. When you do this kind of investigation if the fish are swimming in the barrel, ordinary people come clean, but the administrative elite remains silent.

I was told people are afraid of being sued. I learned something when I got fired on South Street because I would not "join the team"; hiring an attorney cuts off all conversation.

It is best to call for public hearings and conduct them through the Downingtown Resilience Fund to resolve this administratively. I have tried to be friendly and cooperative. I was not looking for blood from career employees but instead looking for Environmental Justice. There is no need for a lawsuit as we seek damages. We have already experienced the damages, and we need the issue to be rectified. It will be the very agencies that created the problem that will need to fund and fix the problem.

Barry Cassidy is a freelance grant and economic development consultant. He can be reached at barrycassidy@comcast.net.

40th year

Certified Commercial Investment Member B.B.A. – Bachelors: Wharton A.L.M. – Masters: Harvard

Keller Williams Realty 400 Arcola Road, Suite A5 Collegeville, PA 19426 RS141715A Office (610) 792-5900 pvilleguy@gmail.com



Joseph Scott McArdle, C.C.I.M.

