

BUILDING A STRONG BUSINESS COMMUNITY

A chamber of commerce is the one organization best positioned to be the voice of the business community and help to build a strong economic region. The Chamber of Commerce for Greater Montgomery County has been doing just that for the past 105 years. Originally founded as the Lansdale Board of Trade, it was chartered as the Lansdale Chamber of Commerce in 1941. Growing to a size that covered the footprint of the school district, the name was changed in 1963 to the North Penn Chamber of Commerce. Following a merger in 2008 with the Suburban Chamber the combined organization became the PennSuburban Chamber of Commerce. Today, the name reflects the growth in the service area and programs and have become recognized as The Chamber for the Greater Montgomery County area.

With over 800 members including Chapter relationships with two local business associations, the number of connection opportunities for business development and strategic partnerships exceeds that of what can be achieved from local or national networking organizations. *Forbes Magazine*, considered one of the top business information resources lists joining a chamber of commerce as a must do for all businesses. An article in *American Express Open Forum* states that “there are a lot of places for businesses to network nowadays with meetups and online communities, but your chamber of commerce is the only one of those entities that is actually looking out for your community and trying to improve things where you are.”

Delivering the opportunity to have a voice in your community is presented through the municipal managers and county commissioners’ breakfast and meet the candidate’s forum. In addition, collaborating on events with county departments, nonprofit

business organizations and associations allow for businesses to work together to continue to build a strong community.

The *Shop Members First* initiative encourages members to buy from members. The economics clearly show that when local businesses have more support the entire community is stronger.

The Chamber recognizes the need to educate and engage the next generation of leadership, which is accomplished through numerous programs for personal and professional development and a Young Professionals Network.

One of the most effective ways to build a strong relationship with the community is to participate in one of the chambers giving programs. When you give to your community, your community tends to give back to you.

The Chamber understands that the business owner and executive’s time is valuable and is no longer interested in monthly member meetings or unstructured card exchanges. Business Partnership Network (BPN), Business Connectors and Hit Your Mark are unique events hosted by The Chamber that have proven success in growing regional commerce.

Today as businesses and communities are more dependent upon each other for their success, The Chamber helps by keeping members informed, educated and involved in government, professional development and charitable activities.



BEST CHAMBER OR NETWORKING GROUP



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CHAMBER BOARD OF DIRECTORS

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PROSPECTOR

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for Greater Montgomery County

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A MESSAGE FROM THE PRESIDENT’S DESK



“Although no one can go back and make a brand new start, anyone can start from now and make a brand new ending.” ~ Carl Bard

Have you lost track of the your New Year’s resolutions for 2018? If working on your business was one of them, there is still plenty of time to make amends and The Chamber is a great resource to help. Whether looking to add staff, fine tune some skills or increase your new prospect pipeline we can help. There is professional development programming, networking and community engagement opportunities on our calendar in the coming months. Check out our web-site or give us a call. We are happy to help.

Best,
Pam

CHAMBER STAFF

Kim Nguyen, Vice President, Member Services
Sara Baumgardner, Communications Coordinator, Foundation Administrator
Danielle Bridge, Membership Development Director
Wendy Custer, Member Relations Manager
Steve O’Driscoll, Member Development
Carol Schultz, Events Coordinator

THANK YOU TO OUR MAJOR SPONSORS



3RD POWER YOUR POTENTIAL WOMEN'S CONFERENCE CONTINUES TO INSPIRE

The Chamber hosted the **3rd Annual Power Your Potential: Montgomery County Women's Conference** on March 22nd at **Normandy Farm Hotel & Conference Center**. A sold-out crowd enjoyed networking and hearing from Honorary Chair, Tracy Davidson, NBC10 News Today; Keynote Speaker, Sheila Hess, City of Philadelphia; and Keynote Speaker, Lisa Thomas-Laury, author and journalist; as well as from speakers and panelists in the *Power Sessions*.



Sheila Hess, City Representative



Pam Kelly with Lisa Thomas-Laury



Award Recipient, Marci Schankweiler

The *Woman of Excellence Award* was given to Marci Schankweiler, Founder and CEO, **For Pete's Sake Cancer Respite Foundation**. Marci spoke on overcoming adversity, following her passion, and giving back by supporting families effected by cancer.

Power Your Potential is proud to include the *Young Women Student Program*, which provides juniors and seniors in college the opportunity to attend and participate in the Conference. Each student in attendance was partnered with a mentor who accompanied them throughout the Conference.



Tracy Davidson and Temple U. student, Kyra Miller, with donations for domestic violence organizations.

Guests of the conference were invited to bring a new or gently used purse to be donated to **Laurel House** and the **Women's Center of Montgomery County**. Thanks to the generosity of the attendees, hundreds of purses were collected to empower survivors of domestic violence.

Merck & Co., Inc., was the Presenting Sponsor for the third year, and was joined by thirty-one more sponsoring organizations.



2018 Power Your Potential: Montgomery County Women's Conference



2018 Conference Planning Committee with Honorary Chair, Tracy Davidson, NBC10 News Today



Guests from Presenting Sponsor, Merck & Co., Inc.

[Ambler Yards](#) will be offering a new amenity to the community, The Farm Stand at Ambler Yards, offering seasonal fruits and vegetables, as well as pastured meats, cheeses, canned goods and more.



[American Heritage Credit Union](#) is now holding a "Biz Kid\$ Expedition," a unique field trip opportunity for local high schools and middle schools to help their students learn important life skills that aren't taught in the everyday classroom.

[Baum, Smith, & Clemens, LLP](#), announced the following new hires: Michael Lombardo, CPA as a Tax Senior, Michael J. Stevens, CPA, MST as Tax Manager, and Joshua Lerch as a Staff Accountant.

[Biondo Creative](#) was named by CEO Report as a 2018 Velocity50 Award winner in the Emerging Growth category. The Velocity50 Awards are CEO Report's most prestigious awards program of the year, honoring the region's fastest growing companies.

[Boardroom Spirits](#) has distilled and bottled a vodka specifically to celebrate the 125th birthday of Philadelphia's iconic Reading Terminal Market, which will be available for purchase at the Market all year.

[Fairlie & Lippy, P.C.](#) announced that Steven F. Fairlie, Esq. has been nominated for the Lifetime Achievement Award among America's Top 100 Attorneys for Pennsylvania, which is awarded to less than .5% of all attorneys. Mr. Fairlie also has been selected among America's Top 100 Criminal Defense Attorneys and America's Top 100 High Stakes Litigators for Pennsylvania in 2017.



[Hamburg, Rubin, Mullin, Maxwell & Lupin, PC](#) has announced that Michael A. Luongo has joined the firm as an associate. He will practice primarily in the areas of business litigation as well as assist clients with personal injury matters.

[Illustrated Designs, Inc.](#), is celebrating its fiftieth year in business. A family-owned and operated company, Illustrated Designs attributes its success to relationships and innovation.

[McCloskey Partners, LLC](#) announced the hiring of the following: Melina Chirtas, promoted to full-time recruiter position, Belinda Tschorn, PHR, SHRM-CP as a Human Resources Business Partner, and Sarah Betteridge as a Human Resources Generalist.



[Merck Sharp & Dohme Federal Credit Union](#) presented Raymond O. Hoffman Memorial Awards to five high school seniors. For 47 years, the Hoffman Memorial Award has recognized high school seniors who are active in their community and represent the "People Helping People" philosophy of credit unions.



[Montgomery County Community College](#) received the Riegelman Award for Excellence in Public Health from The League for Innovation in the Community College. The institutions honored at the Innovations Conference exemplify the connection between community colleges' longstanding role in preparing students for healthcare careers and the expansion of public health career paths into the community college sphere.

[North Penn School District](#) announced that A.M. Kulp Elementary School held a drive for Operation Gratitude in support of The Reporter and The Chamber's efforts to send supplies to our active military personnel.

[QNB Bank](#) recently named Mary Beth Liddle as Senior Vice President, Chief Accounting Officer/Controller. She is responsible for managing the Bank's accounting, regulatory reporting and tax functions while maintaining a system of internal controls.



[Rubin, Glickman, Steinberg and Gifford, P.C.](#) partner, Amy R. Stern, co-presented a seminar entitled Divorce 101 along with Marc Silverman, Senior Loan Officer, [GMH Mortgage Services](#). The seminar covered common misconceptions in family law including divorce, child support, alimony, and asset division.



[Univest Bank and Trust Co.](#) relationship manager, Morgan Cooper, was recently honored with the Tomorrow's Promise Award at the Pennsylvania Bankers Association's (PBA) fifth annual Women in Banking Conference. The award is presented as part of PBA's Women in Banking Recognition of Excellence Program, which is dedicated to honoring men and women in the banking industry who promote and inspire women in the workplace to reach their full potential.

[We Empower Leaders](#) founder, Claire Brown Kohler, has completed the rigorous training to become a Certified David Bayer Transformational Mindset and Business Facilitator. The David Bayer methodology is a very successful and structured approach that helps people achieve their highest goals by examining both their thought and their business practices.





Happy Hour at Whole Foods

Wednesday, April 11 | 4:00—5:30 PM



You are invited to join the Lower Gwynedd Business Association to mingle and visit the Spring House Whole Foods. Talk to their knowledgeable staff and enjoy beverages as you network with area business owners and professionals.

Free appetizers will be served from 4:00 until 5:30 pm. Drinks will be available from the Whole Foods bar throughout the evening (cash). Registration: lowergwynedd.biz

Girls Night Out



SKIPPACK BUSINESS OWNERS ASSOCIATION



4 Fabulous Friday Nights, 6 - 9pm
April 6th JUNE 22nd
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*APR = Annual Percentage Rate. Estimated monthly car loan payment per \$1,000 borrowed at 2.49% APR is \$17.63 for 60 months. Estimated monthly car loan payment per \$1,000 borrowed at 2.74% APR is \$15.08 for 72 months. Rates and terms subject to change without notice. Subject to credit review. My Advantage discount does not apply. Other rates and terms available.



Lansdale School of Business

(LSB) is a founding member of The Chamber, and is celebrating its 100 year anniversary this year. LSB offers specialized Associate Degree and short-term programs in areas such as Medical Assisting, Massage Therapy, Accounting, Paralegal, Computer Technologies, and Medical Billing and Coding. Classes are held at the main campus in North Wales as well as a satellite campus in Phoenixville.

Hear from President, Marlon Keller:

Q: How has LSB changed over the years?

A: When it was founded, LSB offered just two programs: Accounting and Secretarial. It primarily focused on training soldiers returning from World War I. Even into the 1980's, the secretarial curriculum was the largest program for the school. Since that time the school has expanded into computer technology and allied health programs.



Q: How many programs are now offered at LSB?

A: The school offers 11 specialized associate degree programs and 10 short-term diplomas programs designed to get graduates into their chosen career quickly.

Q: What makes LSB unique?

A: LSB has 100 years of graduates working in our community. Celebrating our Centennial gives us the opportunity to recognize our Alumni as part of our rich tradition. Our instructors have an impact on the lives of our students and in turn, our graduates make a difference in the community around us.

Q: What's next for LSB?

A: As we begin our next 100 years we will be thinking about how we build on the momentum of the past and what impact we can have on future generations.



Q: How has membership in the Chamber helped?

A: An important component of any organization is the community. A strong community is extremely important for our students to learn, grow and flourish in new careers. The Chamber helps develop a strong business environment. LSB is proud to have been a Chamber member the past 100 years.

Doing Good with Limited Resources

Angel Flight East (AFE), celebrating 25 years, is dedicated to serving the community by facilitating free air transportation for children and adults with medical conditions who need to get to treatment far from home. Volunteer pilots use their own aircraft to fly patients to their destinations.

AFE serves the Northeastern region of the U.S., and for destinations beyond our reach, they link with other volunteer pilot organizations. Volunteer pilots pay for all expenses for each mission they fly. Most AFE patients require air transportation numerous times over several years for treatment of and follow-up for their conditions including, but not limited to burn treatment, chemotherapy, eye conditions, specialized care for chronic congenital conditions or rare diseases, and more.

Contact Angel Flight East for information on their annual Angels' Wings Gala on April 28th. Visit angelflighteast.org.



Sebastian Riding Associates has been offering equine assisted therapy programs for children and adults living with a variety of physical, mental health and intellectual disabilities since 1975. The focus of their program is a safe, fun and healthy approach to growth and rehabilitation through equine activities and riding.

Offering much more than the traditional riding program, they strive to help riders achieve physical development, socialization and learning through fun activities. They build balance and symmetry, increase reach and range of motion, develop speech and language, thought processes, planning, and sequencing. At Sebastian, they instill a great sense of success, confidence, and accomplishment in their riders.

Contact Sebastian Riding Associates for information on their annual Derby, Dine & Dance on May 5th. Visit sebastianriding.org.



ODD MAN OUT Media, LLC recently opened its doors for business in North Wales. Chamber staff and ambassadors helped Founder & CEO, Joshua Liberio, celebrate with an official ribbon cutting.



Shared Support, Inc. commemorated its new location with a ribbon cutting and celebration. COO, Christine Martin, and Behavior Specialist, Dr. John Thvedt, helped to cut the ribbon. Chamber VP Member Services, Kim Nguyen, is pictured on the right with Shared Support professional staff and clients.



Join us in congratulating Kim Nguyen, Chamber VP Member Services, on being inducted into the Rotary Club of Blue Bell. Pictured with Kim is Rotary president, Lei Barry.

WELCOME NEW CHAMBER STAFF!

Carol Schultz has joined the team as The Chamber's Events Coordinator. Previously, Carol served as an Executive Assistant at Unisys. She has been a Chamber volunteer for the past two years, assisting with the implementation of the Annual Women's Conference as well as the golf outing.



No stranger to this organization, **Steve O'Driscoll** has joined the Membership Development team. Steve was a member of The Chamber through his business SteveOMarketing and has served as an Ambassador and member of the Small Business Committee.

WELCOME NEW MEMBERS

Árbol Professional Counseling, LLC

Eduardo Juarez
arbolcounseling.com

Ashford Wealth Advisors

Michael Rama
ameripriseadvisors.com

ASI Drives

Bob Banion
asidrives.com

Assisting Hands Home Care

Karen Evans
assistinghandscollegeville.com

Baccari Brothers

Franco Baccari
baccaribros@comcast.net

Blue Chip Creative

Kevin Reilly
bluechipcreative.com

BuxMont Web LLC*

Caryn Cziriak
buxmontweb.com

cabbage

Caitlin Beck

Car-tel Communication - AT&T Springhouse

Barry Shapiro
car-tel.com

CPR Heart Starters Safety Training LLC

Craig Spector
cprheartstarters.com

Croydon Gate, Inc.

Raj Deshpande
croydongate.com

Ferguson Facilities Supply

David Kinkad
ferguson.com

Ferrara IT Services, LLC

Frank Ferrara III
ferrarait.com

J.G. Petrucci Co., Inc.

Patrice Kane
jgpetrucci.com

Kelly Anne Dolan Memorial Fund

Wendy Graham
dolanfund.org

Methacton Education Foundation

Nikki Krelovich
methactonfoundation.org

Modern Wealth Concepts LLC

Keith Donnell, CFP
modernwealthconcepts.com

ODD MAN OUT Media, LLC

Joshua Liberio
oddmanoutmedia.com

Paylocity

Bryant McKenna
paylocity.com

Shared Support, Inc.

Alexandria Nocella
sharedsupport.org

Tantamount Group, LLC

Ken Rhines
tantamountgroup.com

Teamwork Wins

Adele Saccarelli-Cavallaro
teamworkwins.org

TechWise Group*

Sabine Mueller
techwisegroup.com

TOTALCRYO

Kyle Zorzi
totalcryo.com

Underwriting Management Experts (UME)

Ann Marie Chapman
umexperts.com

Vault Storage

Rolf Kaumann
vaultstorageco.com

Village Physical Therapy and Wellness

Gabrielle Abate
villageptandwellness.com

**Indicates Centennial Member*

Meet the Chamber Board's Vice Chair

Gaetan Giannini, Dean of Business and Entrepreneurial Initiatives at Montgomery County Community College is The Chamber's Vice Chair for the Board of Directors.



Born in Parsippany, NJ he is a graduate of Parsippany High School. Gaetan earned a BS in Mechanical Engineering Technology from Temple University, MBA from Seton Hall University and is currently working on a Doctorate in Education, specializing in higher education leadership at Gwynedd Mercy University. Gaetan has over 15 years of experience in sales and marketing management for technology based companies and has owned a marketing consulting firm. He is also the author of Marketing Public Relations: A Marketer's Approach to Public Relations and Social Media (Pearson-Prentice Hall 2010).

Gaetan lives in Lansdale, and when not working enjoys skiing, cooking and golf. He has two sons; a sophomore at West Chester University and a recent Drexel graduate.

Prior to his role at MCCC, Gaetan Spent eleven years at Cedar Crest College in Allentown where he was Dean of the School of Adult and Graduate Education, Chief Marketing Officer and a business faculty member.

In addition to serving on The Chamber's board, Gaetan is a member of the Board of Directors, Valley Forge Tourism & Convention Board; an Advisory Board Member, Abound/Colleges of Distinction; Board Member of Allentown Jazz Fest; and Vice President, Center for Retailing Solutions, Kutztown University.

When asked on the value of The Chamber, Gaetan indicated that it is about connections. "For me there is an intersection between doing good and doing well, and the service orientation and focus on networking of the Chamber provide business owners and other professionals the opportunity to grow their businesses while serving a larger purpose."

**BROAD STREET
RERUN**

Lansdale/Upper Gwynedd's Premier Run



**5th SATURDAY
MAY 19TH
8:30 AM** **FREE
1st KID'S
FUN
RUN**

Early Registration Discounts Available until 4/22!

Benefitting the Community Health & Youth Foundation!

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 Community Chiropractic Center*
 Crowne Education
 CycleBar
 DJB Specialties Inc. / GForce Promotions
 Driver Training Services*
 Dunleavy & Associates*
 Echelmeier Insurance Agency
 Fitzpatrick Lentz & Bubba, P.C.
 For Pete's Sake Cancer Respite Foundation
 Fulton Bank
 GMH Mortgage Services
 Greenfield Senior Living of Lansdale*
 Greentree Management & Insurance, Inc.
 Gwynedd Mercy University
 Healthsource of North Penn
 Iron Hill Brewery & Restaurant
 Laurell Technologies Corp
 Living Branches*
 Mainstay Engineering Group Inc.
 ManorCare Health Services
 McHenry Creative Services, Inc.*

Millennium Moving Company, Inc.*
 Montgomery Mall
 Montgomery Theater, Inc.
 North Penn Art, Inc.
 Republic Services Co.
 Rotary Club of North Penn
 Round Guys Brewing
 SERVPRO of Warminster | Lansdale | Blue Bell
 Skippack Business Owners Association
 Staybridge Suites
 Suburban Community Hospital
 Sunbelt Network
 TH Consulting
 The Greene Turtle*
 Tri-J Solutions, Inc.
 TruMark Financial Credit Union, Gateway
 TruMark Financial Credit Union, Plymouth Meeting
 TruMark Financial Credit Union, Trooper
 Windsor Financial Group/MassMutual
 Wojcik Landscaping Inc.
 World Wide Stereo

**Indicates Centennial Member*

RECENT EVENTS



In January, we held an appreciation breakfast sponsored by **Foulkeways at Gwynedd** to thank our volunteers who serve on boards, councils and committees for all they do to make The Chamber the largest and strongest business organization in the County.



The Chamber held its 2nd *Business Networking Bonanza* in collaboration with Eastern Montgomery County Chamber of Commerce, Fort Washington Business Alliance, Greater Horsham Chamber of Commerce, Women of Willow Grove (WOW!), **Lower Gwynedd Business Association**, and Colonial Business Association. Thank you to **Ambler Yards** for hosting, as well as the 240 attendees who made the night such a success.



PA State Senator, Bob Mensch, visited members of The Chamber board to offer an update on the activities in Harrisburg.

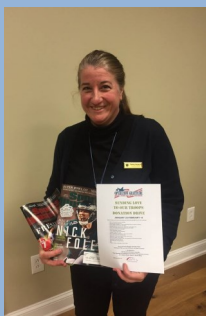


We held our first *Hit Your Mark* targeted networking event at the Montgomery Township Community and Recreation Center with **Montgomery**

Township's Business Development Partnership. Thanks to **Wegmans Food Markets** for the complimentary breakfast, and to all who attended to make some connections with us.



The March *NetNow* event was held at **The Simple Greek** in Dresher. We invited the Fort Washington Business Alliance for the chance to collaborate and bring new connections to our members.



The Chamber partnered with **The Reporter** to support military personnel with donations to create care packages through Operation Gratitude. Pictured: Tammy Sergeyev, **AnB Education**, with her donation.

IN APPRECIATION

The Reporter has reached the 60-year milestone as a member of The Chamber of Commerce for Greater Montgomery County. Thank you to The Reporter for its many years of support to The Chamber and the community. Executive Editor/Content Director, Ann Cornell, is pictured here with Advertising Manager, Beth Douglas.



Chamber staff and Ambassadors helped to welcome new members at the *Maximize Your Membership* lunch sponsored by **Elm Terrace Gardens**.

UPCOMING EVENTS

Register today
chambergmc.org

THUR, May 10

THE POWER CONTINUES...

INSIDE OUT: THE BENEFITS OF SELF-AWARENESS AND MANAGING YOUR EMOTIONS

11:30 a.m.—1:00 p.m.

Blue Bell Country Club

1800 Tournament Drive, Blue Bell

\$35 Members | \$45 Guests

Presenter: Tish Squillaro, CEO and Founder, CANDOR Consulting

3rd Annual
POWER
Your POTENTIAL
Montgomery County Women's Conference

THUR, MAY 17

NETWORKING AFTER HOURS

5:30—7:30 p.m.

Village Handcrafted Cabinetry

200 West 8th Street, Lansdale

FREE

Celebrate Cinco De Mayo at our upcoming networking event, co-hosted with the Home Builders Association of Bucks/Montgomery County as well as the Montgomery County Development Corporation, and enjoy food truck dining.



THUR, JUN 14

2018 BUSINESS EXPO

12:00 Lunch & Keynote Speaker

2:00—6:00 p.m. Expo

Gwynedd Mercy University

Griffin Complex, Gwynedd Valley

\$35 Lunch Program | FREE Expo with Business Card

Network with 90+ area businesses; sample local food & beverages; enjoy door prize raffles and more. Lunch Speaker: Wayne Kimmel, Managing Partner, SeventySix Capital, and Author.

2018 **EXPO**
Montgomery County's Premier Business Exhibition



Looking for referrals? Consider joining one of The Chamber's weekly Business Partnership Network groups. Contact me at danielle@chambergmc.org or 215-362-9200.

- Danielle Bridge, Director, Member Development

