



Prospector

January/February 2017

Chamber Board Welcomes New Members



Sheri Strouse, Senior Vice President and Chief Retail Officer, Harleysville Savings Bank and Duncan Reed, Financial Advisor, Edward Jones Investments began their three-year term in January.

Sheri serves as an executive officer for both the Bank and its parent company, Harleysville Savings Financial Corporation, and has been in the Chamber for 18 years. She has also served the Peak Center as President of their Board of Directors.

Duncan has been a chamber Ambassador, member of the Advisory Council and retains his role as a moderator for our weekly Business Connectors networking group. He also currently serves as a board member for the North Wales Library and is an adjunct instructor at Gwynedd Mercy University.

We Have "Adopted A Highway"

When driving on Rt. 113 in Harleysville, you will soon see a blue PennDOT sign indicating the PennSuburban Chamber is doing its part in being a civic-minded organization, keeping Pennsylvania beautiful and litter-free. We will be hosting two annual clean-up events and welcome your support.



Chamber Opens Blue Bell Satellite Office

The Chamber is excited to announce our new Blue Bell satellite office established in order to better serve the members in the Wissahickon Valley region.

In partnership with Chamber member, Crowne Education, we will utilize space within their office to establish a presence in the area and confirm our commitment to Blue Bell and the surrounding communities. Office hours will be by appointment.

Plans are underway for an open house reception.



Chamber Foundation is Reorganized

As of January 1, 2017, the North Penn Chamber of Commerce Foundation has a new name, mission and board of directors.

The mission of the **Community Health & Youth Foundation** is to collaborate with the business community fostering programs and activities targeting literacy and wellness in Greater Montgomery County. The Foundation, which is a 501(c)3 nonprofit, will oversee Community Reading Day, bi-annual health programs and annual scholarship awards.



Foundation Board Members:

Sean Snyder, Paul Nye, Katherine McCarter, Mark Himsworth, Alexa Sullivan, Pamela Kelly, Rob Morrin. Not Pictured: April Donahue, Lon Seitz.

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**PennSuburban Chamber of Greater
Montgomery County**

217 Church Road, Suite C, North Wales, PA 19454

Phone: (215) 362-9200 | Fax: (267) 613-8865

Chair of the Board

Daniel J. Reavy, McMahon Associates, Inc.

President/CEO

Pamela A. Kelly

Vice Chair

Michael Coakley, Kreischer Miller

Secretary

Nanette Carney, The Carney Group

Treasurer

David Magagna, Alcom, Inc.

Immediate Past Chair

Gary E. Brown, Univest Bank and Trust Co.

Board Chair Emeritus

Lon Seitz, Seitz Leatherman & Kolb, LLC

Board Member Emeritus

Robert G. Rosen, Esq.

Members of the Board

Nancy Bednarik

Merck & Co., Inc.

Gary Candia, Ph.D.

Abington Jefferson Health

John Ernst

Borough of Lansdale

Gregory Gifford

Rubin, Glickman, Steinberg & Gifford, P.C.

Jim Madanci

ShopRite—Hatfield

Paul Nye

Peaceful Living

Phillip R. Needles

Montgomery County Community College

Duncan Reed

Edward Jones Investments

Kevin Robins

Midatlantic Employers' Association

Sheri Strouse

Harleysville Savings Bank

Chris Walton

Clyde S. Walton, Inc.

A MESSAGE FROM THE PRESIDENT'S DESK



We began 2017 with a discussion on Driving Change. Whether we like it or not, we can be sure over the course of the year there will be challenges to overcome but also new opportunities will arise. The Chamber can be your partner in helping to make new connections, provide resources to fine tune skills and keep you informed about your community. Do not hesitate to contact me or a member of the chamber staff to help guide you toward the best programs and services for your business.

As always, if you haven't been to an event recently, please consider adding us to your calendar.

Best,
Pam

Chamber Staff

Kim Nguyen, Vice President, Member Services

Sara Baumgardner, Communications & Events Coordinator

Danielle Bridge, Membership Development Manager

Wendy Custer, Member Relations Manager

Thank you to our major sponsors



UPCOMING EVENTS

FEB 9



Morning Chat

FREE

8:00 a.m.-9:30a.m., BJ's Wholesale Club, Lansdale

Stop by for a cup of coffee and informal networking with other Chamber members. Share your 30-second commercial, and stay to shop BJ's after. Enter for a chance to win a free BJ's Wholesale Club membership.

FEB 10



NetNOW

\$20-\$30

12:00 p.m.-1:30 p.m., The Restaurant at North Montco Technical Center, Lansdale

Connect with a diverse group of business professionals throughout the region to develop quality referrals and network over lunch.

Feb 16



Business Networking Bonanza

FREE, cash bar

5:00 p.m.-7:00p.m., Talamore Country Club, Ambler

Unique evening of networking, co-hosted with Eastern Montgomery County Chamber of Commerce, Fort Washington Business Alliance, Lower Gwynedd Business Association & Women of Willow Grove.

Mar 7



Young Professional Networking Event

Free, cash bar

5:00 p.m.-7:00p.m., Round Guys Brewing Co., Lansdale

Connect with like-minded professionals under 40 and create relationships that will support professional development, foster knowledge exchange, and inspire future success.

See Full Event Listing at www.pennsuburban.org/events.

2nd Annual

POWER Your POTENTIAL

Montgomery County Women's Conference

Presented by



Val Arkoosh, MD
Montgomery County Commissioner
Honorary Event Chair

Registration Open

Thursday, March 23, 2017

7:30am Registration

8:00am - 2:30pm Conference

Normandy Farm Hotel & Conference Center

1401 Morris Road | Blue Bell, PA

Includes Breakfast, Lunch & Coffee Break

KEYNOTE SPEAKERS



Denise L. Devine
Entrepreneur & Corporate Board Member
Keynote Speaker



Nancy Dunleavy
President, CEO, Dunleavy & Associates
Keynote Speaker

— **Woman of Excellence Award** —

Kathleen Owens, PhD, President, Gwynedd Mercy University

#pypconf17 pennsuburban.org/womens-conference

BREAKOUT SESSIONS | NETWORKING

MEMBER NEWS

[Alderfer Auction](#) is now owned by Sherry S. Russell while Sandy L. Alderfer remains CEO of Sanford Alderfer Inc. Realtors and Auctioneers.

[Baum, Smith & Clemens, LLP](#)



announced that Jennifer L. Landis, CPA and Tad K. Schantz, CPA, CFE have joined the partner group as of January 1.



[Dunlap & Associates, P.C.](#), welcomed Lauren



Washington to the firm as a Staff Accountant in the Audit Services department. Tim Seese has also come on board as a Staff Accountant in the Accounting Services department.



[Elm Terrace Gardens](#) Continuing Care Retirement Community celebrated the 100th birthday of resident Harry Newman in January.



[Hamburg, Rubin, Mullin, Maxwell & Lupin](#) announced that attorney, Merle Ochrach, has been elected Chair of the Board of Directors of the Montgomery Theater, a 122-seat theater located on Main Street, Souderton.

[North Penn High School](#) has launched a career apprenticeship program, offering rising students the opportunity to explore career interests hands-on.

[McMahon Associates](#) supported the Hatfield Fire & Ice Festival at the Aquatic Center by participating in a Polar Plunge.



[QNB Bank](#) promoted Suzanne Weisberg to Senior Vice President, Human Resources, and Brian K. Schaffer, CFMP was promoted to Senior Vice President/Chief Marketing Officer.



[Rubin, Glickman, Steinberg and Gifford, P.C.](#)

partner, Marc Robert Steinberg, served as a session presenter at a seminar conducted by the Pennsylvania Bar Institute. Reappointed as Chair of the Fee Dispute Committee of the Montgomery County Bar Association was Meyer Simon, Esq.



[St. Clair CPA Solutions](#) announced that Brian DiMattesa, CPA, was promoted to Principal of the firm.



[UFC Gym](#) has been named Lansdale Borough's January 2017 Business of the Month.

[Univest Corporation](#) donated \$5,140 to Hope Against Heroin through the 5th annual *Caring for Community Giveaway*.



CHAPTER NEWS

Skippack Business Owners Association shops will be holding Presidents Day sales throughout Skippack on the weekend of February 17-20th.



SKIPPACK BUSINESS
OWNERS ASSOCIATION

The Lower Gwynedd Business Association is holding a *Get to Know Us* event on Monday, February 27th, 8:00-9:00 a.m., at Taste of Italy in Spring House. All local businesses are encouraged to attend and learn about the association. Contact Monica Maben for information at

monica.maben@foxroach or



We would be thrilled to have your
vote as the **Best Networking
Group in Montgomery County.**



Vote at: bit.ly/votepscc

CHAMBER STAFF UPDATE

Congratulations to **Wendy Custer** on her promotion to *Member Services Manager*. Wendy has been with the Chamber for a year and has worked to streamline office procedures and member communication.



For over 50 years, we have been providing color and additive masterbatches to nearly every industry that uses color.

PENNCOLOR.COM



MERCK SHARP & DOHME
FEDERAL CREDIT UNION

Frozen Finances?

Consolidate with Home Equity Options from MSDFCU

Federally insured by NCUA.

We've Got The

HOT RATES
To Melt Away Your Debt!

Home Equity Line Of Credit

As Low As

2.49%
APR¹

FIXED Through 2017

Home Equity Loan

As Low As

2.99%
APR²

5-Year Term

For membership inquiries contact: **Michael Grover 215-996-3744**

*APR = Annual Percentage Rate. My Advantage discount does not apply. Offers and rates are subject to change or withdrawal at any time without prior notice. 1 Annual Percentage Rate (APR) effective 1/1/17. Rate fixed through 12/31/2017. Thereafter, variable rate subject to change quarterly based on the Prime Rate as published in The Wall Street Journal with a floor of 3.99% and a ceiling of 18.00%. Estimated monthly payment borrowed at 2.49% APR is \$6.66 per \$1,000. All home equity loans and lines of credit are subject to a \$150 non-refundable application fee (no fee waivers for My Advantage). 2 Home equity loans are subject to a \$150 non-refundable application fee (no fee waivers for My Advantage). Loan to Value (LTV) maximum is 90%. Estimated monthly payment borrowed at 2.99% APR is \$17.96 per \$1,000 for 5 years. Rate 0.50% higher for 81%-90% LTV. Consult your tax advisor regarding tax deductibility.

RECENT EVENTS



The **Women's Network** hosted an educational luncheon at the Bay Pony Inn with the message Driving Change. Susan Redding, MidAtlantic Employers' Association, presented how change is received and managed. The event was sponsored by Global Employment Solutions with Lakeside Educational Network recognized as the nonprofit.



Members networking and enjoying the food at Grub Burger Bar for the first monthly **NetNOW** event.



New members had the opportunity to network with Chamber members, staff and Ambassadors at the **Meet New Members** reception and **Maximize Your Membership** program.



Members and guests make connections at the monthly **Morning Chat** at Reef to Rift.



Monthly Lunchtime Networking. Ask about your **FREE Lunch!**



Meet local business professionals & try a new place for lunch each month.



Casual networking & an affordable lunch, followed by your 30-second commercial.



Free Lunch!

Prepay for 5 NetNOWs & get 6th free. To be used in this calendar year. Must register for each desired event. Substitutions accepted, but no refunds.

View Full Event Schedule & Register: Pennsuburban.org/NetNOW

WELCOME NEW MEMBERS

Ancestral Approach, Inc.

Carolyn Marotta, NTP
ancestralapproach.com

Biondo Creative

Anthony Biondo Jr
biondocreative.com

CJ's Doghouse

Crystal McNeill
cjsdoghouse1555.com
Referred by Beth Ann Magda, BA Salon

Dunleavy and Associates

Nancy Dunleavy
matchingmissions.com
Referred by Nanette Carney, The Carney Group

EmCare Inc.

Emily Marbot
emcare.com
Referred by Jessica Marbot, Global Employment Solutions

Guardian Protection Services

Mike Gerhart
guardianprotectionservices.com

Horsham Township

Larry Burns
horsham.org

Law offices of Jennifer J. Riley

Suzanne Randall
jjrlawfirm.com

Likelt! Promotions*

Dana Baedke
likeitpromos.com
**Centennial Member*
Referred by Claire Brown Kohler, We Empower Leaders

Morgan Stanley

Kevin DiBiaso
morganstanleyfa.com/kevin.dibiaso

Nationwide Insurance

Ann Lawrence
nationwide.com

The Greene Turtle*

Pranav Desai
thegreenturtle.com
**Centennial Member*

Worcester Township

Tommy Ryan
worcestertwp.com

WELCOME BACK

Sound Sensation DJ's

Frank Raffa
soundsensation.com

Meet New Members!

Wednesday, March 22, 2017

11:30 am - 12:15 pm Lunch & Reception

12:15 pm - 1:00 pm Maximize Your Membership

Elm Terrace Gardens

660 North Broad Street, Lansdale

Join us to welcome new members.

Program to follow on Chamber resources
to support your marketing efforts.

Presented by:

The Ambassadors Committee

Sponsored by:



COMMITTEE & BOARD APPRECIATION

Sponsored by:



Each year the Chamber hosts a breakfast to thank all volunteers that participate on the Board, Advisory Council and Committees. Special recognition is given to those in outgoing leadership roles.

Thank you to **Foulkeways at Gwynedd** for Sponsoring the Committee Appreciation Breakfast.



Thanking Jerry Lawson, Right at Home Care & Tanya Bamford, TCB Marketing for their time on the Board.



Showing our appreciation to Mary Griffith-Alfarano, Fulton Bank, for her service as Women's Network Chair.



Recognizing Marsha Poust, Signs by Tomorrow for her time as Chair of the Ambassadors Committee.

Are you a Centennial Member?

- **Marketing tool** with exclusive benefits
- **10%** discount on Chamber events
- **Enhanced** Chamber website listing
- **Recognition** at Chamber events & on website

- Free advertisement in monthly **Shop Members First** e-newsletter
- All these benefits for only \$100 annually

VIEW LIST OF CENTENNIAL MEMBERS:

www.pennsuburban.org/centennial-members

MEMBERSHIP RENEWALS—THANK YOU FOR YOUR SUPPORT

25 years



A To Z Party Rental
Advanced Living Communities
Allen Door & Service Corporation
Ambler Area YMCA
Ametek Technical & Industrial Products, Inc.
Bergey's, Inc.

20 years



Colorcon
Cost Plus World Market
Eagles Peak Spring Water & Coffee Services
Edward Jones Investments - Duncan Reed

10 years



Goose Squad, LLC
Harleysville Savings Bank
Integrity Business Partners, LLC
Keystone Homebrew Supply

5 years



Fitzpatrick Lentz & Bubba, P.C.



Lakeside Educational Network
Lansdale Borough
Lansdale Business Center



Laurico
Law Offices of Marcia Binder Ibrahim, LLC
Lombardi & Associates

MILESTONE CHAMBER ANNIVERSARY



Celebrating 20 years of
support from Bay Pony Inn.

Meineke
North Penn Cleaning Solutions
North Penn United Way
Peaceful Living
Play and Learn-Lansdale
Raymour & Flanigan
Stove & Tap
The Mitre Box
Trefoil Properties LP
Bella Interiors
Timeless Styles

Looking for referrals? The search stops here!

Business Partnership Network

Exclusive Member Benefit

An effective and less expensive alternative to the national referral groups with weekly meetings and one representative per business category.



Contact Danielle: 215-362-9200 or danielle@pennsuburban.org

Advertise your business, sale, or event in the Prospector!

The Prospector is a bi-monthly publication.

Distribution: Emailed to 2500 Business Contacts; Archived on Chamber Website

	One Ad (1 Issue)	Annual (6 Issues)
Biz Card (2 x3.5)	\$150	\$600* (\$100/Issue)
Quarter Page (3.75 x 5)	\$250	\$900* (\$150/Issue)
Half Page (5 x 7.5)	\$350	\$1680* (\$280/Issue)
Full Page (8.5 x 11)	\$500	\$2580* (\$430/Issue)

Prospector E-Insert: Rate: \$150/Issue | Limited to 4/Issue

**Includes free web banner ad for 12 months*



Morning Chat

Monthly Open Networking
Avg Attendance 25
Non-members Welcome



NEW! NetNOW

Monthly Open Networking
Sit-down Lunch
Avg Attendance 25
Non-members Welcome



Business Connectors

Weekly Structured Networking
Knowledge Exchange
Avg Attendance 20
Lunch Available for Purchase
Non-members May Attend Twice



Navigate PennSuburban Chamber

NETWORKING PROGRAMS

Connect with Members, Potential Clients & Target Audiences



The Chamber serves as a catalyst to ensure you meet people to grow your business and expand your sphere of influence. In 2017 you can build enduring, mutually beneficial relationships through these events.

(215) 362-9200 | www.pennsuburban.org



Business Partnership Network

Weekly Structured Networking
Referral Networking with
One Business Category per Seat
No Membership Fee
Exclusive to Chamber Members



NEW! Hit Your Mark

Bi-monthly Targeted Networking
Participants Invited by Business Category
Avg Attendance 35
Exclusive to Chamber Members



NEW! Young Professionals Network

Quarterly Open Networking
Target Age Between 21-40
Non-members Welcome



Women's Network

Monthly Networking & Education
Open Networking & Guest Speakers
Supports Nonprofits
Average Attendance 40
Non-members Welcome



Networking After Hours

Quarterly Open Networking
Partner with Other Groups for New Connections
Average Attendance 50+
Non-members Welcome



