



Prospector

March 2016



One of the Chamber's pillars is our focus on the community. We offer members the opportunity to participate and engage in community events such as our Annual Reading

Day. This year, the 18th Annual Reading Day is scheduled on Tuesday, May 3rd. Reading has a tremendous power to affect the development of language ability and we are honored to be part of our children's development process. Thanks to the sponsorship support of our members, including Abington Jefferson—Lansdale Hospital, Clyde S. Walton, Inc., Kreisler Miller, Lansdale Warehouse, Moyer Indoor Outdoor, VNA Foundation of Greater North Penn, and Wegmans—we are able to give the gift of literacy.

"There are many little ways to enlarge your child's world. Love of books is the best of all." —Jacqueline Kennedy



Sponsored by:



Back by popular demand, the Chairman's Reception will include a friendly culinary competition among our member professionals as well as our home chefs. This unique twist on our networking event offers the option for you to be a food critic by selecting the winning chef as well as the option to showcase your culinary talents. Competing chefs will receive marketing visibility and be acknowledged as a Food Fanatic Sponsor. Contact the Chamber for additional details.

Join us on Tuesday, April 26, from 6—9 pm at Kieffer's Appliances in Lansdale for our distinct networking event.

In This Issue...

Event Photos

Welcome New Members

Member Renewals

Member Blogs

Centennial Members

Board & Committee News

Weekly Referral Group

Upcoming Events

Prospector Advertisers

Serving the Indian Valley, North Penn, Wissahickon regions and surrounding communities

Prospector

Published monthly by the
**PennSuburban Chamber of Greater
Montgomery County**

34 Susquehanna Avenue, Lansdale, PA 19446
Phone: (215) 362-9200 | Fax: (215) 362-0393
pennsuburban.org | info@pennsuburban.org

Chair of the Board
Daniel J. Reavy

President/CEO
Pamela A. Kelly

Vice Chair
Nanette Carney, The Carney Group

Secretary
Paul Nye, Peaceful Living

Treasurer
Michael Coakley, Kreisler Miller

Immediate Past Chair
Gary E. Brown, Univest Bank and Trust Co.

Board Chair Emeritus
Raymond H. Miley, Jr.
Lon Seitz, Seitz Leatherman & Kolb, LLC

Board Member Emeritus
Robert G. Rosen, Esq.

Members of the Board
Tanya Bamford
TCB Marketing

Nancy Bednarik
Merck & Co., Inc.

Danielle Bridge
The Physical Therapy & Wellness Institute

Gary Candia, Ph.D.
Abington Jefferson Health

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

Steven Jones
Milestones In Music

Jerry Lawson
Right at Home

David Magagna
Alcom, Inc.

Phillip R. Needles
Montgomery County Community College

Kevin Robins
Midatlantic Employers' Association

A MESSAGE FROM THE PRESIDENT'S DESK



Welcome to a new season as we forge ahead and continue to provide opportunities for members to build their business, make connections and continue to network. Mark your calendar for our signature events: Chairman's Reception featuring a culinary competition (April 26th), Reading Day (May 3rd), Chamber Night at Reading Phillies (May 20th), and the Annual Business Expo (June 2).

All the best,
Pam

"Spring is the time of plans and projects."
Leo Tolstoy, Anna Karenina

Chamber Staff

Kim Nguyen, Vice President, Member Services
Sara Baumgardner, Communications & Events Coordinator
Wendy Custer, Member Relations Specialist

Thank you to our annual sponsors



FULTON BANK DOES SO MUCH MORE THAN YOU THINK

For Your Business

With valuable financial tools, local service and the personalized support you deserve, Fulton Bank is committed to doing MORE to help you grow your small business. In person, online and on the go.

Fulton Bank

LISTENING IS JUST THE BEGINNING.®

Come in to meet your local Relationship Manager today.
We're right next door:

Abington Office
801 Old York Road
215.572.0988

Montgomeryville Office
710 Upper State Road
215.412.3400

fultonbank.com

Fulton Bank, N.A. Member FDIC. Member of Fulton Financial Family.



2016



Thursday, June 2nd

12:00pm - 6:00pm

Gwynedd Mercy University

Featuring

Mark Aitken, Horizon Services
Keynote Presentation



Chamber models



Photos by Michael O'Neill, Photographer



CHAMBER EVENTS



Understanding Addiction and the Impact on the Family



CONCERNED FAMILY OR FRIEND?

Thursday, April 7, 2016

5:30 p.m. Registration/Light Fare | 6-8:30 p.m. Program

Abington Health – Lansdale Hospital

100 Medical Campus Drive, Lansdale

Join us for a compelling presentation from area experts on the staggering statistics, personal stories, how to recognize symptoms of addiction and where to turn for assistance.

Advance registration requested:

www.pennsuburban.org | 215-362-9200

Sponsored by:



**NOW OFFERING HIGH QUALITY
SOCIAL MEDIA
MANAGEMENT SERVICES!**

INFO@YOURVELOCITY.COM | 215.799.2599

If you are unsure about how to maximize your company's social media marketing, or you simply don't have the time or resources to post regularly, let us help you. We'll oversee your profiles, help you connect with clients, and strengthen your online brand all at affordable pricing for your business!

[Click here](#) for more information.

Happening in the Community

April 1-3 various times
Meadowood Senior Living Sixth Juried Art Show.

April 2nd: 11:30am
Laurel House Fashion Show & Luncheon.

April 2nd: 7:00 - 11:00pm
Variety the Children's Charity Vegas at Variety

April 4th: 6:00 - 9:00pm
Education Foundation
Methacton Community Art, Corks & Forks.

April 16th: 6:30pm - 10:30pm
2016 Laurel House Gala. The Women's Network of the Penn Suburban Chamber will be honored with the Business Leader award.

April 23rd: 10am
The Partnership TMA 4th Annual Pedaling on the Parkway.

April 24th: Noon
Grandview Auxiliary is hosting
Time for Tea, Spring Fashion Show.

April 29th: 7:00pm - 10:00pm
North Penn United Way Super-heroes

COMMUNITY CALENDAR

American Heritage Federal Credit Union has raised over \$5,000 for the Children's Hospital of Philadelphia (CHOP)

Health & Wellness Garden. The Garden will be unveiled during the week of the 2016 Democratic National Convention.



Asher's Chocolates is proud to announce the hiring of Steve Mercoliana as new Purchasing Manager. Steve brings over 11 years' experience with a solid history in overseeing logistics within major manufacturing industries.

Fast Signs, Montgomeryville was recently awarded the Pinnacle Club Award, which is given to the centers ranked in the top 125 in the U.S. and Canada for sale volume.

Hamburg, Rubin, Mullin, Maxwell & Lupin is pleased to announce that Ethan R. O'Shea has been appointed Chair of the Montgomery Bar Association's (MBA) Employment and Labor Law Committee.

McCloskey Partners, LLC is excited to announce our new Human Resource Business Partner in the Mid Atlantic Region, Becky Wright.

Montgomery County Community College's University Center welcomes Cabrini College to its partnership of higher education institutions to expand its advanced degree opportunities for students and the community.

Moyer Indoor | Outdoor is pleased to announce the hiring of Mike Stoughton as a new manager for the Heat & Air, Plumbing and Security divisions. Stoughton is a Colonel in the Marine Corps and will retire soon after 32 years of service.



Peaceful Living recently named Paul A. Nye, D.Min., CFRE, as the new Vice President of Mission Support. Paul comes to us with vast fund-raising and marketing knowledge. Paul will oversee fundraising, Congregational Ministries, communications and Social Programs.

Physical Therapy & Wellness Institute is happy to announce that Stephanie McDougal, DPT, has earned her direct access privileges in Pennsylvania. She is now one of nine Physical Therapists at PTW who has earned the same privilege.



Rubin, Glickman, Steinberg & Gifford, P.C. is proud to share that managing partner, Marc Steinberg was recently named one of the Best Lawyers in America in the practice of Criminal Defense: Non-White Collar. In addition, Partner Gregory Gifford has been elected Treasurer of the Montgomery County Bar Association.

Share your news!

info@pennsuburban.org
by April 8th.

Seitz, Leatherman & Kolb, LLC congratulates Lon Seitz, who was recently awarded the title of “Board Chair Emeritus” in recognition for his resourcefulness, perseverance and fantastic leadership of the chamber board.

The Culinary Arts Institute shared that graduates can now seamlessly transfer to Johnson & Wales University (JWU), Rhode Island.



Univest Bank and Trust Co. announced the appointment of Megan Duryea Santana as Executive Vice President and General Counsel. This is a new position created as a result of the continued rise in new regulations facing the financial industry.

Wegmans is proud to be ranked #4 on the Fortune 100 Best Companies to work for list. They have been included in the ranking every year since 1998. Wegmans was seventh on last year’s list.

YourVelocity.com is pleased to announce the appointment of Mark Culp to the team. Mark will serve as the company’s Social Media and Video Sales Representative.

Advertise in the Prospector

	One Ad in One Issue	Quarterly (4 Issues)	Bi-Monthly (6 Issues)	Annual (12 Issues)
Biz Card (2 x3.5)	\$155	\$380 (\$95 per Issue)	\$450 (\$75 per Issue)	\$600 (\$50 per Issue)
Quarter Page (3.75 x 5)	\$250	\$460 (\$115 per Issue)	\$570 (\$95 per Issue)	\$900 (\$75 per Issue)
Half Page (5 x 7.5)	\$445	\$680 (\$170 per Issue)	\$900 (\$150 per Issue)	\$1680 (\$140 per Issue)
Full Page Electronic Flyer	\$150	\$600 (\$150 per issue)	\$900 (\$150 per issue)	\$1800 (\$150 per issue)

WELCOME NEW MEMBERS

BQ Basement Systems

Margaret Mustin

215-233-5107

[Www.bqbasements.com](http://www.bqbasements.com)

Integrity Business Partners, LLC

Marianne Gular

484-801-0194

[Www.integritybusinesspartnersllc.com](http://www.integritybusinesspartnersllc.com)

SilverTone Med Plans

Dan Small

610-409-1998

[Www.silvertonemedplans.com](http://www.silvertonemedplans.com)

Eagles Peak Spring Water & Coffee Service

Glenn Nemath

215-345-6060

[Www.eablespeak.com](http://www.eablespeak.com)

Keller Williams Real Estate

Jared Moyer

215-906-5188

jaredmoyer@kw.com

WELCOME BACK

Staples—North Wales

Rosemarie Rola

215-654-9150

[Www.staples.com](http://www.staples.com)

Citizens Bank

Deb Caro

215-368-1406

[Www.citizensbank.com](http://www.citizensbank.com)

Peaceful Living

Paul Nye

610-287-1200

[Www.peacefulliving.org](http://www.peacefulliving.org)

See Our New Sunrooms



MORE TIME – MORE CHOICES
MORE FRIENDS – LIFE AT FOULKWAYS

Setting Standards of Excellence in Retirement Living Since 1967



Foulkeways
COMMUNITIES

Guided by Time-Honored Quaker Values

1120 Meetinghouse Road
Gwynedd, PA 19436
215-283-7010
www.foulkeways.org

Foulkeways at Gwynedd does not discriminate on the basis of race, color, religion, national origin, gender, age, handicap or sexual orientation.



Ready To Look For Home Financing?

We'll help you get your foot in the door!

Get Pre-Approved So Your Dream House Doesn't Slip Away

\$500
Credit On Closing Costs!*

Whether you're in the market for your very first home, need to expand, looking for vacation property or a solution to lowering your existing payment, now is a great time to lock in an affordable mortgage rate from New Britain Mortgage.

You'll find competitive rates, savings on closing costs and excellent customer service, plus these advantages:

- > \$500 Credit On Closing Costs!*
- > FREE 60-Day Rate Lock
- > Anyone Can Apply



Contact Rich Haselbarth at (215) 996-3737
www.msdfcu.org



New Britain Mortgage

A wholly owned subsidiary of Merck Sharp & Dohme Federal Credit Union

*The \$500 offer towards closing costs is for purchase money mortgages on applications submitted with agreements of sale. (Sorry, offer not available for refinancing). Offer is subject to change or withdrawal at any time without prior notice.

NMLS 330009 | 396614



MEMBERSHIP RENEWALS—THANK YOU FOR YOUR SUPPORT

40 Years



30 Years



Kiwaniis



GERALD W.
SNYDER
& ASSOCIATES, INC.

418 WEST MAIN STREET • LANSDALE

10 Years



REPUBLIC
SERVICES

5 Years



A to Z Party Rental
ACTS

For Pete's Sake

Genisys Credit Union

Green Tweed

Gwynedd-Mercy University

Hayden Miller, Nelson and
Yoder, P.C.

Lansdale Business Center

Mainstay Engineering

Milestones In Music

Michele's Money Services

Montgomery United Soccer

North Penn Family
Chiropractic LLC

Prescott Insurance

Scott Polsky Law

Something Personal

Talamore Country Club

Vision Telecommunication

Wojcik Landscaping

Milestone Anniversaries



Staff, North Penn United Way



Sandy Alderfer
Sanford Alderfer Companies



Liz Vibber, Bee Bergvall & Co.

WEEKLY NETWORKING GROUPS



Business Partnership Network



Meet the Thursday Lansdale Business Partnership Network

Guests are welcome to attend at any time.

There will be a dedicated visitation day on March 24th 7:00am - 8:30am

The Business Partnership Network (BPN) is a committed group of PennSuburban Chamber members who meet on a weekly basis to help grow each other's business by recommending one another to prospective clients and customers. BPN membership is open to any businessperson who is a member in good standing of the Chamber. There are no additional membership fees to participate in the BPN, separate from pre-paid meals. The group is established on a "one per category" basis meaning that no business shall conflict with a category that is already filled.

Meeting Info:

Tuesdays, 7:00am – 8:30am at Elm Terrace Gardens, Lansdale Chair: David Nicholson, Elm Terrace Gardens

Thursdays, 7:00am - 8:30am at Elm Terrace Gardens, Lansdale Chair: Louise Knoll, Keller Williams

Thursdays, 7:00am– 8:30am Peter Becker Community, Harleysville Chair: Johanna James, Allstate



The Business Connectors is a weekly networking group different than most you have attended. Networking is powerful and completed in one hour. The format alternates weekly between having the opportunity to present for 5 minutes about your business and learn so much more about those you are with than a 30-second commercial. The alternate week is a moderated mastermind discussion on a business topic of interest. Start building new relationships that can lead to meaningful referrals. There are no charge to attend. Lunch is available for purchase. Non-members are welcome to attend twice before joining the Chamber.

Meeting Info:

Tuesdays, 11:15 Registration, 11:30am – 12:30pm at Meadowood Senior Living, Worcester

Moderators: Rob Morrin, Crowne Tutoring & Test Prep | Marsha Poust, Signs By Tomorrow
Duncan Reed, Edward Jones Investments | Kirk Walters, The Walters Group



L-R: Duncan Reed, Rob Morrin, Kirk Walters

THANK YOU TO OUR CENTENNIAL MEMBERS

703 West Main LLC	Home Helpers	Reading Fightin Phils
A to Z Party Rental	Homewood Suites	Re-Pack, Inc.
AAA East Central	Horsham Pub	Rental World
Abington Lansdale Hospital – Jefferson Health	Impact Thrift Stores, Inc.	Republic Services Co.
Abington Memorial Hospital	Independence Blue Cross	Robert G. Rosen, Esq.
About Flags	Indian Creek Foundation	S.Ami Berkowitz, M.ED
Advance Business Consulting	J. L. Freed Honda	Saint Mary Manor
Advanced Living Communities	Janville Roofing	Seitz, Leatherman & Kolb, LLC
Allen Door & Service Corporation	Jensen Movers and Storage, Inc.	Selner Insurance
Allstate Insurance Company – Johanna James	JetPay Payroll Services	Serene Real Estate Solutions
Ambiance Design LLC	Joseph Ambler Inn	SLS Productions, Inc.
Arbonne International – Victoria Magagna	Keightly Law Offices	Spanial’s Service Center
Asher’s Chocolates	Kimball Communications	Spring Meadows of Lansdale
Baum, Smith & Clemens, LLP	Kindt Insurance Service LLC	St. Clair/CPA Solutions
Benetrends	Kreischer Miller	Staples– North Wales
BJ’s Wholesale Club	Lansdale Borough	Stimmel Consulting Group, Inc.
Bee, Bergvall & Company, Inc.	Lansdale Catholic High School	Summit Land Transfer, Inc.
Beneficial Bank	Lansdale Public Library	Sustainable Waste Solutions
Blue Bell Inn	Lansdale School of Business	TCB Marketing
Bonefish Grill	Lansdale Warehouse	The Carney Group
Boyd’s Cardinal Hollow Winery	Laurel House	The Culinary Arts Institute of Montgomery County
BQ Basement Systems	Law Offices of Marcia Binder Ibrahim, LLC	Community College
Car-Tel Communications – AT&T	Living Branches	The Hibsman Agency
Chick-fil-A-Montgomery Mall	Magic by Stuart, Inc.	The Miller Financial Group
Christo IT Services	ManorCare Health Services	The Physical Therapy & Wellness Institute
College Hunks Hauling Junk	Marcellus Shale Coalition	The Woodburners
Comprehensive Coaching U, Inc	Margarita’s Mexican Restaurant	The Wooden Duck Shop
Courtyard by Marriott - Montgomeryville	Master’s Design Build Group	Thomas Miller & Co., Inc.
DeSales University – ACCESS Program	Merck & Co.	The Artificatori
Digital Namers	Merck, Sharp & Dohme Federal Credit Union	Tompkins VIST Bank
Dischell, Bartle and Dooley	Merle Norman Cosmetics	Univest Bank and Trust Co.
Doylestown Health	Milestones In Music	Upper Gwynedd Dental Arts, P.C.
Dunlap & Associates, P.C.	Millennium Moving Company, Inc	Upper Gwynedd Township
Eagles Peak Spring Water & Coffee Service	Montco Elder Law	USI Affinity
Eastern PA Chapter of NHF	Montgomery County Sports Performance Center	Valmet, Inc.
Echelemeier Insurance	Montgomery United Soccer Club	Variety Club Camp & Development Center
Elm Terrace Gardens	Montgomery Township	Volpe Enterprises
Executive House Apartments	Moyer Indoor/Outdoor	Wegmans Food Markets
Financial Independence Planning	NAMI of Pa Montgomery County	Whole Foods Market – North Wales
First Priority Bank	Nappen & Associates	Wojcik Landscaping
For Pete’s Sake Cancer Respite Foundation	National Penn	Younger & Son, Inc.
Fortunoff Backyard Store	Network Concepts	YourVelocity.com
Foulkeways at Gwynedd	North Penn Art	Zacharias Creek Side Café
Fox Rothschild LLP	Ochozny & Associates, CPA’s	Zog, Inc.
Gable, Peritz, Mishkin, LLP	Old Forge Group	
GALCO Business Communications	Old York Road Country Club	
Genisys Credit Union	Patient First – East Norriton	
Goodwill Keystone Area	Patient First – Montgomeryville	
Grand View Health	Peaceful Living	
Greene, Tweed & Company	Pearcy Professional Solutions	
Gwynedd Valley Contractors	Penn Color, Inc.	
Gwynedd Veterinary Hospital, Inc.	Peter Becker Community	
Hamburg, Rubin, Mullin, Maxwell & Lupin, P.C.	Pine Run Retirement Community	
Harleysville Savings Bank	Platinum First Realty	
Harvest Seasonal Grill	Portolese Family Chiropractic	
Hayden, Miller, Nelson & Yoder, P.C.	Pritchard, Bieler, Gruver & Willison,	
Hidden Meadows on the Ridge Senior Living Community	QNB Bank – Colmar	
Hladik, Onorato, & Federman, LLP	Queen’s Health Center	

Crystal Rose Catering & Special Events Presents
Bucks County Bridal Show

Sunday, April 10th • 11:00 am – 4:00 pm
Historic Stonebrook Farm

475 Deep Run Road, Perkasié

To arrange a Personal Tour of Historic Stonebrook Farm, by appointment only, please call 267.404.6446.

**FREE ADMISSION. PLUS! WIN ONE OF TWO
\$100 AMERICAN EXPRESS GIFT CARDS.**

Early registration is recommended. First 100 brides to register receive an extra four tickets for the gift card drawings! Brides must be present to win.
Drawings will be held at 1 pm & 3 pm.

To register, visit
BucksCountyBridalShow.EventBrite.com

