



# Prospector

February 2016



On February 11th, approximately one hundred attendees joined the celebration in "Putting Lansdale on the Map," a campaign organized by Google to encourage all businesses to create and enhance their Google Plus page. The event featured tastings from area restaurants as well as businesses that make Lansdale home. Chamber members and guests enjoyed networking as well as the opportunity to hear an update from Lansdale Assistant Borough Manager, John Ernst and Mary Fuller, Discover Lansdale President, regarding all that is happening now and in the coming months. Fun Google "goodies" were provided to attendees. Two additional "Putting on the Map" events will be taking place throughout the year. One in Spring House and the other in Souderton/Telford.



The first Montgomery County Women's Conference will be held on March 17th, at Normandy Farm Hotel & Convention Center featuring two keynote presentations and breakout sessions. This half-day networking and education program is being promoted to all women in business throughout the County.

Donna DeCarolis, Dean, Charles D. Close School of Entrepreneurship is the Honorary Chair. Judge Renee Cardwell Hughes, President/CEO, American Red Cross, Eastern PA Region and Lu Ann Cahn, Emmy-award winning journalist will serve as the keynote speakers.

This event has been made possible through the generous support of Merck and a number of additional business sponsors. Registration is available at [www.pennsuburban.org](http://www.pennsuburban.org).



<http://comcastnewsmakers.com/2016/02/16/womens-conference-2/>

## In This Issue...

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

# Prospector

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

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## A MESSAGE FROM THE PRESIDENT'S DESK



We are excited to welcome Sara Baumgardner as our new Communications and Events Coordinator. Sara will be responsible for our program planning, promotion and management.

A few changes have been made to our event calendar this year.

Our Chairman's Reception, featuring a culinary competition will be held in April and our Business Expo has moved to Gwynedd Mercy University in June. We are also in the process of selecting a date and location for the return of our golf outing. As always if you haven't been to an event for a while, how about putting us on your calendar, we would love to see you.

Best,  
*Pam*

### *Chamber Staff*

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

## *Thank you to our annual sponsors*



## CHAMBER NEWS & EVENTS



Sara Baumgardner has joined the Chamber as Communications & Events Coordinator. She will be responsible for the planning, promotion and management of programs and events. Sara is a graduate of West Chester University with Certificates in Principles in Fundraising and Nonprofit Marketing and Communications. She was most recently the Outreach Program Coordinator for Bryn Mawr Rehab Hospital. Sara resides in Hatfield with her husband and two children.

### **POWER** *Your* **POTENTIAL** Montgomery County Women's Conference

**March 17 • 7:30am - 1:30pm**

Normandy Farm Hotel & Conference Center



**2016**



**Thursday, June 2nd**

**12:00pm - 6:00pm**

**Gwynedd Mercy University**

*Featuring*

**Mark Aitken, Horizon Services**  
Keynote Presentation

## Putting Lansdale on the Map - February 11, 2016



Wendy Custer, Penn-Suburban Chamber,  
Dave Magagna, Alcom



Lisa Kee, Kevin Grebe,  
Car-tel Communications



Bryan Hill, The Vein  
Institute of Blue Bell



Lansdale Mayor Andy  
Szekely



David VanGuilder, Breathe Salon  
& Day Spa



Donna Crosson, Signarama



## CHAMBER EVENTS/RIBBON CUTTINGS

### Women's Network Luncheon - Bay Pony Inn, Lederach



Mary Griffith-Alfarano, Fulton Bank, Chair, Women's Network Committee.



Kristyn DiDominick, Manna on Main Street, Event Sponsor.



Deborah Darlington, Inspiration In Progress, presented, "Mindfulness, the Key to Engagement."

### Grand Opening Ribbon Cutting:

Cost Plus World Market  
Montgomeryville



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## Happening in the Community

**February 25th: 11:30am –1pm**  
[Network Concepts](#) It's Not You, It's Your Website seminar.

**February 28th: 12pm -3pm**  
[Wissahickon Valley Watershed Association](#) Maple Sugaring Festival.

**March 3rd: 6:30pm**  
[Lansdale Public Library](#) Iran & America. Pills & Prose— The Doctor is a Novelist.

**March 16, April 20: 5 - 7pm**  
[Minuteman Press](#) EDDM and Direct Mail seminar.

**March 20th: 3pm - 7pm**  
[Montgomery Theater](#) Artsy-Fartsy Casual Gala & Auction.

**March 24th: 11:30am - 1:00pm**  
[Network Concepts](#) Lunch & Learn— Joomla, CMS and You!

**April 1-3 various times**  
[Meadowood Senior Living](#) Sixth Juried Art Show.

**April 2nd: 11:30am**  
[Laurel House](#) Fashion Show & Luncheon.

**April 4th: 6:00 - 9:00pm**  
[Education Foundation](#)  
[Methacton Community](#) Art, Corks & Forks.

**April 9th: 8:30am - 3:00pm**  
[Discover Your Future](#) for girls in 5th, 6th and 7th grades.

**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.](#)

[COMMUNIITY CALENDAR](#)

[Delaware Valley University](#) indicates a number of military veterans are choosing to attend DelVal, "This record enrollment is confirmation of DelVal's commitment to ensuring that the brave men and women who served our country get the opportunity to earn their baccalaureate degrees in a welcoming campus environment," said Dr. Bashar Hanna, Vice President for academic affairs and dean of the faculty.

[Dunlap & Associates, P.C.](#) recently announced that Tracy L. Kelso has been named Director of Tax Services. Kelso joined the firm as a staff accountant in 1997 and was named a Shareholder in 2010. They also shared that Karen R. Gorski has joined the firm as a Manager in the Tax Services department. Gorski has nine years of experience in public accounting .

[Fairle & Lippy, P.C.](#) announced that Steven F. Fairlie, Esq. presented a seminar, "Developing and Presenting Your Case," using scenes from the movie *My Cousin Vinny* as illustrations.

[Hamburg, Rubin, Mullin, Maxwell & Lupin, PC](#) is pleased to announce that Joseph J. McGory, Jr., Esq. was recently appointed Solicitor for the West Vincent Township, Chester County.

[McCloskey Partners, LLC](#) announced that they received national re-certification as a Women's Business Enterprise. They also are growing and welcome Nancy Kirby to their team as Director Business Development.

[North Wales Area Library](#) has been named a "Star Library," one of only three in Pennsylvania, out of 7,663 in the country, ranking the Library in the top 2.5% nationwide. The Library was given the distinction of star rating in the Library Journal index of Public Library Service 2015.

[The Physical Therapy and Wellness Institute](#) shared the news that Tracy Goodman, former patient & Power Forward from Philmont Christian Academy, has over 1,200 points for the season with no signs of slowing down!! Tracey Came to PTW after a hip injury during a workout routine. Treatment has allowed her to begin her soon to be Freshman year at Rider University!

[Rubin, Glickman, Steinberg & Gifford, P.C.](#) announced they have received a Tier 1 ranking as a 2016 Best Law Firm by U.S. News & World Report. This is the seventh consecutive year the firm has received this honor.

[Seitz, Leatherman & Kolb, LLC](#) marks a major milestone for employee Mary Clemens who celebrates her 10-year anniversary with the company. Mary is the Business Manager responsible for bookkeeping, technology, marketing and human resource needs.

[Univest Bank and Trust Co.](#) announced that they are expanding their commitment to small business with the creation of a leading team dedicated to supporting small business in Greater Philadelphia and Lehigh Valley. The Univest Small Business Leading Team will focus on serving business with credit needs less than \$1 million and revenues less than \$3 million.

**Share your news!**

info@pennsuburban.org by

March 4th

## WELCOME NEW MEMBERS

### **Bella-Interiors**

Kristal Fascella

267-446-7927

[www.bbella-interiors.com](http://www.bbella-interiors.com)

### **Citadel**

Bill Vitiello

610-380-6000

[www.citadelbanking.com](http://www.citadelbanking.com)

### **Cost Plus World Market**

Steve Schrack

215-368-7545

[www.worldmarket.com](http://www.worldmarket.com)

### **Docutrends Imaging Solutions**

Doug Jones

(215) 809 - 2945

[www.docutrend.com](http://www.docutrend.com)

### **Fortunoff Backyard Store**

Robert Kressler

610-453-0579

[www.fortunoffbys.com](http://www.fortunoffbys.com)

### **Koobe**

Ian Thompson

(215) 385 - 0862

[www.kabanyapp.com](http://www.kabanyapp.com)

### **Lombardi & Associates**

Anna Marie Lombardi

(215) 529 - 4537

[www.lombardi-associates.com](http://www.lombardi-associates.com)

### **The Law Offices of Amy S. Newman**

Amy Newman

(215) 822 - 8280

[www.newmanfamilylaw.com](http://www.newmanfamilylaw.com)

### **The Mitre Box**

Joe Kicinski

215-362-1010

[www.themitrebox.com](http://www.themitrebox.com)

### **Timeless Styles**

Janice Spillane

215-361-1120

[www.timelessstyles.net](http://www.timelessstyles.net)

## Committee Appreciation Breakfast Awards Presentation



David Salkin, Salkin Associates is recognized for his term as Chair, Business Partnership Network - Tuesday group.



Ruth Santiago, Wise Events receives recognition for serving as Chair, Light Up Lansdale 5K.



Lon Seitz, Seitz, Leatherman & Kolb is awarded the title Board Chair Emeritus, for his outstanding service to the Chamber.



Gary Brown, Univest Bank and Trust Co. is congratulated for his term as Chamber Board Chair.



## MEMBERSHIP RENEWALS—THANK YOU FOR YOUR SUPPORT

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Laurell Technologies Corp.  
Leedy-Nagele Associates LLC  
National Penn  
North Penn Arts Alliance  
North Penn Cleaning Solutions  
Play & Learn - Lansdale  
QNB Bank - Colmar  
Right at Home Care  
Robert Rosen, Esq.  
Salkin Associates  
Signarama

Staybridge Suites  
Strategic Job Search  
The Levin Firm  
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Univest Bank and Trust Co.  
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**LENDER** **LENDER**

## WEEKLY NETWORKING GROUPS

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### Meet the Tuesday Lansdale Business Partnership Network

**Guests are welcome to attend at any time.**

**There will be a dedicated visitation day on February 23rd 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



## Don't Forget About I-9 Compliance and Monitoring!

### McCloskey Partners

What do Krispy Kreme, Abercrombie and Fitch, and a Washington apple orchard have in common? The answer is fines of between \$40,000 and several million dollars for violations of the Form I-9 requirements under the Immigration Reform and Control Act (IRCA). [Read more...](#)

## Easy Listening Tips to Help Improve Your Relationships

### We Empower Leaders

How many of you took Listening 101 in high school or college? None of you? Me either. And yet, isn't that one of the most important skills we can acquire? Ernest Hemmingway said "I have learned a great deal from listening carefully. [Read more...](#)

## New Year, New You - 10 Ways to Bolster Your Career Skills

### Kane Partners

The New Year is underway and many people are trying to stick to the resolutions they pledged as the ball dropped in Times Square. Most people try to exercise more or attempt to cut back on bad eating habits, but the new year is also a great time to get yourself in position to bolster your overall career skills. [Read more..](#)

## Advertise in the Prospector

	One Ad in One Issue	Quarterly (4 Issues)	Bi-Monthly (6 Issues)	Annual (12 Issues)
<b>Biz Card (2 x 3.5)</b>	\$155	\$380 (\$95 per Issue)	\$450 (\$75 per Issue)	\$600 (\$50 per Issue)
<b>Quarter Page (3.75 x 5)</b>	\$250	\$460 (\$115 per Issue)	\$570 (\$95 per Issue)	\$900 (\$75 per Issue)
<b>Half Page (5 x 7.5)</b>	\$445	\$680 (\$170 per Issue)	\$900 (\$150 per Issue)	\$1680 (\$140 per Issue)
<b>Full Page (8.5 x 11)</b>	\$670	\$980 (\$245 per Issue)	\$1350 (\$225 per Issue)	\$2580 (\$215 per Issue)

## THANK YOU TO OUR CENTENNIAL MEMBERS

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703 West Main LLC	Impact Thrift Stores, Inc.	Platinum First Realty
A to Z Party Rental	Independence Blue Cross	Portolese Family Chiropractic
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Abington Lansdale Hospital – Jefferson Health	J. L. Freed Honda	QNB Bank – Colmar
About Flags	Janville Roofing	Queen’s Health Center
Advance Business Consulting	Jensen Movers and Storage, Inc.	Reading Fightin Phils
Advanced Living Communities	JetPay Payroll Services	Re-Pack, Inc.
Allen Door & Service Corporation	Joseph Ambler Inn	Rental World
Allstate Insurance Company – Johanna James	Keightly Law Offices	Republic Services Co.
Ambiance Design LLC	Keystone Homebrew Supply	Robert G. Rosen, Esq.
Arbonne International – Victoria Magagna	Kimball Communications	Saint Mary Manor
Artifactori	Kindt Insurance Service LLC	Seitz, Leatherman & Kolb, LLC
Asher’s Chocolates	Kitson Brothers, Inc.	Selner Insurance
Baum, Smith & Clemens, LLP	Kreischer Miller	Serene Real Estate Solutions
BJ’s Wholesale Club	Lansdale Borough	SLS Productions, Inc.
Bee, Bergvall & Company, Inc.	Lansdale Catholic High School	Spanial’s Service Center
Beneficial Bank	Lansdale Public Library	Spring Meadows of Lansdale
Blue Bell Inn	Lansdale School of Business	St. Clair/CPA Solutions
Bonefish Grill	Lansdale Warehouse	Stimmel Consulting Group, Inc.
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Chick-fil-A-Montgomery Mall	Law Offices of Marcia Binder Ibrahim, LLC	Sustainable Waste Solutions
Christo IT Services	Living Branches	TCB Marketing
College Hunks Hauling Junk	Magic by Stuart, Inc.	The Carney Group
Courtyard by Marriott - Montgomeryville	ManorCare Health Services	The Culinary Arts Institute of Montgomery County Community College
DeSales University – ACCESS Program	Marcellus Shale Coalition	The Hibsman Agency
Digital Namers	Margarita’s Mexican Restaurant	The Miller Financial Group
Doylestown Health	Mass Mutual – Eastern Pa	The Physical Therapy & Wellness Institute
Dunlap & Associates, P.C.	Master’s Design Build Group	The Woodburners
Eastern PA Chapter of NHF	Merck & Co.	The Wooden Duck Shop
Elm Terrace Gardens	Merck, Sharp & Dohme Federal Credit Union	Thomas Miller & Co., Inc.
Executive House Apartments	Merle Norman Cosmetics	Tompkins VIST Bank
Financial Independence Planning	Milestones In Music	Towamencin Township
First Priority Bank	Montco Elder Law	Univest Bank and Trust Co.
For Pete’s Sake Cancer Respite Foundation	Montgomery County Sports Performance Center	Upper Gwynedd Dental Arts, P.C.
Foulkeways at Gwynedd	Montgomery Township	Upper Gwynedd Township
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GALCO Business Communications	Nappen & Associates	Volpe Enterprises
Goodwill Keystone Area	National Penn	Wegmans Food Markets
Grand View Health	Network Concepts	Whole Foods Market – North Wales
Greene, Tweed & Company	North Montco Technical Career Center	Wojcik Landscaping
Gwynedd Veterinary Hospital, Inc.	North Penn Art	Younger & Son, Inc.
Hamburg, Rubin, Mullin, Maxwell & Lupin, P.C.	Ochotny & Associates, CPA’s	YourVelocity.com
Harleysville Savings Bank	Old Forge Group	Zacharias Creek Side Café
Harvest Seasonal Grill	Old York Road Country Club	Zog, Inc.
Hayden, Miller, Nelson & Yoder, P.C.	P. J. Whelihan’s Pub and Restaurant	
Hidden Meadows on the Ridge Senior Living Community	PartyLite	
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Home Helpers	Patient First – Montgomeryville	
Homewood Suites	Pearcy Professional Solutions	
Horsham Pub	Penn Color, Inc.	
House Medic	Peter Becker Community	
	Pine Run Retirement Community	



# 3rd Annual Chairman's Reception

Featuring

## Culinary Competition

Calling all home chefs and foodies

**Enter to show off your culinary skills...it's not the Food Network, but it will be fun!**

As a contestant cook, you will not only have the opportunity to compete for the "Best in Category" award, but also increase your company brand through the Chamber's marketing efforts, including print, electronic and website. Applications received by **April 5, 2016** will be eligible for the following benefits:

- Half Page Ad in Program Book (value \$250) – targeted audience of 150 business contacts
- Company logo listed as a Food Fanatic Sponsor (value \$250)
- Contest Prize

**Contest Rules:** Select a category of your choice. Limited to three chefs per category. Prepare enough of a tasting for 50–75 people. Food must be prepared in advance of the event.

*Thank you to our sponsors:*



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Signs by Tomorrow | TCB marketing | Variety Club Camp & Development Center



### Chef Application

Contact Name: \_\_\_\_\_

Business Name: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Category (Select Category and indicate Dish to be prepared)

- ☐ Appetizer (Category Full) \_\_\_\_\_
- ☐ Side Dish (2 Available) \_\_\_\_\_
- ☐ Salad (2 Available) \_\_\_\_\_
- ☐ Entrée (Category Full) \_\_\_\_\_
- ☐ Dessert (Category Full) \_\_\_\_\_

Please submit the application and artwork by April 5 2016: BW ad (4.5" w X 3.5" h); Artwork needs to be in a jpeg file, 300DPI.



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March 16 | April 20 | May 18  
September 21 | October 19 | November 16

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