

Sanford Alderfer Lifetime Achievement Award



With both Sanford and Sandy Alderfer present, Immediate Past Board Chair, Gary E. Brown, Univest Bank and Trust Co., announced the creation of the Sanford Alderfer Lifetime Achievement Award at the Chamber's holiday networking event in December. The award has been established in Sanford's honor to recognize a member of the community who has made significant contributions to their business and the community over a lifetime. "There is not an individual more worthy of this honor", Brown said during the presentation, Although the complete list of criteria is still being developed, it is not anticipated that this will be an annual award. A formal proclamation ceremony is being planned.

Staff Changes at the Chamber



The Chamber is pleased to announce the promotion of Kim Nguyen to Vice President, Member Services. Kim has been with the chamber for over six years serving in member relations and membership sales. Her leadership skills and commitment to the mission has contributed significantly to the growth and success of the organization.

Wendy Custer, has joined the Chamber in the newly created role of Member Relations Specialist. She will be responsible for member engagement and retention. Wendy has over 14 years of membership experience most recently with the Midatlantic Employer's Association.



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Lon Seitz, Seitz Leatherman & Kolb, LLC

Board Member Emeritus
Robert G. Rosen, Esq.

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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



I hope you have had a good start to the new year. We have an exciting line-up of programs and networking opportunities scheduled for 2016 to help support and grow your business. We hope to see you as often as your schedule permits.

A few thoughts for the month:

"Destiny is not a matter of chance, it is a matter of choice. It is not a thing to be waited for, it is a thing to be achieved." --William Jennings Bryan

"With every experience, you alone are painting your own canvas, thought by thought, choice by choice." --Oprah Winfrey

All the best,

PAM

Chamber Staff

Kim Nguyen, Vice President, Member Services

Wendy Custer, Member Relations Specialist

Ryan Kelly, Intern

Thank you to our annual sponsors



EVENT HIGHLIGHTS



Put Your NEON On to

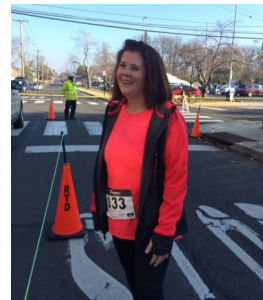
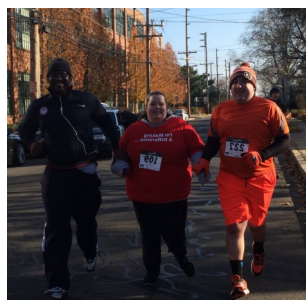
LIGHT UP
LANSDALE

5K

DECEMBER 5, 2015



Thank You to Our Sponsors



Holiday Networking



Happening in the Community

February 9th: 2:00pm - 4:00pm
Branding presented by **RedKnight**.

Cooking and Baking Classes at MCCC's Culinary Arts Institute.
Various dates/times

March 24th: 11:30am - 1:00pm
Network Concepts Lunch & Learn— Joomla, CMS and You!

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

[COMMUNIITY CALENDAR](#)

2016 Business Directory Corrections

Allen Door Company:
www.allendoorcompany.com

American Valuation Group—Mark Kenney President

Founding Capital:
www.foundingcap.com

Asher's Chocolate Co.'s board of directors has appointed Jeff Asher as CEO. Bringing 30+ years of experience in as facets of the company's operation as co-owner, Jeff represents the fourth generation to helm the family business. Bob Asher, Jeff's father remains on as Chairman of the board.

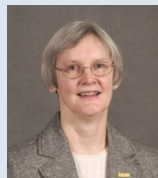
Crowne Tutoring & Test Prep is the new name for Chyten Educational Services in Blue Bell. The name is all that is new. Crowne Education still has the same local ownership, the same dedication to their students, and the same outstanding tutors.

Clyde S. Walton Inc. offered a program this year entitled "Heat for the Holidays" in which they donated and installed two heating systems for families in need.

Hamburg, Rubin, Mullin, Maxwell & Lupin is pleased to announce that Christen G. Pionzio, Esq., was recently appointed Solicitor to the Montgomery County Prothonotary's Office.



Keystone Opportunity Center announced the election of Lucy P.N. Sharp, Esq. as President of the Board of Directors. Lucy is currently the Vice President/Chief Compliance Officer at QNB Bank.



Lansdale Borough has named John Ernst as Assistant Borough Manager. Manager, Jake Ziegler announced that John will retain his title as Director of Community and Economic Development.

Montgomery County Community College announces the selection of Dr. Kevin Pollock as the institution's 5th president. Dr. Pollock has served as president of St. Clair County Community College, Michigan since April 2009. He will begin his tenure on April 1, 2016.

Moyer Indoor | Outdoor is pleased to announce the Pet and Animal Feed Division has worked 600 days incident-free. The production, warehouse and transportation teams focus daily on creating and maintaining a safe work environment.

QNB Bank recently held its annual campaign to raise funds for the United Way. This year's campaign was the most successful yet, tallying up an impressive \$24,054 from employees and an additional \$4500 from the Bank.



Timoney Knox, LLP is bidding a bittersweet good-bye to one of the firm's longest-serving employees. Angelina "Angie" Kane, began her tenure when the law firm was Timoney, Knox, Avrigian & Hasson and located in Ambler. Nearly 43 years later, Kane, a long-time legal assistant at the firm, is retiring from her position.



VNA Foundation of Greater North Penn has issued its health and wellness grants to support the work of local nonprofits, targeting a specific unmet need within the community. During the 2015 Fall Grant Cycle, fourteen nonprofits were awarded up to \$10,000 each.

Share your news!

info@pennsuburban.org by
February 5th

WELCOME NEW MEMBERS

Coca-Cola Refreshments

Bernie Krasnisky
(215) 427- 3292
www.coke.com

CORE 3 Physical Therapy

Danielle Knippenberg
(267) 308 - 5330
www.core3pt.com

Cost Plus World Market

Steve Schrack
215-368-7545
www.worldmarket.com

Docutrends Imaging Solutions

Doug Jones
(215) 809 - 2945
www.docutrend.com

EC Bones Inc Constructions

Erik Bones
(215) 699 - 3000
www.ecbonesinc.com

Koobe

Ian Thompson
(215) 385 - 0862
www.kabanyapp.com

Lombardi & Associates

Anna Marie Lombardi
(215) 529 - 4537
www.lombardi-associates.com

Miller Insurance

Gary Miller
(215) 646 - 0550
www.miapro.com

NV Homes

Jennifer Gass Jenkins
(267) 474 - 3700
www.nvhomes.com

Rod Sullivan Leadership Coaching

Rod Sullivan
(215) 853—8541
www.transform2transcend.com

The Choristers

David Spitko
(215) 542- 7871
www.thechoristers.org

The Law Offices of Amy S. Newman

Amy Newman
(215) 822 - 8280
www.newmanfamilylaw.com

The Miller Financial Group

Gary Miller
(215) 646- 0550
www.themillerfinancialgroup.net

TRC Staffing

Chari Richardson
215-799-1300
locations.trcstaffing.com/pa/souderton/66-south-county-line-rd.html

Weichert Realtor

Michael Drossner
267-481-0939
www.buyandsellwithmichael.today



New Board Members

Danielle Bridge - PTW Institute
David Magagna - Alcom, Inc.



2016 Board of Directors - Executive Committee

Daniel J. Reavy, Chair, Verizon Community Relations
Nanette Carney, Vice Chair, The Carney Group
Paul Nye, Secretary, Lombardi & Associates
Michael Coakley, Treasurer, Kreischer Miller

Chamber Committee Meeting Dates

Ambassador's Committee— 4th Wednesday | Health Committee— 1st Thursday (meets at ShopRite, Hatfield)

Skippack Business Alliance— 3rd Wednesday | Women's Network— 1st Tuesday

Unless otherwise noted the Committees meet at 8am at the Chamber offices. All Committees would welcome new members. Please do not hesitate to contact the Chamber if you are interested in more information or would like to join a committee.

MEMBERSHIP RENEWALS—THANK YOU FOR YOUR SUPPORT

75 Years



35 Years



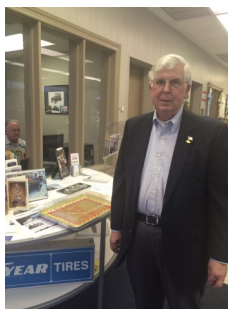
703 West Main
Advance Business Coaching
Advanced Living
Ambiance Design
Ambler YMCA
American Valuation Group
Arbonne—Victoria Magagna
Arnolds Family Fun Center
Baum Smith & Clemens
Blue Bell Inn
Breathe Salon & Day Spa
Bryn Mawr Trust
Clemens Family Food Group
Coldwell Banker—Kriebel
Colorcon
Comcast
Constance A. Lezenby
Cortazzo
Costco Wholesale
Courtyard by Marriott
Courtyard by Marriott Lansdale
David A. Keightly

Delta Disaster Services
Diamond Mortgage Co.
Dunlap & Associates
Expansion Seal Technologies
F. Ambrose Moving
FindHope4Today
First Niagara
Goddard School
Grand View Health .
Greentree Management & Insurance Inc.
Hamburg Rubin Mullin Maxwell & Lupin, P.C.
Harvest Seasonal Grill
Hladick Onorato and Federman
Holiday Inn—Lansdale
Home Helpers
Horsham Pub
House Medic
HR Benefix
ITW Polymers Coatings North America
Keller Williams Real Estate—Caracausa

Keystone Homebrew Supply
Lakeside Educational Network
Lansdale Area Family YMCA
Laurel Professional
Laurico
Liz McClellan
LMG Family Practice
Mainland Grille
Malvern School—Montgomeryville
Malvern School—Upper Gwynedd
Maxwell Products
McCallion Staffing
McDermott Insurance
Meineke
Metal Edge International
Penn Color
PerfectWright
Pumpnick's Deli
Raymond James Financial Services—Strackhouse
ReMax Services—Catagnus

ReMAX—Hoffman
Rental World
The Reporter
Rubin, Glickman Steinberg & Gifford, P.C.
Seitz Leatherman & Kolb, LLC
St. Mary Manor
Stone & Key Cellars
Susquehanna Bank
TD Bank
The Peak Center
Tom's Help Desk
Transcending Paradigms
Valmet
Versatile Business Services
VNA Foundation
Wealth Builder Advisor
WFYL 1180 AM
XL Home Improvements
ZYGR INSites

Milestone Celebrations



Old Forge Motors



Volpe Enterprises



Genisys Credit Union



GALCO Business Communications
Allstate Insurance



William Penn Inn



Spanial's Service Center



De Nora Water Technologies



Clearline, Inc



M.W. Donnelly, Inc



Laurel House



ReMax Reliance



Fulton Bank

CHAMBER EVENTS

Thanking Local Heroes For All They Do



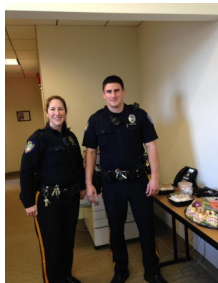
Lansdale Police Department

Telford Police Department

Montgomery Police Department

Lower Gwynedd Police Department

Towamencin Police Department



Lower Salford Police Department

Hatfield Police Department

Souderton Police Department

Upper Gwynedd Police Department

North Wales Police Department



Thursday,
February 11th
5:00-7:00 p.m.

Lansdale Borough
1 Vine Street, Lansdale



Join Discover Lansdale and the PennSuburban Chamber of Montgomery County to celebrate Lansdale with a tasting of restaurants and showcase of businesses in the area.

We are also partnering with Google to get all businesses on the map with Google+ promo giveaways.

Registration: www.pennsuburban.org

Presented by:



Leadership
Series **2016**



February 24th | 8:00—9:30am

Joseph Ambler Inn | 1005 Horsham Road, North Wales, PA

Managing Through Family & Business Transitions

Whether starting, growing or transferring a business, there are key decisions that need to be considered. This session will discuss the need for pre-transition planning, as well as a framework for meeting family and business goals throughout the process.

Presenters:



Joe Blair, CFP

Joe provides comprehensive financial planning, investment services and advice on risk management for business owners and professionals; individuals preparing for retirement and other major transitions; and recipients of financial settlements including special needs trusts, contract payments, rollovers and inheritances.



Amy R. Stern, Esq., Rubin, Glickman, Steinberg & Gifford, PC

Amy focuses primarily on domestic relations law and family mediation and is certified in Family Mediation. Ms. Stern was admitted to the U.S. District Court for the Eastern District of Pennsylvania in 1991 and the Supreme Court of the United States in 1998. She was named a Top Attorney by Suburban Life Magazine in 2015; Women Leader in the Law in 2014 and 2015; and Awesome Family Law Attorney by Suburban Life Magazine in 2015.



William R. Wanger, Esq., Fox Rothschild, LLP

Bill represents a diverse group of manufacturing, retail, professional, franchise and other types of privately-held businesses. He counsels clients on a broad range of topics, including: mergers, acquisitions, and other sales and purchases of businesses; family and management succession planning; franchise and license matters; real estate purchases and sales; and raising business capital and financing.

Registration: www.pennsuburban.org

\$30.00 Members | \$40.00 Chapter members/ Guests

PennSuburban Chamber of Greater Montgomery County
215-362-9200 - info@pennsuburban.org

Series Sponsors:



[Register](#)

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WEEKLY NETWORKING GROUPS



Business Partnership Network

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

\$500.00

Credit On Mortgage Purchases

While most mortgage providers are profit-based, New Britain Mortgage, LLC is a wholly-owned subsidiary of Merck Sharp & Dohme Federal Credit Union, a not-for-profit financial institution. We provide the best possible mortgage loans and service based on the Credit Union philosophy of people helping people.
You'll appreciate the difference.

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* The \$500 offer towards closing costs is for purchase money mortgages on applications submitted with agreements of sale. Offer is subject to change or withdrawal at any time without prior notice. NMLS #330009 | NMLS #396614

Members blog....

Did You Bring a Ladder or a Shovel

Kirk Walters, The Walters Group

Inevitably, we can find ourselves in sticky situations with co-workers, clients, vendors or customers. It could be an office communication, a behavioral issue, a contract deliverable or a simple sales transaction. These can be awkward or sensitive to navigate, especially if we were involved directly or indirectly with the situation itself. Getting to resolution isn't always easy, but when it is all said and done, what approach did you choose to bring it to the next step? Did you bring a ladder or a shovel? [Read more...](#)

5 Ways to Enjoy Your Work

Melanie Stewart Healthy Balance with Melanie

How do you feel about your work? Are you fulfilled and enthusiastic about waking up and going to the office every day, or considering switching careers so you can do work you love? [Read more...](#)

Six Steps to Launching a New Social Media Account

Elyse Altieri, Kimball Communications

You've decided it's time to create a new social media account for your company, but you're not exactly sure where you should start. Whether you're thinking about creating a LinkedIn Company Page, Twitter account, Instagram account or Facebook Page, you need to think about several factors before you dive in. Here are a few things to consider before you create a new social media account and push out your first message. [Read more....](#)



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Save the Date

4th Annual Chairman's Reception

April 26th | 6 - 9 pm

Kieffer's Appliances

785 Sumneytown Pike, Lansdale

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 (8.5 x 11)	\$670	\$980 (\$245 per Issue)	\$1350 (\$225 per Issue)	\$2580 (\$215 per Issue)

THANK YOU TO OUR CENTENNIAL MEMBERS

703 West Main LLC	Independence Blue Cross	Portolese Family Chiropractic
A to Z Party Rental	Indian Creek Foundation	Pritchard, Bieler, Gruver & Willison,
AAA East Central	J. L. Freed Honda	QNB Bank – Colmar
Abington Lansdale Hospital – Jefferson Health	Janville Roofing	Queen’s Health Center
About Flags	Jensen Movers and Storage, Inc.	Reading Fightin Phils
Advance Business Consulting	JetPay Payroll Services	Re-Pack, Inc.
Advanced Living Communities	Joseph Ambler Inn	Rental World
Allen Door & Service Corporation –	Keightly Law Offices	Republic Services Co.
Allstate Insurance Company – Johanna James	Keystone Homebrew Supply	Robert G. Rosen, Esq.
Ambiance Design LLC	Kimball Communications	Saint Mary Manor
Arbonne International – Victoria Magagna	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.
Car-Tel Communications – AT&T	Laurel House	Summit Land Transfer, Inc.
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 –Financial Independ- ence Planning	Merle Norman Cosmetics	Tompkins VIST Bank
First Priority Bank	Milestones In Music	TMMpromos.com
For Pete’s Sake Cancer Respite Foundation	Montco Elder Law	Towamencin Township
Foulkeways at Gwynedd	Montgomery County Sports Performance Center	Univest Bank and Trust Co.
Fox Rothschild LLP	Montgomery Township	Upper Gwynedd Dental Arts, P.C.
Gable, Peritz, Mishkin, LLP	Moyer Indoor/Outdoor	Upper Gwynedd Township
GALCO Business Communications	NAMI of Pa Montgomery County	Valmet, Inc.
Goodwill Keystone Area	Nappen & Associates	Variety Club Camp & Development Center
Grand View Health	National Penn	Volpe Enterprises
Greene, Tweed & Company	Network Concepts	Wegmans Food Markets
Gwynedd Veterinary Hospital, Inc.	North Montco Technical Career Center	Whole Foods Market – North Wales
Hamburg, Rubin, Mullin, Maxwell & Lupin, P.C.	North Penn Art	Wojcik Landscaping
Harleysville Savings Bank	Ochotny &Associates, CPA’s	Younger & Son, Inc.
Harvest Seasonal Grill	Old Forge Group	YourVelocity.com
Hayden, Miller, Nelson & Yoder, P.C.	Old York Road Country Club	Zacharias Creek Side Café
Hidden Meadows on the Ridge Senior Living Com- munity	P. J. Whelihan’s Pub and Restaurant	Zog, Inc.
Hladik, Onorato, & Federman, LLP	PartyLite	
Home Helpers	Patient First – East Norriton	
Homewood Suites	Patient First – Montgomeryville	
Horsham Pub	Pearcy Professional Solutions	
House Medic	Penn Color, Inc.	
Impact Thrift Stores, Inc.	Peter Becker Community	
	Pine Run Retirement Community	
	Platinum First Realty	



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- ★ Group Events
- ★ Fundraising
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267-263-4961

616 E. Main Street Lansdale, PA 19446 | RebounderzLansdale.com