



# Prospector

October 2016

## Targeted Connections Available Soon

The Chamber's Networking Committee is piloting a program aimed at bringing together members that could possibly become strategic partners or referral sources for one another. The first group will be focused around services for seniors in transition. Businesses in these categories will be invited to attend an event that includes both open networking as well as 30 second commercials. The expectation is that this one-time event will lead to new connections thus adding another component of the chamber membership value proposition.



The Networking Committee plans to utilize the results of this trial program to establish guidelines for future group events. Additional programs in consideration includes round table discussions and networking with organizations focused on a specific business category such as financial and manufacturing groups.

## Welcome New Chamber Staff!

We are pleased to announce two new members to the Chamber team; Danielle Bridge and Nancy Nolan.

Danielle is the new Membership Development Manager, striving to introduce new members to the benefits of the Chamber. She has served on several Chamber committees and most recently as a member of the Board of Directors. Prior to coming to the Chamber, Danielle was with the Physical Therapy & Wellness Institute for seven years.



Nancy has joined the staff as the Membership Services Manager, cultivating relationships with current members and helping the Chamber to better serve you. Recently retired from her position as the Director of Marketing & Public Relations for Foulkeways Retirement Community in Gwynedd, Nancy has been an active participant in Chamber functions for over 30 years.

Please help us welcome Danielle and Nancy to the Chamber!

## In This Issue...

Event Photos

Welcome New Members

Member Renewals

Member News

Centennial Members

Board & Committee News

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**

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

*President/CEO*

Pamela A. Kelly

*Vice Chair*

Nanette Carney, The Carney Group

*Secretary*

Paul Nye, Peaceful Living

*Treasurer*

Michael Coakley, Kreischer 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.

Gary Candia, Ph.D.

Abington Jefferson Health

John Ernst

Borough of Lansdale

Gregory Gifford

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

Jerry Lawson

Right at Home

Jim Madanci

ShopRite

David Magagna

Alcom, Inc.

Phillip R. Needles

Montgomery County Community College

Kevin Robins

Midatlantic Employers' Association

Chris Walton

Clyde S. Walton, Inc.

## A MESSAGE FROM THE PRESIDENT'S DESK



October is a great time at the Chamber. We have the opportunity to recognize those businesses and individuals that have given so much to the growth of the economy and support for the community. We also take the time to give thanks to our local heroes for all that they do to keep our families and companies safe. Our commitment to government affairs is demonstrated this month as well through the

*Meet the Candidates* event, which provides members and friends with the opportunity to ask questions and learn more about the positions of the individuals running for office.

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 Specialist

Nancy Nolan, Membership Services Manager

## Thank you to our annual sponsors



## UPCOMING EVENTS

**OCT 26**



### ***Annual Dinner & Award Celebration***

5:30 p.m. at PineCrest Country Club , Lansdale

Recognizing those who have made outstanding contributions to the community this year.

**\$50/\$65 Guests**

*Includes Dinner*

**NOV 3**



### ***Be Well Through the Season of Eating***

5:00-7:00 p.m. at Abington Lansdale Hospital—Jefferson Health

Panel of Experts share how to manage weight & stress during the upcoming season.

**FREE**

*Light Fare Included*

**NOV 17**



### ***Ladies of the Legislature***

7:45-9:30 a.m. at Holiday Inn, Lansdale

Nonpartisan discussion with State Representatives Kate Harper & Marcy Toepel.

**\$25/\$35 Guests**

*Includes Breakfast*

**DEC 7**



### ***Business @ Breakfast—"Don't be a One-Dimensional Leader"***

7:45-9:30 a.m. at Talamore Country Club, Ambler

Ken Byler, Higher Ground Consulting Group LLC, talks on the "8 Dimensions of Leadership."

**\$35/\$45 Guests**

*Includes Breakfast & Book*

***View all Chamber & Community Events at:***  
***[www.pennsuburban.org/events](http://www.pennsuburban.org/events)***

## ANNUAL BUSINESS DIRECTORY



### **What's included?**

- Web banner ads\*
- Electronic flipbook
- Mailed to members & community distribution
- Dispersed at more than 150 events

### **Additional visibility on news sites including:**

- TheReporterOnline.com
- Montgomerynews.com
- PennSuburban.org

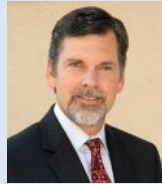
**Reserve Your Ad Space Now**

Call the Chamber for more info: 215-362-9200

## MEMBER NEWS

[American Heritage Federal Credit Union](#) recently received the Gold Award at the 7th Annual Sustainability Breakfast Award Ceremony hosted by Greater Valley Forge Transportation.

[Dunlap & Associates, P.C.](#) has named Dennis K. Dunlap, CPA, Shareholder, as its new Managing Director. Dunlap succeeds Larry R. Pickering, who retired on September 30, 2016 after a career spanning 35 years in public accounting.



[Elm Terrace Gardens](#) and [Lansdale Catholic High School](#) partnered for a "Senior Prom" in which 30 of their students paired up with 30 Elm Terrace residents for a prom. The event had mocktails and appetizers, a dj and dance floor, photo booth and flowers.



[Foulkeways at Gwynedd](#) invited local businesses to create and set up scarecrows at the facility, & judges will give awards for top designs. The community will be invited to view the scarecrows on display.

[Hamburg, Rubin, Mullin, Maxwell & Lupin](#) attorneys Joseph J. McGrory, Jr., William G. Roark and John F. Walko presented a Medical Marijuana Legislation Update to the Montgomery County Zoning Officers Association on September 14, 2016. They presented on the new legislation and its impact on municipalities and zoning officers. Thirty-seven zoning officers from Montgomery County, Chester County and Bucks County were in attendance.



[Meadowood Senior Living](#) received the Spirit of Work@Health®: *Most Improved Award* during the inaugural Work@Health® Conference co-hosted by the Centers for Disease Control and Prevention and ASHLIN Management Group.

[Merck Sharp & Dohme Federal Credit Union](#) raised \$20,000 for Sebastian Riding Associates and The Shepherd's Shelf. Each charity received half of the 17th Annual MSDFCU Charity Cow Plop proceeds.



### Welcome New Board Member!

Chris Walton has joined the Chamber Board of Directors. Chris is the Controller for Clyde S. Walton, Inc. which has a long record of community involvement from Manna on Main Street to 20+ years of serving the United Way, as well as other programs that support low income families with the means to heat their homes. Please help us welcome Chris Walton to the Board!



[The North Penn School District](#) is proud to recognize Penn-dale Middle School 9th grade Physical Science teacher, Mr. Matt Wendell, for being chosen by the Montgomery County Science Teachers Association for the 2015-2016 Exemplary Teacher Award, Middle School Division.

[North Penn Water Authority](#) is proud to be a drop off site for The Toys for Tots Program sponsored by the U.S. Marine Corps for 17 years.

[The Physical Therapy and Wellness Institute](#) displayed 1,000 orange pill bottles outside of their Lansdale clinic to represent the more than 1,000 individuals who are treated everyday across the country for misusing prescription medications, specifically opioids.

[Seitz, Leatherman & Kolb, LLC](#) is pleased to announce that René Dulis has passed Intuit's 2016 QuickBooks Online certification coursework and has continued her Advanced Certified QuickBooks ProAdvisor title.

[Timoney Knox, LLP](#), has supported the Kelly Anne Dolan Memorial Foundation since its inception in 1976. The non-profit commemorated its 40th anniversary with a gala.

Please send your member news updates to:

[info@pennsuburban.org](mailto:info@pennsuburban.org)





**The Good Life**

Whether it's a hike around our 130-acre campus, a feature film, or a game night, there's always an opportunity to make new friends. Discover Foulkeways Retirement Community today.

**Foulkeways**  
AT GWYNEDD™  
Retirement Living Rediscovered

Visit [foulkeways.org](http://foulkeways.org) or call 215-283-7010 today.

1120 Meetinghouse Road, Gwynedd, PA 19438 | 215-283-7010

## Clean Up Your Finances Before Year-End

Migrate to Merck Sharp & Dohme FCU

The Journey Awaits  
**NEW & USED AUTO LOANS**

Auto Loans As Low As  
**2.24% APR\*\***

Fresh New Start  
**HOME EQUITY LOANS**

As Low As  
**2.49% APR\*\***  
Home Equity Line  
FIXED through 2017

Prepare For Flight  
**MORTGAGES**

**\$500**  
Credit on closing costs  
for home purchases\*

As Low As  
**2.99% APR\*\***  
Home Equity Loan  
5-year term

**Secure Your Future – Become a Member Today!**  
Call Mike Grover @ 215-996-3744

**Time to fly to a more attractive financial partner!**

**MERCK SHARP & DOHME**  
FEDERAL CREDIT UNION

\*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 Estimated monthly car loan payment per \$1,000 borrowed at 2.24% APR is \$17.63 for 60 months. Subject to credit review. 2 Annual Percentage Rate (APR) effective 9/16/15. Rate fixed through 12/31/17. 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 per \$1,000 borrowed at 2.49% APR is \$6.66. All home equity loans and lines of credit are subject to a \$150 non-refundable application fee (no fee waivers for My Advantage). 3 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 per \$1,000 borrowed at 2.99% APR is \$17.96 for 5 years. Rate 0.50% higher for 81%-90% LTV. Consult your tax advisor regarding tax deductibility. 4 The \$500 offer towards closing costs is for purchase money mortgages on applications submitted with agreements of sale (offer not valid for refinancing). NMLS 396614

**Looking for referrals? The search stops here!**

## Business Partnership Network

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



**Business Partnership Network**



## CHAMBER GOLF OUTING



### Tee Sponsors:

Allstate Insurance Company  
—James Agency

Arvina Marketing

BQ Basement Systems

Crowne Tutoring & Test Prep

Galco Business Communications

Home Helpers

Integrity Business Partners, LLC

Kreischer Miller

Meridian Bank

Peaceful Living

Penn Color

Peter Becker Community

Signs by Tomorrow

State Farm Agency  
—Eva S. Finlan

The Carney Group

The Vein Institute of Blue Bell



### Sponsored Officers:

Boardroom Spirits

BQ Basement Systems

Fulton Bank

Harth Builders

Hatfield Borough

Midatlantic Employers' Association

Montgomery Township

Provident Bank

State Farm Agency - Eva S. Finlan

USI Affinity

Volpe Enterprises

## All Trades Combined Inc.

Martin DiVergigelis

[www.pennsuburban.org/list/member/all-trades-combined-inc-16900](http://www.pennsuburban.org/list/member/all-trades-combined-inc-16900)

## CPD Lighting

Don Sowers

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

## Envoy Mortgage

Michael Thompson

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

## Home Point Financial Corporation

Marc Silverman

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

## K. J. Door Services

Missy Sames

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

## Lederach Golf Club

Dan Washleski

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

## M&N Communications

Melvin Williams

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

## McGrath Tax and Accounting Services

Samantha McGrath

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

## Welcome Wagon

Bob Klein

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

## Networking Events & More:



The Women's Network hosted a program on understanding diversity in the work place.

Pictured are Kristyn DiDominick, Manna on Main Street, event sponsor; Mary Alfarano, Fulton

Bank, Women's Network Chair; Kareem Afzal, PDC Machines, speaker; and Pam Kelly, PennSuburban Chamber.

The Harleysville BPN group held an Open House to welcome new and interested participants.



Staff and Ambassadors welcomed new members at the September Maximize Your Membership breakfast.

Pennsylvania Free Enterprise Week recognizes Chamber support.





## RECENT EVENTS

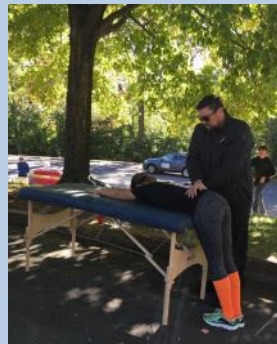


### FIRKIN 5K & 1 Mile Walk 10/15 *Ends at Lansdale Oktoberfest*

Lansdale Mayor & Chamber Member,  
Andy Szekely, finishes first in his age  
group during his first 5k!



Helping runners stretch post-race  
are Portoleses Family Chiropractic  
and The Physical Therapy & Wellness Institute.



Chamber staff  
with Mary Fuller,  
Variety—the  
Children's Charity



## DOLLARS AND SENSE

**For You. For Your Business.**

As a Preferred Lender for the Small Business Administration (SBA), our specialists have the resources to help your business maintain its stride - whether you need to expand, renovate or acquire. We're right around the corner.

Customized business solutions. Dedicated one-on-one service. That's what you can expect from your commercial banking specialist at Fulton Bank - we'll help you make your business goals happen.

### Fulton Bank

[fultonbank.com](http://fultonbank.com) | 1.800.FULTON.4



Fulton Bank, N.A. Member FDIC. Loans are subject to credit approval.  
Fulton Bank is not affiliated with the U.S. Small Business Administration.



## Video Holiday Card

**\*\*Special Pricing\*\***

**Just \$179**

*Hurry, Limited Time Only!*



## MEMBERSHIP RENEWALS—THANK YOU FOR YOUR SUPPORT

30 years



15 years



10 years



5 years



Allstate Insurance-Davidson  
Financial Group, LLC

Arbour Square and The Birches at  
Arbour Square

Bee, Bergvall & Company

Christ Lutheran Church, Kulpsville

Deborah L. Husson, O.D.

De Nora Water Technologies, Inc.

Detweiler Construction Solutions,  
Inc.

Gable Peritz Mishkin, LLP

Hatfield Township

Jensen Movers and Storage, Inc.

Lansdale Catholic High School

Lansdale School of Business

Lansdale Warehouse

Laurel's Loft

Maxwell Products Corporation

North Penn School District

Penn State Abington

Queen's Health Centers

Reggie's PC Resources, LLC

Robert L. Smyrl, Inc.

Rotary Club of Blue Bell

Saint Mary Manor

Sidney Kimmel Cancer Center

Signs by Tomorrow

Stimmel Consulting Group

TCB Marketing

The Peterman Group

The Woodburners

Tompkins VIST Bank

Top-A-Court, LLC

VNA Foundation of Greater North  
Penn

William Penn Inn

## Ribbon Cuttings & New Openings:



The Physical Therapy & Wellness Institute  
opens its newest location in Souderton.

Dareen & Jim  
Brusilovsky of Marks  
Jewelers cut the  
ribbon for their larger  
and newly renovated  
location in  
Montgomeryville.



Rob Morrin &  
Christine Henry  
of Crowne  
Tutoring & Test  
Prep introduce  
their new loca-  
tion in Blue Bell.

## Are you a Centennial Member?

- **Marketing tool** with exclusive benefits
- **10%** discount on Chamber events
- **Enhanced** Chamber website listing
- **Recognition** at Chamber events & newsletter
- Place Free advertisement in monthly **Shop Members First** e-newsletter
- All these benefits for only \$100 annually

**VIEW FULL LIST:** [www.pennsuburban.org/centennial-members](http://www.pennsuburban.org/centennial-members)

You can become a Centennial Member at any time!  
Contact Wendy: 215-362-9200 or [wendy@pennsuburban.org](mailto:wendy@pennsuburban.org)

## Health e-newsletter

*A Publication of the Chamber Health Committee*



**[CLICK HERE](#)**

to view the  
**October  
newsletter**

Presented by



*Save the Date!*

*Registration Opens  
December 2016*

*2nd Annual*

**POWER**  
*Your* **POTENTIAL**

Montgomery County Women's Conference

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**

**Breakout Sessions | Networking**



**Where:** Fischer's Park

**GPS Location:** 2225 Bustard Road, Lansdale

The annual Towamencin Turkey Trot 5k Walk/Run will be back with Chip Timing and a certified course this year!! We are excited for the top male and female runners to win a free turkey! Medals will be given to the top three runners in each age category and there will be an award for best costume. All runners will receive a free long sleeved tech shirt. The Award Ceremony will take place at 10:00am in the Arneth Amphitheater and light snacks will be served to runners after the race. A free children's 10 and under Fun Run will take place at 8am, no registration necessary. Pets and strollers are welcome and we will have a professional race photographer and food truck on site! The cost is \$27, and registration closes on November 13th or at 800 runners. **NO WALK UP REGISTRATION!**

**Register online at:**

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

If attending/participating, we ask that you please bring monetary, school supplies, or gift card donations from the Dollar Store/Walmart/Target/5 Below for the United Way Stuff the Bus Campaign. They will be collecting gift cards and school supplies in the United Way cheering Section.



