

BUSINESS CONNECTIONS

Promoting Business and Economic Well-Being in the Region



November-December 2010

Take Advantage of your Chamber Membership!

Get a login to our website:

- Post your own events on the Community Calendar
- Update your Member Profile
- Participate in our Member Discussion Board
- Post a Member to Member Discount


Please note only one login per company is available and it has to be the primary contact for that company. However, the person with the login can share it with other staff members at their discretion.



To get a login email Jessica Hoffman at JessicaH@delcochamber.org.

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342,701 hits in Sept!	
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 Look for these markers throughout the newsletter for the latest news and events from the Chamber!

2010 ANNUAL DINNER

Presented by Delaware County's Brandywine Conference and Visitors Bureau

NOVEMBER 18, 2010

5:30 PM

Drexelbrook ♦ Drexel Hill, PA

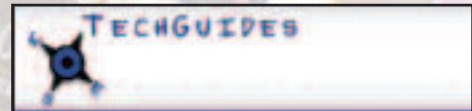
EVENT DESCRIPTION:

5:30 pm – 6:30 pm	Networking and Registration
6:30 pm – 7:15 pm	Dinner
7:15 pm – 7:45 pm	Award Presentations
7:45 pm – 8:00 pm	Dessert reception and networking

Please join us to help celebrate business in Delaware County!

COST: Member: \$75.00/each

AWARD SPONSORS:



CORPORATE SPONSOR:



PLATINUM SPONSOR:



BENEFACTOR SPONSOR:



SILVER SPONSORS:





Meet Your Board

What is the best leadership/management tip you have received?

Never choose certainty over clarity and consistency

If you were not in the position you currently hold, what would you you be doing?

I love what I do so I would probably be trying to get where I am now!

What is one thing that you are willing to share one might not know about you?

I am a huge Bruce Springsteen Fan, have seen him and the band over 30 times in concert.

What is your favorite quote?

Ask my staff, "There is the easy way and the "right way", you are lucky when the two are the same".

Domenick Savino, Drexelbrook Catering & Corporate Events Center

Intelligent Conservative Talk Radio



Bill Bennett 6-8am



Mike Gallagher 9am-12pm



Dennis Prager 12-3pm



Michael Medved 3-6pm



Hugh Hewitt 6-9pm



Mark Levin 9-11pm



Dennis Miller 11pm-1am



Michael Savage 1-4am

NEWS TALK
990 AM
WNTF

PHILADELPHIA
www.NewsTalk990.com

IT WILL MAKE YOU THINK.

UPCOMING EVENTS



Annual Dinner

*Presented by Delaware County's Brandywine Conference
and Visitors Bureau*

Thursday, November 18TH

DREXELBROOK CORPORATE EVENTS CENTER

Drexelbrook Drive & Valley Road • Drexel Hill, PA 19026

5:30 PM Networking and Registration

6:30 PM Dinner

7:15 PM Award Presentations

7:45 PM Dessert reception and networking

COST: \$75 – Members/Future Members

AWARDS TO BE PRESENTED:

Business of the Year: OLYMPIC TOOL

Citizen of the Year: JOE SAUNDERS

Humanitarian Award: JACK HOLEFELDER

Distinguished Chamber Alumni: KATIE WALKER

Economic Development Award: PHILADELPHIA UNION DELAWARE COUNTY COUNCIL /
CITY OF CHESTER

2010 ATHENA Award: BARBARA DENCZI



Chamber Bowl

Friday, January 21ST

SPROUL LANES

745 S. Sproul Rd • Springfield PA 19064

(limited space)



COST: \$25 – Member (Single)

\$110 – Member (Team of 5)

\$35 – Future Member (Single)

Call your clients and your friends and join us for a team building/networking event. This fun filled afternoon will be a great way to get back into the swing of things after a busy holiday season! Network in a pleasant and entertaining atmosphere.

PRIZES WILL BE AWARDED! Prizes will be given to Top Male/Top Female and Top Team. Prizes will be awarded on the 2nd Game played.

**To register for these events or for full list of our events, visit:
www.DelcoChamber.org**

UPCOMING EVENTS



The Second Chester Economic Development Summit

Wednesday, November 17TH

8 AM - 12:30 PM

WIDENER UNIVERSITY LATHEM HALL

13th and Potter Streets • Chester, PA 19013

COST: \$35 – Members/Future Members



Business After Hours

Thursday, December 9th

5 – 7 PM PM

VIDEON DODGE

4951 West Chester Pike • Newtown Square, PA 19073

COST: FREE – Members
\$15 – Future Members



Nonprofit Executive Roundtable Discussion

Wednesday, December 1st

11:30 am – 1:30 pm

“A working lunch”

DELAWARE COUNTY CHAMBER OF COMMERCE

602 E. Baltimore Pike, 2nd Floor • Media, PA 19063

COST: \$25 members \$40 non-members (*includes lunch*)

SPONSOR: Penn Liberty



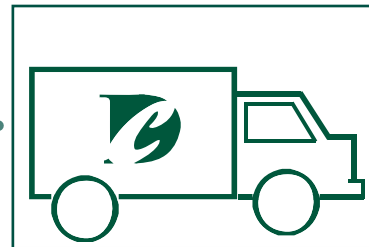
Nonprofit Executive Roundtable – Come prepared to share a success story about what is working for your organization as well as any challenges that face your organization. Network and build new relationships. Be ready to learn and share information!

Sign up to receive our Non-Profit emails by contacting Jessica Hoffman at the Chamber at jessicah@delcochamber.org!

Members

ON THE

MOVE



Barry Jay Jewelers were voted Favorite Jeweler! Their main goal is to provide easy, on-site access to expert jewelry and watch repair and is conveniently located in Springfield. The store features custom design work, elegant engagement rings and bridal jewelry, watches as well as beautiful and unique jewelry and gift items.

Michael Rakers has been named the new **Springfield Mall** General Manager. Rakers has 14 years experience in the shopping center industry. He will be responsible for all day-to-day mall administration and management activities. Rakers will ensure that the shopping experience is enjoyable.

The Delaware County Library System is now offering an online language learning system. This is free for all library card holders and can go to the DCLS website to register. Mango Languages offer 22 foreign languages and 15 English as a second language courses are available.

Arora announces their new Director of Operations, Robert Murray, PE. He will provide daily direction and leadership to the Engineering and Design Team. Murray has over 16 years experience in this field. Arora welcomes Bob to the Team!

Fitness Together just celebrated its 3rd year anniversary! Jim wants to thank all friends, clients and staff for your support of the studio and for your commitment to health and fitness. I appreciate the trust you have shown in FT to help you achieve your health and fitness goals.

Sarah DiLuzio, an associate attorney with the firm of Potter Anderson & Corroon in Wilmington, was voted to serve as the new chairperson for the **Goodwill** Board. DiLuzio, a Goodwill board member for the past five years, previously held the positions of first vice-chair and chair of the Human Services Committee. Amy C. Carter, SPHR of Wilmington, has been selected to fill the position of director, human resources for **Goodwill of Delaware and Delaware County**.

The glamorous retailer, **Sphere**, opened with a bang on August 2nd at 5 p.m. on 300 W. State St. in Media, Pennsylvania. The event was well attended with over 500 people showing up to check out the store's sleek design. WMMR's Steve Morrison from "The Preston and Steve Morning Show" cut the grand opening ribbon to reveal the futuristic electronics retail store to the entire town. The mayor of Media, Pennsylvania, Bob McMahon proudly stood by Steve's side while the ribbon was being cut to show his support for the store.

Sir Speedy in Havertown recently received a Century Club Award, placing them in an elite group of Sir Speedy franchises worldwide. The Century Club sales achievement award recognizes 100 of the top franchises in the entire network for outstanding sales achievement in 2009. The award is presented annually at the Sir Speedy International Convention. Sir Speedy in Havertown is owned by David McBride and F. Michael Brown.

Donna Tursi of **Tursi Interiors LLC** and Joseph Tenaglia of Joseph Designs LLC received the distinguished award of "Best In Show" for their Living Room titled "Seacoast Salon" at the RNS Showhouse at the shore.

Widener University ranks in the top five in service and 56th overall among national universities in the annual Washington Monthly College Guide, which ranks colleges and universities based on their contributions to the public interest. Widener was one of only two national universities in the Philadelphia area named in the top 100.

During the second quarter, **The Maureen Ingelsby Team** from Keller Williams® Main Line Realty received the following awards: highest monthly listing units for March and April; highest monthly listing volume for April; highest monthly sales volume and units for May. Plus, the team received the Engaged Leadership Award for "demonstrating leadership qualities, superior work ethic

and consistent personal contribution to the market center." For more information, call them at 610-520-0100 or check out www.maureeningselsby.com.

Community Action Agency of Delaware County, Inc. (CAADC), announced that the Nonprofit Finance Fund (NFF) named CAADC one of 10 Southeastern Pennsylvania nonprofit organizations that will receive funding and technical assistance through the *2010 Capital and Capacity for Economic Recovery (CCER)* grant competition. The program, created with funding NFF received from the U.S. Department of Health and Human Services' Strengthening Communities Fund, was developed to promote economic recovery and improve the financial health and business acumen of Philadelphia-area nonprofit organizations.

Franklin Mint Federal Credit Union (FMFCU) and Main Line Health Employees Federal Credit Union (MLHEFCU) will officially merge in the fourth quarter of 2010. "We are pleased to provide them with an extended branch network, a national ATM network, expanded e-Services and a 24/7 call center," says John D. Unangst, FMFCU President/CEO. FMFCU now has 31 branch locations, 10 of which are located inside hospitals with an asset size of over \$650 million. A new, full service branch which will be open 7 days a week, is scheduled to open in early 2011 to serve the Main Line area.

Sorella Boutique has won BEST WOMEN'S BOUTIQUE on the MYPHL 17 PHILLY HOTLIST. Thank you to all clients for voting and supporting the store. Sorella has started manufacturing our own clothing label-look for a great line of basic shirts to arrive in store Oct. 30th-with the Sorella label!

Ribbon Cuttings

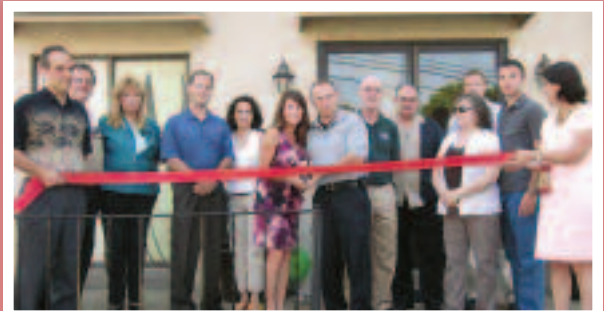


Lil Kutz

1936 MacDade Blvd,
Woodlyn, PA 19094
610-787-20327
www.lilkutz.com

Marriott SpringHill Suites

201 Industrial Highway
Ridley Park, PA 19078
610-915-6600

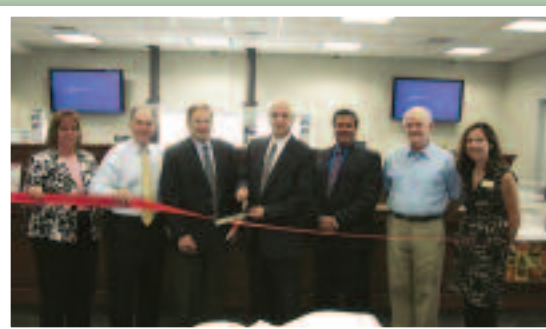


Empire Beauty School

799 West Sproul Road
Springfield, PA 19064
610-543-2515 or 610-543-2515
www.empire.edu

Malvern Federal Savings Bank

940 Baltimore Pike
Glen Mills, PA 19342
610-558-1555



Time Saving Solutions

516 Glendale Road
Upper Darby, PA 19082
610- 766-2566

\$mall Business

Joining the Chamber of Commerce has Competitive Advantages



For many small business owners, the majority of their customers typically come from business-to-business services and contacts. Because of this, maintaining a positive standing in the local business community is an essential ingredient for success, and joining as many business-centered organizations in your community as possible can pay huge dividends. Attending meetings and introducing your clients to each other not only creates good will, but also increases your visibility in a positive way.

Chambers offer many things for small businesses, especially new ones and start-ups. They provide a voice for the business community, and act as a bridge among different community institutions. To facilitate the interaction among these groups, the different Chambers hold a variety of events:

- Mixers
- Table Top Exhibits/Expos
- Seminars
- Luncheons
- Committee Meetings
- Benefits
- Networking Events
- Membership Drives

By attending some of these events, new contacts and friends are made, and old ones reinforced.

Joining a Chamber of Commerce

Anyone can join the Chamber, and dues start at \$230.00 annually. By joining and being just moderately active in the Chamber, this investment is returned in a short period. An immediate benefit that comes from joining a Chamber comes in the form of free advertising through:

- Promotion
- Free Media Coverage
- P.R.
- Networking

Joining Committees

Why you should join Chamber committees

To receive the greatest benefit from your membership, join several of the Chamber of Commerce committees. When you join the committees, you bring knowledge and your ideas, observations, and personal opinion are of paramount importance. You are the most valuable tool a Chamber committee could ever hope to have. You are the eyes and ears of the community. Chamber committees need this type of input.

How to join a committee

Contact the Chamber and tell them you want to volunteer. Find out which Chamber will be right for you. Many times, there is no limit to the number of people on a committee, so try to pick one with a large number of members. This enables you to do more networking, and big groups tend to divide sub-committee workloads more evenly. Join a committee that interests you, not one that holds no interest for you.

Board of Directors

Being on the board of directors of a Chamber of Commerce is extremely important. It is an easy job and very prestigious. It is also great for business. You will receive notice when board seats come up for election; Chambers usually ask their members through direct mail if anyone would like to run for a board seat. Fill out the form and attach a brief resume. Make sure not to go over the maximum word count, keep it short, and do not exaggerate your accomplishments. If you need help, call one of the current board members you know who is not re-running for the same position.

Distribution of Bi-Monthly Newsletters

Most Chambers of Commerce publish a monthly newsletter of what is going on around town and with various business members. The more hands these newsletters get into, the better it is for the advertisers and the better for you as a member, and it is great for Chamber membership since the more people who join the Chamber, the more people there are in the club to buy from you and all the businesses in the community. Offer to have copies at your business location. Email Jessica Hoffman at the Chamber to get a blurb in the Members on the Move section about any changes or exciting things your business has been doing for free! Advertise any events your having in the Newsletter to get Chamber Members to attend.

Membership Drives

Whenever the Chamber has a membership drive, you should volunteer to help. You have fax databases and distribution power and you personally know many business owners in town. Chamber membership can be the lifeline of their existence. The more we help them, the more they help you. It is okay to join many Chambers or at least all the ones where you want customers. Try to refer fellow businesses to the Chamber each month.

Meeting with Chamber membership

You probably are already on a first name basis with the Chamber of Commerce president, but if you are not, you should be. He or she needs your feedback about what is going on at the street level, and no one knows better than you do. You are the eyes and ears for the Chamber.

Network with other groups

You should network with your service club, whether it is Elks, Lions, Optimists, Kiwanis, Rotary, Optimists, or whatever. Bring those concerns with you. Help the Chamber co-sponsor events with your club and other clubs, making one big happy united family town, thanks to you. You can also volunteer to help with the Boys and Girls Club, United Way or other associated non-profit, which helps people. By adding your Chamber membership to a non-profit commitment, you will make a difference and super-charge your business.

Referrals - Word Of Mouth

No matter what you do at a Chamber of Commerce event, remember to bring business cards. Also take a look at the Membership Referral Program. The more people you refer, the more connections you're making within the Chamber.

Conclusion

Success in your business is up to you. We live in the greatest country in the world, and you are allowed unlimited success. However, along with that incredible gift, comes the opportunity to fail. The ball is in your court. Your Chamber membership can be one of your greatest assets, but you only get out what you put in. Stay involved, do not ever give up, and use your Chamber to help you win.

\$mall Business Seminars



First Step: How to Start a Business

Monday, November 8th
December 6th • 6 – 9 PM
@ Widener SBDC
1350 Edgmont Avenue • Chester, PA

These workshops assist entrepreneurs in starting down the path to successful business ownership:

- evaluating business ideas,
- developing a business plan,
- selecting a legal structure,
- registering a company,
- exploring financing options.

Introduction to Government Marketing

Thursday, November 18th
5:30 PM Registration
@ Widener SBDC
1350 Edgmont Ave • Chester, PA

- Fundamentals of doing business with the government
- Necessary registrations and certifications
- Sources of information and business resources
- Working with the Commonwealth of Pennsylvania

Second Step Business Planning Series:

6 – 9 PM @ Widener SBDC
1350 Edgmont Avenue • Chester, PA

Strategic Marketing – Monday, November 1st

This seminar focuses on the marketing segment of a business plan. The seminar addresses: product definition, targeting, competitive analysis, marketing strategy and media outlets.

Financial Planning – Tuesday, November 15th

This workshop focuses on the financial tools needed for good business decisions and successful business management. The course provides an understanding of basic financial statements and requires a basic working knowledge of Excel.

Knowledge @ Noon: Getting Recognized

Tuesday, November 30th • 11:30 AM
@ Delaware County Chamber of Commerce
602 E. Baltimore Pike, 2nd Floor • Media, PA 19063
Presented By: Anton Dell'Orefice, Delightful Detail

Do you want your customers to remember you?

Seminar Includes:

- Why advertising specialties are the most cost effective advertising medium.
- A cost analysis of promotional products versus other advertising media
- How long will your name stay in front of your customers
- How to use your advertising dollars to get the most amounts of impressions.

Quick Books – Basics

November 9th & 10th
5:30 PM Registration
@ Widener University's Leslie C. Quick Center
13th and Walnut Streets, • Chester, PA

A practical introduction to the popular Quick Books software. This is a "hands-on" course over two consecutive evenings that will teach the basic business transactions in Quick Books. At the end of the two sessions you should be proficient in the basic functions and reporting features of QuickBooks. This seminar qualifies for 6 CPE Credits.

Knowledge @ Noon: Writing for the Web

Tuesday, January 25th
@ Delaware County Chamber of Commerce
602 E. Baltimore Pike, 2nd Floor • Media, PA 19063
Presented By: Hendrik-Jan Francke, Bright Orange Thread

This is an educational seminar examining how users read on the web and how small businesses can effectively structure and deliver their content, supported with research and solid techniques. Those attending the seminar will be able to (1) develop a greater understanding of user behavior on their own website, (2) identify problem areas in their content's messaging and structure, and (3) learn valuable techniques for writing user-focused copy.

GOVERNMENT AFFAIRS



The Board of Directors for SEPAC, the Political Action Committee comprised of representatives from multiple chambers of commerce in Southeast Pennsylvania, including the Delaware County Chamber of Commerce, announced the endorsements listed below for the 2010 General Election. Endorsements were based on candidate's positions on business issues. The candidates endorsed by SEPAC recognize the needs of businesses in Southeast PA and across the Commonwealth. They understand what is required to improve the business climate in Pennsylvania, including the lowering of business taxes, regulatory reform, tort reform and promoting sound business policies.

SEPAC is a Political Action Committee comprised of Members from the Delaware County, Main Line and TriCounty Area Chambers of Commerce. These three chambers of commerce represent over 5,000 members across 4 counties, and are the premier business advocacy organizations within Southeastern Pennsylvania. The SEPAC Board feels a thriving economy impacts the residents, municipalities, and institutions of the area, as well as all of Pennsylvania. Support of pro-business policies will go a long way towards keeping Southeastern Pennsylvania a great place to live, work, and raise a family.

ENDORSED CANDIDATES FOR GENERAL ELECTION 2010

Delaware County

William Adolph (R), 165th District - Incumbent, State House of Representatives
Steven Barrar (R), 160th District - Incumbent, State House of Representatives
Maureen Carey (R), 164th District - Challenger, State House of Representatives
Joseph Hackett (R), 161st District - Candidate for State House of Representatives
Thomas Killion (R), 168th District - Incumbent, State House of Representatives
Nicholas Miccarelli (R), 162nd District - Incumbent, State House of Representatives
Nicholas Micozzie (R), 163rd District - Incumbent, State House of Representatives
Edwin "Ted" Erickson, (R), 26th District - Incumbent, State Senate
Patrick Meehan (R), 7th District - Incumbent, US House of Representatives

Other Races Endorsed by SEPAC

Timothy Briggs (D), 149th District - Incumbent, State House of Representatives
Michael Gerber (D), 148th District - Incumbent, State House of Representatives
Warren Kampf (R), 157th District - Candidate for State House of Representatives
John Lawrence (R), 13th District - Candidate, State House of Representatives
Duane Milne (R), 167th District - Incumbent, State House of Representatives
Thomas Quigley (R), 160th District - Incumbent, State House of Representatives
Douglas Reichley (R), 134th District - Incumbent, State House of Representatives
Curt Schroder (R), 155th District - Incumbent, State House of Representatives
Marcy Toepel (R), 147th District - Incumbent, State House of Representatives
Robert Mensch (R), 24th District - Incumbent, State Senate
John Rafferty (R), 44th District - Incumbent, State Senate
Charles Dent (R), 15th District - Incumbent, US House of Representatives
James Gerlach (R), 6th District - Incumbent, US House of Representatives
Thomas Corbett (R) – Candidate for Governor, Pennsylvania
Patrick Toomey (R) – Candidate for US Senate, Pennsylvania

FISCAL REPORT CARD GIVES RENDELL ADMINISTRATION A 'D'

Prudence missing from handling of state's economic constraints

While only four governors received an "A," and seven governors fared the worst with an "F," the Rendell administration received a "D" on the "Fiscal Policy Report Card on America's Governors: 2010."

The study, conducted by the Cato Institute, examined how the state's governors approached spending, revenue and tax rates, particularly given the economic constraints of the last two years. The recent tax increases enacted by states have been the largest in many years, and state debt levels have doubled in the past decade. Faced with lower revenues, funding gaps in public pensions, and increased competition from a global economy, some governors met the challenges with fiscal prudence and others did not.

Some governors actually decreased spending during their tenures, rejected tax hikes and even called for legal caps on state budget growth. All of the "A" governors enacted or proposed some type of business tax reform.

The governors who received the lowest grades pursued large tax increases to balance state budgets and grow programs – to the detriment of their state's economy, families and businesses. While the administration didn't get an "F," it narrowly earned a "D" by one point.

The ongoing budget crisis that Pennsylvania, along with almost every other state, will face is not entirely reflective of the short-term problems created by the recession, but rather, the long-term problems of soaring debt and unfunded obligations. As the state anticipates a change in administration and legislative session, the PA Chamber stands ready to work with lawmakers on spending and business tax reforms in order to make the Commonwealth both competitive and prosperous.

PA Chamber of Commerce

Event Recap



PHOTO 1 – Members network while packing school bags at CityTeam Ministries.


PHOTO 2 – The Chamber Day at the Races & BBQ was perfect day to be out of the office, networking in the sun, and placing bets on the races at Harrah's!

PHOTO 3 – Brinker, Simpson & Company LLC won the drawing to have a live race named after them and spent time in the Winner's Circle.

PHOTO 4 – Even on a rainy day, members made it out to network at Penn State Brandywine for the September Business After Hours.

PHOTO 5 – Ted Erickson was the 2010 Legislator of the Year in October, standing with Chamber President, Board Chairman and event sponsors, Aqua Pennsylvania, Crozer Keystone Health System and Peco.

PHOTO 6 – Chamber Members filled up the Franklin Mint Federal Credit Union in the Granite Run Mall at the Coffee Connection in October.

 Check out all of our event photos on the Chamber facebook!

PACESETTERS

A-Fine Line LLC
Ardmore Hardwood Floors
Arora Engineers, Inc.
Baker Printing
Beneficial Bank
Blueline Studio
Briggs Auction, Inc.
Brokerage Professionals/Arthur J. Gallagher & Co.
Collex Collision Experts
Comfort Keepers
Community Arts Center
Computerologist, Inc.
Concord Township
County Savings Bank
CR Meyer
Delaware County TMA
Dyneon LLC
Eckell, Sparks, Levy, Auerbach, Monte, Sloane,
Matthews & Auslander, P.C.
Event Medical Staffing Solutions
Eventricity, LLC
Exacta Business Advisors

Fulton Bank
GPCD Partners, LLC, Certified Public Accountants
Gretz Beer Co.
Independence Blue Cross
Institute for Economic Development
J. P. Whitesell
John Nash Plumbing & Heating
Kelly & Close Consulting Engineers & Surveyors
Keystone Storage Solutions
Lincoln Mortgage Co.
Lorraine's Pet & House Sitting Services
Marple Newtown School District
Media-Providence Friends School
Melito's Heating and Air Conditioning
Mendoza Group Inc.
Montgomery International, Inc.
Parts Distribution Xpress
Penn Bottle & Supply Co.
Penn State Brandywine
Petplan
Phase 1 Cleaning Services

Premier Orthopaedic & Sports Medicine
Associates, Ltd.
Prosit Print Solutions
Ralph Gary Rainey, D.O.
Republic Bank
Rocky Run YMCA of Philadelphia
Roland Noreika, Architect
Seamless Events Inc.
Southwest Airlines Company
Southwest Vinyl Windows
Springfield Mall
Staybridge Suites Brandywine Valley
Sun East Federal Credit Union
Swarthmore Financial Advisors, Ltd.
The Bridlebrook Group
The Doyle Group/CSERT, Inc.
The Edmar Abrasive Company
The Salvation Army
UnderCoverAlls, Inc.
Wells Fargo Advisors
Women's Yellow Pages

20+ YEAR MEMBERS

NOVEMBER / DECEMBER 2010

AAA Mid-Atlantic
American Cancer Society
Aqua Pennsylvania, Inc.
Brandywine Conference and Visitors Bureau
Chaddsford Winery
Chester-Jensen Company
Citizens Bank
Clifton Window and Door Corp.
Concepts Unlimited
Copy Products, Digital Office Solutions
Coyle Real Estate Company
Cradle of Liberty Council/
Boy Scouts of America
D. Pileggi & Sons, Inc.
Delaware County Commerce Center
Delaware County Community College
Delaware County Daily Times
Delaware County I.U. #25
DELCORA
Delmont Laboratories, Inc.
D'Ignazio's Towne House

Drummond Scientific Company
Dyneon LLC
Elko & Associates Ltd
First Keystone Bank
Fisher Tank Company
Fizzano Brothers Concrete Products
Gateside Group LP
Gretz Beer Co.
Hanson Aggregate Pennsylvania, Inc.
International Scrap Iron & Metal Co.
Iron Workers Bank
James C. Logan, Inc.
James Gentile, D.D.S., P.C.
Jeffrey E. Celebre, Ph.D.
Joe's Building & Plumbing Supplies Inc.
Kassab, Archbold & O'Brien, LLC
Knight Bros., Inc.
Mayfield Gardens, Inc.
Mercy Fitzgerald Hospital
Michael F. X. Gillin & Associates
O'Connell Associates

Office Basics
PECO
Penn State Brandywine
Pilot Air Freight Corp.
PNC Bank
PQ Corporation
Rimmer & Jennings, LLC
SEPTA
Stantec Consulting Services Inc.
Suburban West Realtors Association
Sunoco, Inc.
T. Frank McCalls, Inc.
Tague Lumber of Media, Inc.
The Salvation Army
Verizon Communications
Wachovia Bank N.A.
Waste Management of Delaware Valley
WAWA, Inc.
Widener University
Wm. A. Schmidt & Sons

NEW MEMBERS

AUGUST/SEPTEMBER 2010



Delaware County
Chamber of Commerce

AdzZoo

(610) 586-5815 FAX: (610) 586-1450
DESCRIPTION: Marketing Consulting Services
CONTACT: Megill, Robert

All Riders Up

265 Mattson Rd.
Garnet Valley, PA 19060
(610) 459-0879
DESCRIPTION: Non-Profit Organizations
CONTACT: Laver, Marcia M.

Baird & Bird, Inc.

609 E. Baltimore Pike
Media, PA 19063
(610) 565-7600 FAX: (610) 565-7603
DESCRIPTION: Real Estate Agents & Brokers
CONTACT: Bird, Barbara

Buys for Good, LLC

210 E. Rose Valley Rd.
Wallingford, PA 19086
(610) 500-3352
DESCRIPTION: Consulting Services
CONTACT: DiTommaso, Anthony

Cathy Miller Cancer Fund, Inc.

603 Rosehill Rd.
Broomall, PA 19008
(610) 550-1642
DESCRIPTION: Non-Profit Organizations
CONTACT: Diamond, Jean

Changing Lanes Learning Center

1200 Clifton Ave.
Collingdale, PA 19023
(610) 522-2101 FAX: (610) 522-9103
DESCRIPTION: Schools - Pre-K,
Elementary & Secondary
CONTACT: Pereira - Lane, Naomi C.

Check & Cash Express

227 W Lehigh Ave.
Philadelphia, PA 19130
(215) 634-0600 FAX: (215) 634-0631
DESCRIPTION: Financial Services
CONTACT: Pastrana, Debbie

Chubby Balboa

200 Town Centre Dr., Ste. 17 - 21
Glen Mills, PA 19342
(610) 558-4130
DESCRIPTION: Restaurants & Take Out Foods
CONTACT: DiCamillo, Jim

CMR Construction & Roofing of Pennsylvania

Two Bala Plaza
Bala Cynwyd, PA 19004
(215) 834-9178 FAX: (877) 818-8605
DESCRIPTION: Roofing & Siding
CONTACT: Mabry, Brandy L.

Colortyme

1102 A Chester Pike
Sharon Hill, PA 19079
(484) 494-9999 FAX: (484) 494-6190
DESCRIPTION: Retail Stores
CONTACT: McHale, Scott

Converge, Inc

992 Old Eagle School Rd., Ste. 908
Wayne, PA 19087
(610) 296-8550 FAX: (484) 598-2036
DESCRIPTION: Accountants/CPAs
CONTACT: Izzo, Mark J.

Craftsman Home Inspection Service Inc.

217 Warren Blvd.
Broomall, PA 19008
(610) 356-7338
DESCRIPTION: Home Inspection Services
CONTACT: Randazzo, Joseph J.

Dwight Francis Electrical

821 Baltimore Ave.
Lansdowne, PA 19050
(610) 623-3435 FAX: (610) 623-3436
DESCRIPTION: Electrical Contractors
CONTACT: Francis, Dwight

FiscalWise, Inc.

55 State Rd., 2nd Fl.
Media, PA 19063
(610) 891-7760
DESCRIPTION: Financial Planning
CONTACT: Heidig, William T.

Government Procurement Services

15 N. Valentine Dr.
Garnet Valley, PA 19060-1332
(610) 358-4034
DESCRIPTION: Business Support Services
CONTACT: Lobis, Carmen

I.T. Guys LLC.

2031 E. Darby Rd.
Havertown, PA 10983-2408
(484) 453-8642
DESCRIPTION: Computer System Design
& Related Services
CONTACT: Fuqua, Jeff N.

Independence Health Care Associates

P.O. Box 926
Newtown Square, PA 19073
(610) 325-8027 FAX: (610) 325-0278
DESCRIPTION: Medical, Dental & Hospital
Equipment & Supplies
CONTACT: Parker, Dave

J. Scott Watson

24 Regency Plaza
Glen Mills, PA 19342
(610) 358-9600 FAX: (610) 358-9601
DESCRIPTION: Attorneys
CONTACT: Allard, Gregory J.

J.R. Painting - PA066539

8496 Lansdowne Ave.
Upper Darby, PA 19082
(215) 317-7157
DESCRIPTION: Painting & Wall Covering
Contractors
CONTACT: Rogers, Jay

License Restoration Services Inc.

2809 West Chester Pike
Broomall, PA 19008
(610) 355-9600 FAX: (610) 355-9603
DESCRIPTION: Consulting Services
CONTACT: DiAngelus, Vincent

Malvern Federal Savings Bank

940 Baltimore Pike
Glen Mills, PA 19342
(610) 558-1555
DESCRIPTION: Banks & Savings Associations
CONTACT: Mitchell, Heddy

McGrath Termite & Pest Control

1093 Green Lane
Glen Mills, PA 19342
(610) 361-1980 FAX: (610) 361-1980
DESCRIPTION: Exterminating & Pest
Control Services
CONTACT: McGrath, Dennis F.

Metro PCS

6906 Market St.
Upper Darby, PA 19082
(610) 352-3930
DESCRIPTION: Telecommunications
CONTACT: Kennedy, Joel

Metro PCS

249 Glenside Ave.
Holmes, PA 19043
(215) 625-3815
DESCRIPTION: Telecommunications
CONTACT: Akes, Kean

Muntean Leadership Group, LLC

1201 Turks Head Ln.
West Chester, PA 19382
(610) 793-4356 FAX: (610) 793-4366
DESCRIPTION: Consulting Services
CONTACT: Muntean, Steve

Rent A Smart Guy.com

2004 Bellemead Rd.
Havertown, PA 19083
(302) 507-6098
DESCRIPTION: Consulting Services
CONTACT: Mattocks, Brian T.

Re-Nu Hair Wellness Center, Inc.

6 N. Pennell Rd.
Media, PA 19063
(484) 443-8002 FAX: (484) 443-8013
DESCRIPTION: Wellness
CONTACT: Shields, Kimberly

Salvatore Guerriero

1635 Market St., 11th Fl.
Philadelphia, PA 19103
(215) 567-2010 FAX: (215) 751-1142
DESCRIPTION: Attorneys
CONTACT: Guerriero, Salvatore

Servpro - Upper Darby

P O Box 715
Bear, DE 19701
(610) 352-0700 FAX: (302) 392-6100
DESCRIPTION: Restoration -
Commercial & Residential
CONTACT: Chaleff, Alice

T.S. Investments

6557 Cottage St.
c/o Michael A. Riley
Philadelphia, PA 19135
(215) 624-4235
DESCRIPTION: Business Brokers
CONTACT: Riley, Michael A.

Thyme Catering

1413 Foulk Rd.
Wilmington, DE 19803
(610) 494-0450 FAX: (302) 371-8495
DESCRIPTION: Catering & Special
Food Services
CONTACT: Murray, Kendra A.

USI Affinity

One International Plaza, Ste. 400
Philadelphia, PA 19113-1589
(800) 265-2876
DESCRIPTION: Insurance & Employee
Benefit Funds
CONTACT: Pitts, Jim

Villanova University Office of Continuing Studies

800 Lancaster Ave.
Villanova, PA 19085
(610) 519-4310 FAX: (610) 519-6144
DESCRIPTION: Colleges/Universities &
Professional Schools
CONTACT: Kane Jr., James S.

Walmart

1570 Chester Pike
Eddystone, PA 19022
(610) 586-1063 FAX: (610) 586-1064
DESCRIPTION: Retail Stores
CONTACT: Mims, John

Western Delaware County Women's Journal

P.O. Box 247
Chadds Ford, PA 19317
(484) 889-6182
DESCRIPTION: Newspapers
CONTACT: MacLeod, Katrina

Advertise Here! Check out our new ad rates!

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Business Card: 3.75"W x 2.25"H	\$150

RATES FOR A YEAR - 6 ISSUES

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Quarter:	\$1350
Business Card:	\$810

HALF PAGE MEMBER SPOTLIGHT

- Half page advertorial in the Business Connections
- Placement on the Chamber Home Page for 2 months
- Placement on the Business Connections Email Blast

ONLY \$800

Interested? Contact Jessica Hoffman,
jessicah@delcochamber.org

EMAIL BLAST RATES

MONDAY MORNING MEMO SPONSORSHIP

40-word message sent out to over 3000 contacts in the Monday Morning Memo for a month only \$200! Contact Jessica Hoffman to see what months are still available, jessicah@delcochamber.org!

COMMUNITY EVENTS

At the end of every month the Chamber will send out an email blast with Member's events! Each event is only \$50 and is sent out to over 3000 contacts. Advertise your event now by contacting Jessica Hoffman, jessicah@delocchamber.org !

CONFERENCE ROOM RATES

*Searching for the perfect meeting place?
Rent a conference room at the Chamber!*

Use our conference rooms for Business Meetings, Seminars, Press Conferences, Interviews or Corporate Training.

Small Room

Up to 4 Hours – \$100.00

Full Day – \$150.00

Non – Profit Rates

Up to 4 Hours – \$75.00

Full Day – \$100.00

- Seats up to 13 people
- 100" TV with Cable
- Smart Board
- Conference Call Capabilities
- High Speed Internet Access When Requested

Large Room

Up to 4 Hours – \$100.00

Full Day – \$150.00

Non – Profit Rates

Up to 4 Hours – \$75.00

Full Day – \$100.00

- LCD Projector
- Hand Held and Lavalier Microphones
- Overhead Projector
- Stereo Sound System
- Conference Call Capabilities
- High Speed Internet Access When Requested

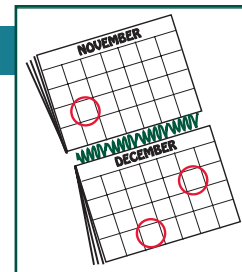
Full kitchen area with complimentary coffee, tea and water is available. Any conference room size with the use of technology is an additional \$75.00.

It's that time again! It's Directory season!

Take your membership to the next level by advertising in our
2011 Membership Directory and Buyers Guide!

Get your ad into the Chamber by February 25th.

Calendar of Events



November

1-15	Monday	Thanksgiving Food Drive @ Chamber	
3	Wednesday	Ambassadors Committee @ Chamber	9:30 AM
4	Thursday	Carriers Breakfast @ Chamber	8:30 – 10 AM
4	Thursday	BAH @ Citadel in Springfield	5 – 7 PM
5	Friday	Business Resource Council	8 AM
11	Thursday	New Member Reception	8:30 – 10 AM
11	Thursday	DCYP @ Windsor	5 – 7 PM
16	Tuesday	Box Packing @ City Team	9:30 – 11:30 AM
17	Wednesday	Chester Economic Forum @ Widener University	8 AM
18	Thursday	Annual Dinner @ Drexelbrook	5:30 PM
19	Friday	Government Affairs Committee @ Chamber	8 AM
23	Tuesday	WIBN @ Hampton Inn	11:30 AM – 1 PM
25-26	Thurs/Fri	HOLIDAY-Chamber Offices Closed	
30	Tuesday	Knowledge @ Noon @ Chamber	11:30 AM – 1 PM

December

1	Wednesday	Ambassadors Committee @ Chamber	9:30 AM
1	Wednesday	Non-Profit Roundtable @ Chamber	11:30 AM – 1 PM
2	Thursday	DCYP Ales for Nails @ 2312 Garrett	
3	Friday	Business Resource Council @ Chamber	8 AM
9	Thursday	Business After Hours @ Videon Dodge	5 – 7 PM
15	Wednesday	New Member Reception @ Chamber	12 PM
17	Friday	Government Affairs Committee @ Chamber	8 AM
23	Thursday	Chamber ½ Day	
24	Friday	HOLIDAY – Chamber Offices Closed	
30	Thursday	Chamber ½ Day	
31	Friday	HOLIDAY – Chamber Offices Closed	
TBA		DCYP Holiday Happy Hour	

January

5	Wednesday	Ambassadors Committee @ Chamber	9:30 AM
7	Friday	Business Resource Council @ Chamber	8 AM
11	Tuesday	Speed Networking @ Chamber	10:30 AM – 12 PM
12	Wednesday	New Member Reception @ Chamber	3:30 – 5 PM
21	Friday	Government Affairs Committee @ Chamber	8 AM
21	Friday	Chamber Bowl @ Sproul Lanes	12 PM
25	Tuesday	Knowledge @ Noon @ Chamber	11:30 AM – 1 PM

Delaware County Young Professionals Networking

Thursday, November 11th
5 – 7 PM
@ Windsor at Brandywine Valley
100 Cornerstone Dr.
Glen Mills, PA 19342

New Member Reception

Thursday, November 11th
8:30 – 10:30 AM
Wednesday, December 15th
12 PM
@ Delaware County
Chamber of Commerce
602 E. Baltimore Pike, 2nd Floor
Media, PA 19063

Speed Networking

Members Only
Tuesday, January 11th
10:30 AM – 12 PM
@ Delaware County
Chamber of Commerce
602 E. Baltimore Pike, 2nd Floor
Media, PA 19063

Thanksgiving Food Drive

Last Chance!
Drop off boxes or pudding, gelatin and cake or brownie mixes to the Chamber!
It's last chance to help us reach our goal of 1600!
Deadline: Monday, November 15th

Delaware County Chamber of Commerce
602 East Baltimore Pike
Media, PA 19063
610.565.3677
Fax 610.565.1606

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