

# BUSINESS CONNECTIONS

Promoting Business and Economic Well-Being in the Region



January-February 2011

## Chamber Bowl

Friday, January 21<sup>ST</sup>  
12 - 4 PM

@ SPROUL LANES

745 S. Sproul Road • Springfield PA 19064

**Perfect Team Building Event!** 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.

Price includes - Food, Soda, Beer, shoes and three games of bowling.

**YOU MUST PRE-REGISTER TO PLAY!**

**COST:** Member (Single) \$25.00/each  
Member (Team of 5) \$110.00/each  
Future Members (Single) \$35.00/each



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442,885 hits in Oct!	
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Look for these markers throughout the newsletter for the latest news and events from the Chamber!

### 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](mailto:JessicaH@delcochamber.org).







# Meet Your Board

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

*Always be prepared... do not take shortcuts either dealing with the team you are leading or the clients you serve.*

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

*I would probably be teaching high school and coaching baseball.*

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

*I organize and manage a fall baseball program that has grown to include boys ages 7 to 14 with over 400 players participating this past year*

**What is your favorite quote?**

**THERE ARE TWO:** *“Leaders are made, they are not born. They are made by hard effort which is the price all of us must pay to achieve any goal that is worthwhile”* ~ Vince Lombardi

*“Be more concerned with your character than your reputation, because your character is what you really are while your reputation is merely what others think you are”* ~ John Wooden

**Ralph Cicalese, WSFS Bank**

**Promote your business with the Chamber!  
2011 MEMBERSHIP DIRECTORY**

**Full Color Ads**

Full Pg.....	\$2,000
Pg One.....	\$2,300
Pg Two.....	\$2,300
Final Pg.....	\$2,300
Inside Front Cvr....	\$2,500
Inside Back Cvr.....	\$2,500
Back Cvr.....	\$3,500

**Black/White Ads**

Classified Listing.....	\$300
Quarter Page.....	\$500
Half Pg Vertical.....	\$900
Half Pg Horizontal...	\$900
Full Page.....	\$1,500

**BUSINESS CONNECTIONS AD RATES  
RATES PER ISSUE**

Full: 7.75"W x 10.25"H .....	\$735
Half: 7.75"W x 4.75"H .....	\$440
Quarter: 3.75"W x 4.75"H .....	\$265
Business Card: 3.75"W x 2.25"H .....	\$150

**HALF PAGE MEMBER SPOTLIGHT - \$800**

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

**ONLINE  
EMAIL BLASTS**

*Monday Morning Memo Sponsorship - \$200/Month*  
40 word message, logo and link to your website sent out every Monday for a month to over 2000 contacts.

*Member Events & Discounts - \$50/Event or Discount*  
Put your event in our Community Events email blast that goes out once a month to over 2000 contacts. Include a description, picture and a link to register!

**CHAMBER WEBSITE!**

*Chamber Homepage - Rotating Banner Ad - \$200/Month*

*Community Calendar and Membership Directory - Rotating Ad - \$100/Month*

**Interested?** *Contact Jessica Hoffman at the Chamber to advertise today!*

# NETWORKING EVENTS



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Future Members (Single) \$35.00/each



## Red Cross Series

**BE RED CROSS READY**

Wednesday, January 19<sup>TH</sup>  
8 AM

@ DELAWARE COUNTY CHAMBER OF COMMERCE

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

While the Red Cross and our partners are committed to lending a helping hand to those in need, assistance may be delayed in times of disaster. That's why it's important for your family to **Be Red Cross Ready** by completing three easy steps:

**1 Get a Kit** 

**2 Make a Plan** 

**3 Be Informed** 

The American Red Cross is a volunteer-led, humanitarian organization that helps people prevent, prepare for, and respond to emergencies. When the inevitable strikes, it's often Red Cross volunteers that provide relief to victims. Did you know that the American Red Cross responds to about 70,000 disasters each year?

To register for these events or for full list of our events, visit:  
[www.DelcoChamber.org](http://www.DelcoChamber.org)

# NETWORKING EVENTS



## Women in Business Events

*\*Please note these are WOMEN ONLY events.\**

**Friday, January 28<sup>TH</sup> • 11:30 AM – 1 PM**

**Sponsored by: Clear Sound**

**@ COMMUNITY ARTS CENTER**

414 Plush Mill Road • Wallingford, PA 19086

**Wednesday, February 23<sup>RD</sup> • 11:30 AM – 1 PM**

**@ FRANKLIN MINT FEDERAL**

**CREDIT UNION**

375 Baltimore Pike • Springfield, PA 19064



## Speed Networking

*\*Members only, limited to 25 registrants and must pre-register online!\**

**Tuesday, January 11<sup>TH</sup> • 10:30 AM – 12 PM**

**@ DELAWARE COUNTY CHAMBER OF COMMERCE**

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

Don't be tardy for the party. Get to the chamber on time and bring plenty of business cards (At least 25.) Be sure to come prepared. Helpful hints, bring material, prepare a short 30 second or so elevator pitch and be ready to talk!



## DCYP Events

*DCYP offers Young Professionals' ages 21-39 a chance to network with peers and develop business relationships with other young professionals throughout the county.*

### Pong Tournament

**Thursday, January 13<sup>TH</sup> • 5:30 – 8 PM**

**@ BARNABY'S ASTON**

5501 Pennell Road • Media, PA 19063

***Pre-Registration is required!***

***Only 32 spots available! Register Now!***

### DCYP Business Card Exchange

**Sponsored By: Community Integrated Services**

**Wednesday, February 2<sup>ND</sup> • 4 – 6 PM**

**@ IRON HILL BREWERY**

30 East State Street • Media, PA 19063

*Not a Young Professional? Send a co-worker!*



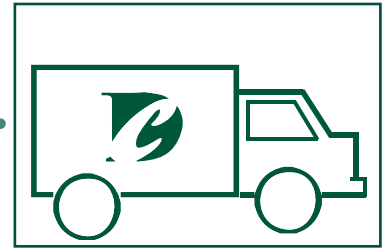
## Calling All Ambassadors!

Western Delco Ambassador Group forming - Donna Reeves, DNB Bank will chair the group which will meet in the Chamber's Chadds Ford office in the Franklin Mint Federal Credit Union, Painters Crossing. The group will meet the 4th Friday of every month at 9:15 AM. The first meeting will be Friday, January 28th. If interested, please call Donna Reeves 484-359-3228 or Ginny Miller 610-558-1390.

# Members

ON THE

MOVE



**The Staybridge Suites** hotel in Glen Mills, PA is proud to announce that Staybridge Suites® was recently awarded “Highest in Guest Satisfaction Among Extended Stay Hotel Chains” in the 2009 North America Hotel Guest Satisfaction Index Study by J.D. Power and Associates. For more information visit [www.staybridge.com/jdpower](http://www.staybridge.com/jdpower).

**The Community Action Agency of Delaware County, Inc. (CAADC)** held its 30th Annual Meeting on Friday October 29th, 2010 at the **Springfield Country Club**. The luncheon included an update on the Agency’s status, a retrospective of the Agency’s 30 years, as well as awards to supporters of the Agency. In addition, a special Lifetime Achievement Award was given to State Senator Edwin B. Erickson, III, one of the original founders of the Agency.

**Kayte Connelly CCT, Chief Solutions Officer, Best Principled Solutions LLC** was selected from over 5,000 submissions to be featured in *The 2011 Woman’s Advantage Shared Wisdom Calendar*. The calendar provides advice for women business owners from influential women leaders across the US and Canada. Connelly’s advice has been included in the calendar which for the second time for her advice, formerly appearing in the 2008 calendar.

**Bright Orange Thread** was chosen as Special Olympics Delaware’s (SODE’s) “Outstanding Small Business” for 2010. The firm was honored at SODE’s annual Night of Heroes, which celebrates the significant contributions of individuals or organizations. Earlier this year, Bright Orange Thread committed to provide pro bono services to SODE, including a new website that launched this September. Bright Orange Thread works with small businesses and organizations—as well as non-profits—to create high-performance, user-friendly websites. [www.brightorangethread.com](http://www.brightorangethread.com)

**Seamless Events Inc.** announces their 2011 Committee Members for their Delaware Valley HR Person of the Year

Award Program. Event chair is Meghan Patton, SPHR. Event co-chair is Missy McNamara Quinn. The treasurer is Paul Antony. HR community liaisons are Michael Furman, SPHR, Geoff Schwarz and Rob Croner. The nominations committee is Laura LaBuda, PHR (Co-Chair), Gregory Brigidi (Co-Chair), Tricia Steege and Todd Celuch. The silent auction committee is Deanna Glose (Chair), Patricia Russell, Lynn Fraser, Sandy Miller, Julie Baldwin and Rita Scanio

The sponsorship committee is Ragini Parmar (Chair), Michael Winsey and Tony Trasatti. The awards committee is George Podhor and arrangements will be made by Ellen Robinson-Gunder.

Lastly the SHRM chapter liaison is Cindee Porter, SPHR. The 2011 Delaware Valley HR Person of the Year Award will be held on Thursday, May 12, 2011 at The Loews Philadelphia Hotel from 5:30-9:00pm. Please visit [www.hrpersonaward.org](http://www.hrpersonaward.org) for more details.

Bank of America’s Charitable Foundation has selected **Goodwill of Delaware and Delaware County** as the 2010 Delaware Neighborhood Builder, as part of their Neighborhood Excellence Initiative to stimulate economic vitality and recognize non-profits. The award, which includes a grant of \$200,000 in unrestricted funding, recognizes Goodwill of Delaware for its job training and educational services, including the newly created scholarship fund. The Neighborhood Excellence Initiative “helps to generate meaningful and cumulative economic and social impact at the local level where it’s needed most.”

Maria Y. Rolston was recently promoted to Assistant Vice President of Employee Development at **Franklin Mint Federal Credit Union (FMFCU)**. In her new role, Rolston will focus on enhancing FMFCU’s employee and management development programs. She also will expand the Credit Union’s electronic learning (e-learning) program, which will enable employees to complete continuing education courses online through webinars. “Employee training and

development are critical components to the Credit Union’s success. Maria’s experience in education and training makes her a valuable resource. The contributions she made to FMFCU’s training program thus far have been significant...” says John D. Unangst, FMFCU President/CEO.

**Maureen Ingelsby, Realtor®, CSP, ABR, CRS, GRI, SRES, PMN**, along with her teammates received five awards from **Keller William® Main Line Realty**. They received 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.”

**Widener University** launched “Taking the Lead – The Campaign for Widener,” a \$58 million, seven-year fundraising initiative to strengthen the university’s growing national reputation as an institution committed to leadership education, civic engagement, global awareness and academic excellence. The ambitious campaign, the largest in the university’s 189-years history, includes \$46 million for the Main Campus in Chester, Pa., and \$12 million for the School of Law, which has campuses in Wilmington, Del. and Harrisburg, Pa.

Rosalie M. Mirenda, Ph.D., **Neumann University** President, is pleased to announce the appointment of Jonathan Peri, Esq., Vice President and General Counsel, to the Pennsylvania State Board of Education by Governor Edward G. Rendell on the recommendation of Senators Dominic F. Pileggi and Edwin B. Erickson.

**Clear Sound Inc.** launched their new website at last fall’s Taste and Tour at the Drexelbrook with great success. They’ve also just completed providing the audio for the over 11,000 runners of the 17th annual Philadelphia Marathon. Coming up on January 28th they will be hosting the Women in Business Network at the Community Arts Center in Wallingford. Join them to see a demonstration of their services, as well as to network with other women in the community.

# Ribbon Cuttings



## **Colortyme Rent to Own**

1102 Chester Pike  
(Located in ACME @ Clifton & Chester Pike)  
Sharon Hill, PA 19079  
484-494-9999  
[www.colortyme.com](http://www.colortyme.com)



## **Froo Ish Uhn**

1 E. Baltimore Avenue, Suite B  
Media, PA 19063  
484-442-8873



## **Citadel**

943 West Sproul Rd  
Springfield, PA 19064  
610-466-6443 Direct  
610-466-6980 Fax  
[www.citadelfcu.org](http://www.citadelfcu.org)

## **Re-Nu Hair Wellness Center**

6 N. Pennel Road  
Media PA 19063  
484-443-8002  
[www.renuhair.net](http://www.renuhair.net)



# GOVERNMENT AFFAIRS



**As we enter 2011**, we will see changes in both the House and the Senate, as 2010 Mid-term elections proved promising for Republicans in both chambers. The House Republicans held their leadership elections on November 9, with the House Democrats holding their elections a week later on November 16. A day later, on November 17, the Senate Republicans and Senate Democrats held their leadership elections. The results are as follows:

## HOUSE REPUBLIC LEADERSHIP:

- **Speaker**, Sam Smith (Jefferson)
- **Leader**, Mike Turazai (Allegheny)
- **Appropriations Chairman**, Bill Adolph (Delaware)
- **Whip**, Stan Saylor (York)
- **Caucus Chair**, Sandra Major (Susquehanna)
- **Caucus Secretary**, Mike Vereb (Montgomery)
- **Caucus Administrator**, Dick Stevenson (Mercer)
- **Policy Chair**, Dave Reed (Indiana)

## HOUSE DEMOCRATIC LEADERSHIP:

- **Leader**, Frank Dermody (Allegheny)
- **Appropriations Chairman**, Joe Markosek (Allegheny)
- **Whip**, Mike Hanna (Clinton)
- **Caucus Chair**, Dan Frankel (Allegheny)
- **Caucus Secretary**, Jennifer Mann (Lehigh)
- **Caucus Administrator**, Ron Buxton (Dauphin)
- **Policy Chair**, Mike Sturla (Lancaster)

## SENATE REPUBLIC LEADERSHIP:

- **President Pro Tempore**, Joe Scarnati (Jefferson)
- **Leader**, Dominic Pileggi (Delaware)
- **Appropriations Chairman**, Jake Corman (Centre)
- **Whip**, Pat Browne (Lehigh)
- **Caucus Chair**, Mike Waugh (York)
- **Caucus Secretary**, Bob Robbins (Mercer)
- **Caucus Administrator**, TBA
- **Policy Chair**, TBA

## SENATE DEMOCRATIC LEADERSHIP:

- **Leader**, Jay Costa (Allegheny)
- **Appropriations Chairman**, Vince Hughes (Philadelphia)
- **Whip**, Mike O'Pake (Berks)
- **Caucus Chair**, Anthony Williams (Philadelphia)
- **Caucus Secretary**, Christine Tartaglione (Philadelphia)
- **Caucus Administrator**, Lisa Boscola (Northampton)
- **Policy Chair**, Richard Kasunic (Fayette)

**With Attorney General Tom Corbett being elected** as the next Governor of the Commonwealth, as well as Republicans enjoying the majority in both caucuses, the 2011-2012 legislative session should prove an exciting time for businesses across the Commonwealth. Various candidates who were up for election in 2010 and endorsed by SEPAC and multiple chambers of commerce in Southeast Pennsylvania, gained seats in the legislature.

The 2009–2010 legislative session may have ended with little fanfare, but in January things are sure to pick up, as Governor-elect Corbett will gain a great amount of support from the legislature to improve the business climate in Pennsylvania, including the lowering of business taxes, regulatory reform, promoting sound business policies, and tort reform. The revamped legislature's support of pro-business policies will go a long way towards improving the economy of the Commonwealth and keeping Southeastern Pennsylvania a great place to live and have a business.

The Senate and House return to the Capitol on January 4 for Swearing-in Day, and on January 18 for the Governor/Lt. Governor Swearing-in. The current session schedule for the Senate and the House is as follows:

### Partial 2011 SENATE SESSION SCHEDULE

January 4 (Swearing-in Day),  
18 (Governor/Lt. Governor Swearing-in),  
19, 24, 25, 26  
February 7, 8, 9, 14, 15, 16, 28  
March 1, 2

### 2011 HOUSE SESSION SCHEDULE

January 4, 18, 19, 24, 25, 26  
February 7, 8, 9, 14, 15, 16, 28  
March 1, 2

A proposed Session schedule beyond the first week of March is pending notices of a date for the Governor's Budget Address.

# Small Business Seminars



## Knowledge @ Noon: Writing for the Web

Tuesday, January 25th • 11:30 AM – 1PM  
@ 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.

## Knowledge @ Noon

Tuesday, February 22nd • 11:30 AM – 1PM  
@ Delaware County Chamber of Commerce  
602 E. Baltimore Pike, 2nd Floor • Media, PA 19063  
*Presented By: Maureen Ingelsby*

## Calling All Nominations for 2011 Small Business Awards

Nominate yourself or someone you know for our Annual Small Business Awards. Winners will be recognized at our Awards Reception to be held on April 6th at the Drexelbrook. Please submit your nominations by February 11th. Contact the Chamber for the appropriate forms to fill out. 610-565-3677

We will be celebrating the following categories:

- Small Business of the Year
- Family Business of the Year
- Small Business Person of the Year
- Charitable/Not-for-Profit Organization of the Year

*Don't forget about your benefits! Use your 5 FREE hours for business counseling! Contact Jack Kinsley at the Chamber to schedule your session! 610-565-3677 or jackk@delcochamber.org*



## Government Affairs Events

**2011 State Forum**  
**Friday, February 4<sup>th</sup> • 12 PM – 1:30 PM**  
**@ GENERATIONS**  
9 State Road • Media, PA 19063  
**COST: \$25**

**Delco First State of the County**  
**Tuesday, February 15<sup>th</sup> • 12 PM – 1:30 PM**  
**@ D'IGNAZIO'S TOWNE HOUSE**  
117 Veterans Sq. • Media, PA 19063

Register for these events at [www.DelcoChamber.org](http://www.DelcoChamber.org)

# Delaware County 5K Dash & Walk

October 16th at Penn State Brandywine

AGE	MALE	FEMALE
Top	Alex Bolinger	McKenzie Street
14 & Under	Colin Willis, Josh Carmon	Laura Wiltsee
15-19	Will McCarthy, Justin Russell	
20-29	Steve Morgan, Patrick Durning	Melissa Perez, Melissa Hershey
30-39	Matthew Shupp, Wallace Frist	Candace Orechiwsky, Allison Taylor
40-49	James Brown, Glenn Wiltsee	Lisa Freeman, Julie Levick
50-59	Mark Voicheck	Suzanne Barton
60-69	Bruce Gilbert	



*All the runners taking off at the start line at 10 AM!*



*The Top Male, Alex Bolinger and Top Female, McKenzie Street won trophies, provided by Awards Connection.*



*Some of our volunteers for the day at the starting line!*

Proceeds from this event benefitted the Foundation of the Delaware County Chamber.

# Event Recap



**PHOTO 1** – David Yunghans from Constant Contact gave a seminar during the Chamber Open House in September.

**PHOTO 2** – Members filled the Citadel Federal Credit Union to network at a Business after Hours on a rainy day in November.

**PHOTO 3** – Delaware County Young Professionals (DCYP) got their feet wet at the Windsor at Brandywine Valley in November and supported the food drive by bringing an item to get in.

**PHOTO 4** – Almost reaching our food drive goal of 1,600, the Chamber collected 1,459 dessert items with the help of its members for CityTeam Ministries!

**PHOTO 5** – Maura and Peyton from the Windsor came out to help pack boxes at CityTeam in November.

**PHOTO 6** – A group photo of some of the members that came out to pack boxes, including chamber President, Mike Brady.

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

# PACESETTERS

## OCTOBER/NOVEMBER 2010

J. Howard Kennedy Co., Inc.  
Aquavita Pools  
C. Caramanico & Sons, Inc.  
Clifton Window and Door Corp.  
DELCORA  
Daniel Pope Karate Institute Inc.  
Delaware County Technical Schools  
Bonnert Associates Incorporated  
Harlee Manor/ Springfield Senior Commons  
Oliver Heating & Cooling  
James Gentile, D.D.S., P.C.  
Penn Oaks Golf Club  
Pennsylvania Institute of Technology  
Pilot Air Freight Corp.  
WAWA, Inc.  
Sonshine Christian Academy  
Gehr Plastics, Inc.  
Mustang Expediting, Inc.  
Holland Mulch  
Thermal Quality Window & Door Co., Inc.

CASA/Youth Advocates, Inc.  
Smart Park Inc. and Express Park Inc. –  
North and South Lots  
Wachovia Bank N.A.  
Neighbor to Neighbor Community Development  
Corporation  
Pfaff Brothers Construction, Inc.  
Habitat for Humanity of Delaware County  
Arasapha Farm / Agritainment Inc.  
Century 21 Preferred  
Exelon Generation  
WFIL 560AM / WNTP 990AM Radio  
University of Phoenix  
Community Transit of Delaware County, Inc.  
Touch of Class Dance Studio, Inc.  
The Brinker Organization  
Info-Graphix Systems, Inc.  
Ellis Athletic Center  
Frank's Refreshment Services, Inc.  
Money Mailer of Delaware Co.

Chemical Equipment Labs, Inc.  
R3 Consulting LLC  
Martindale's Natural Market  
Field 1 Post  
Dental Health Care Associates  
Paul Davis Restoration of the Delaware Valley  
Values Into Action  
Noble Assist, LLC  
CHG Group, Inc.  
Terrazza at Newtown Square  
McCormick Taylor, Inc.  
W.F. Wechsler & Associates  
Nelson's Port-A-Pit Barbecue  
MJF-Consulting  
JLI Associates, Inc.  
Delco Chamber Member Services  
SeedCo  
The Plumber  
NBC Environmental LLC  
Hamalot, Inc., DBA Honeybaked Ham & Cafe

## 20+ YEAR MEMBERS

### JANUARY/FEBRUARY 2011

AAA Mid-Atlantic/Pacific Air &  
Transport Inc.  
Barbacane Thornton & Company  
Bell-Fast Fire Protection, Inc.  
Big Brothers Big Sisters Southeastern Penn-  
sylvania  
Chester Education Foundation  
Chester Upland School District  
Chester Water Authority  
CityTeam Ministries  
Community Action Agency of Delco, Inc.  
Center for the Blind and Visually Impaired  
Drexelbrook Catering & Corporate Events  
Center  
Eagle Electrical Distribution Company  
Foam Fair Ind., Inc.  
Frames and Company  
Globe Canvas Products, Co.

HB Electric Service, Inc.  
Interstate Auto Electric  
J. Karl Thomas Partnership  
J. Lewis Crozer Library  
J. W. Carrigan, Inc.  
Kelly & Close Consulting Engineers  
& Surveyors  
Neumann University  
Norman F. Watts, Inc.  
Pennonni Associates Inc.  
Radio Communications Service, Inc.  
Russell J. Meyers Roofing Company, Inc.  
S & S Remodeling Contractors  
Senior Community Services  
Suburban Contractors Association of PA  
Superior Golf Management Services, LLC  
CareLink Community Support Services

**ALL NEW  
MEMBERS**

**receive a gift  
card courtesy of  
D'Ignazio's Towne  
House at the  
Chamber's New  
Member  
Reception.**



*D'Ignazio's  
Towne House*

# NEW MEMBERS

## OCTOBER/NOVEMBER 2010



Delaware County  
Chamber of Commerce

### **Airway Cam Technologies, Inc**

P.O. Box 337  
Wayne, PA 19087  
(610) 341-9560 FAX: (610) 341-1866  
DESCRIPTION: Medical, Dental & Hospital Equipment  
& Supplies  
CONTACT: Edbril, Diane

### **AMC Commercial**

316 Governor Printz Blvd.  
Claymont, DE 19703  
(302) 229-0051 FAX: (302) 792-8020  
DESCRIPTION: Janitorial Services  
CONTACT: Lee, Chas

### **Atlantic Communications Group, Inc.**

18 E. Mill Rd.  
Flourtown, PA 19031-2027  
(800) 832-3747 FAX: (800) 599-6420  
DESCRIPTION: Publishers  
CONTACT: Wilbur, Hayden M.

### **Barnaby's Aston**

5501 Pennell Rd.  
Media, PA 19063  
(610) 558-1929 FAX: (610) 558-2066  
DESCRIPTION: Restaurants & Take Out Foods  
CONTACT: Rossley, Julie

### **Buca diBeppo**

260 E. Lancaster Ave.  
Wynnewood, PA 19096  
(610) 642-9470 FAX: (610) 642-9474  
DESCRIPTION: Restaurants & Take Out Foods  
CONTACT: Van Etten, Chris

### **Capital Commercial Real Estate Group**

3744 West Chester Pike  
Newtown Square, PA 19073  
(610) 359-9700 FAX: (610) 359-9725  
DESCRIPTION: Real Estate - Commercial & Investment  
CONTACT: Casey, Ronald

### **Carefree Kanopy**

2207 Briarcliff Ave.  
Boothwyn, PA 19061  
(610) 485-2015  
DESCRIPTION: Rental Centers - General  
CONTACT: Lawler III, William J.

### **Daniel A. White and Associates**

1786 Wilmington Pike  
Glen Mills, PA 19342  
(610) 358-8942 FAX: (610) 358-8943  
DESCRIPTION: Financial Consultants  
CONTACT: Shanley, Michael

### **David Frank Entertainment**

700 W. Haverford Rd.  
Bryn Mawr, PA 19010  
(484) 620-6490  
DESCRIPTION: Entertainment  
CONTACT: Heinly, Thomas J.

### **Delaware Valley Healthcare Council of HAP**

11835 Market St., Ste. 1050  
Philadelphia, PA 19103  
(215) 510-5135  
DESCRIPTION: Hospitals-General Medical & Surgical  
CONTACT: Eury, Brian C.

### **Doyle Alliance Group, Inc.**

123 S. Broad St., Ste. 830  
Philadelphia, PA 19109  
(215) 717-9500 FAX: (215) 717-9519  
DESCRIPTION: Insurance & Employee Benefit Funds  
CONTACT: Doyle III, Francis L.

### **Froo ish uhn / Herbalife International**

1 E. Baltimore Ave.  
Media, PA 19063  
(484) 442-8873  
DESCRIPTION: Wellness  
CONTACT: Ditzel, Samantha

### **GEM Mechanical Services Inc.**

1353 Valley Road  
Glen Mills, PA 19342-9660  
(610) 361-9667 FAX: (610) 361-9677  
DESCRIPTION: Construction - Nonresidential Building  
CONTACT: Gaffney, Mary

### **Glen Mills Senior Living**

242 Baltimore Pike  
Glen Mills, PA 19342  
(610) 358-4900 FAX: (610) 358-4901  
DESCRIPTION: Community Care & Retirement  
Facilities for the Elderly  
CONTACT: Duffy, Dianne

### **Ice Bars Luges and Logos**

9280 Ridge Pike  
Philadelphia, PA 19128  
(267) 702-ICEE (4233)  
DESCRIPTION: Specialized Design Services  
CONTACT: Capone, Rob

### **In Case of Emergency**

3227 Concord Rd.  
Aston, PA 19014  
(484) 315-8120 FAX: (484) 483-8716  
DESCRIPTION: Educational Support Services  
CONTACT: Wenrich, Amanda

### **Intelovation LLC**

5252 Reservation Road  
Drexel Hill, PA 19026  
(610) 322-3366 FAX: (610) 851-2646  
DESCRIPTION: Consulting Services  
CONTACT: Murray, Dennis

### **Jackie L. Woolfall, MBA**

(610) 745-5423  
DESCRIPTION: Marketing Consulting Services  
CONTACT: Woolfall, Jackie L.

### **JCK Student Housing**

2412 Providence Ave.  
Chester, PA 19013  
(215) 519-5922 FAX: (215) 689-4341  
DESCRIPTION: Real Estate - Commercial &  
Investment  
CONTACT: Kilpatrick, Jason C.

### **Judicial Management Services LLC**

296 South St.  
Medfield, MA 2052  
(508) 326-2861  
DESCRIPTION: Government Services  
CONTACT: Rapone, Sheila K.

### **Keller Williams Real Estate**

1400 N. Providence Rd., Bldg. 2, Ste. 6035  
Media, PA 19063  
(610) 565-1995 FAX: (610) 565-2001  
DESCRIPTION: Real Estate Agents and Brokers  
CONTACT: Carter, Bob

### **Law Office of Natalie Dziobczynski**

2 S. Orange St., Ste. 200  
Media, PA 19063  
(610) 565-7106 FAX: (610) 566-7108  
DESCRIPTION: Attorneys  
CONTACT: Dziobczynski, Natalie

### **Llanerch Country Club**

950 West Chester Pike  
Havertown, PA 19083  
(610) 446-2232 FAX: (610) 789-2728  
DESCRIPTION: Catering & Special Food Services  
CONTACT: Egan, Susan G.

### **Lloyds LLC**

457 Penn St.  
Yeadon, PA 19050  
(610) 259-2668 FAX: (610) 259-1261  
DESCRIPTION: Printing & Related Support Activities  
CONTACT: Armor, Stephen L.

### **MFI International Forwarding, Inc.**

3460 N. Delaware Ave., Ste. 104  
Philadelphia, PA 19134  
(215) 425-9888 FAX: (215) 425-9905  
DESCRIPTION: Import & Export Services  
CONTACT: Varvaro, Frank

### **Michael A. Siddons, Esq.**

170 S. Independence Mall, W., Ste. 400E  
Philadelphia, PA 19106  
(215) 931-5828 FAX: (215) 922-1772  
DESCRIPTION: Attorneys  
CONTACT: Siddons Esq., Michael A.

### **Neighborly Home Care**

26 Rittenhouse Pl.  
Ardmore, PA 19003  
(610) 658-5822 FAX: (610) 744-4148  
DESCRIPTION: Home Care Non-Medical  
CONTACT: Rhen, Rod

### **New Jersey Legal**

501 King Ave.  
Cherry Hill, NJ 8002  
(856) 910-0202  
DESCRIPTION: Legal Services  
CONTACT: Cassidy, James

### **NewAge Dance Company**

2 E. Baltimore Ave.  
Clifton Heights, PA 19018  
(484) 461-3712 FAX: (484) 461-8407  
DESCRIPTION: Performing Arts Companies  
CONTACT: DeMayo, Darlene

### **Nuview Services**

1537 Chester Pike  
Crum Lynne, PA 19022  
(610) 874-5500 FAX: (610) 874-6772  
DESCRIPTION: Doors and Windows  
CONTACT: Thomas, Kevin

### **NYLIAC - New York Life Insurance and Annuity Company**

555 E. City Ave.  
Bala Cynwyd, PA 19004  
(610) 505-8599 FAX: (610) 664-7270  
DESCRIPTION: Financial Services  
CONTACT: Pizzi, Nicole M.

### **Office Depot**

1122 Baltimore Pike  
Springfield, PA 19064  
(215) 244-2230 FAX: (215) 244-2233  
DESCRIPTION: Office Supplies  
CONTACT: DiAndrea, Graceann

### **Penn Oaks Golf Club**

150 Penn Oaks Dr.  
West Chester, PA 19382  
(610) 399-0501 FAX: (610) 399-1083  
DESCRIPTION: Country Clubs & Golf Courses  
CONTACT: DiMarco, Steve

### **PPL Energy Plus, LLC**

Two N. Ninth St.  
Allentown, PA 18101-1179  
(610) 774-3182 FAX: (610) 774-5561  
DESCRIPTION: Electric Power Generation,  
Transmission & Distribution  
CONTACT: Moffatt, Andrew

### **PrePaid Legal Services**

P.O. Box 115  
Lansdowne, PA 19050  
(610) 304-8870 FAX: (610) 284-3059  
DESCRIPTION: Legal Services  
CONTACT: Bond, Van M.

### **Richards Energy Group, Inc.**

781 S. Chiques Rd.  
Manheim, PA 17545  
(717) 898-6330 FAX: (717) 898-6331  
DESCRIPTION: Environmental Consulting  
CONTACT: Warner, Tina

### **Sally Holub**

900 Jamestown Rd.  
Broomall, PA 19008  
(610) 368-8584  
DESCRIPTION: Marketing Consulting Services  
CONTACT: Holub, Sally

### **Snazify**

305 Coventry Ln.  
Glen Mills, PA 19342  
(610) 710-6786  
DESCRIPTION: Web Site Design & Development  
CONTACT: Nicolai, Andrew

### **Starz Corporate Insurance, LLC**

2 Station Way Rd., Ste. 3  
Chadds Ford, PA 19317  
(610) 388-3808 FAX: (610) 388-3811  
DESCRIPTION: Insurance (Agencies, Brokers & Carriers)  
CONTACT: Sunder, Prem

### **The Desmond Great Valley Hotel and Conference Center**

One Liberty Blvd.  
Malvern, PA 19355  
(610) 249-2112 FAX: (610) 296-9800  
DESCRIPTION: Hotels & Traveler Accommodation  
CONTACT: Band, Amy

# Help from PECO to Manage Changing Times

Beginning January 1, 2011, the prices PECO and our customers pay for electricity will be based on electric market pricing, after having been capped for more than 10 years. At the same time costs to operate our electric and natural gas systems also have been increasing. Gas and electricity will cost customers more.

The effect of all of these changes on PECO electric customers will be price increases of about 10 percent. For the typical residential electric customer, the increase is about \$8 more per month.

Costs for our natural gas customers are expected to increase about 7 percent. For the typical residential natural gas customer, the increase is about \$8 more per month.

We know that we have an obligation to help customers manage this change. Customers can offset much of the increase by finding ways to use less energy. For example, just by replacing five bulbs with CFLs and raising your thermostat 2 degrees during the summer you can save more than \$8 a month – totally offsetting the expected increase.

PECO has many useful energy-saving products and programs to help save money in every home and business. PECO Smart Ideas, our full suite of energy saving programs, will help you save money. Here are some ways to reduce energy costs right now and in the future:

- ◆ **PECO Smart Home E-Audit** – Learning how you use energy is the first step in using less. Complete an online audit of your home energy use and receive a detailed report of no- and low-cost home improvements that save energy and money.
- ◆ **PECO Smart Lighting Discounts** – Get a new twist on lighting. More than 700 stores currently sell PECO discounted CFL light bulbs. These light bulbs use up to 75 percent less energy and last about 10 times longer than traditional light bulbs.

- ◆ **PECO Smart Home Rebates** – Need to replace that old, energy guzzling appliance? Get money saving rebates on ENERGY STAR qualified appliances and heating and air conditioning (HVAC) equipment.
- ◆ **PECO Smart Appliance Recycling** – We'll pick up your old, working refrigerator or freezer for free, recycle it, and pay you \$35. And, while we're there, we'll pick up an old working window air conditioner and pay you \$25.
- ◆ **PECO Smart A/C Saver** – Make your air conditioner work for you! We'll pay you up to \$120 a year (\$30/month June – September) to remotely manage your central air conditioning system. By enrolling you can save money and reduce your demand for electricity.

As part of Pennsylvania Electric Choice, you also can shop for electricity from a competitive electric generation supplier. You can potentially save money by choosing a competitive electric generation supplier. And, whether you are purchasing your electricity from a competitive electric generation supplier or from PECO, PECO will continue to safely deliver electricity, provide billing and customer support, and respond to outages and other emergencies for all customers.

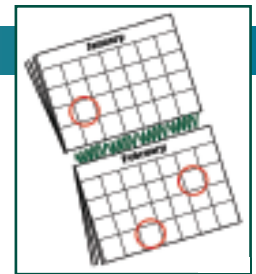
We are committed to helping every customer understand how they can shop for electricity and potentially save money by choosing the right energy supplier for their needs and circumstances. To learn more visit the Pennsylvania Public Utility Commissions website at [www.papowerswith.com](http://www.papowerswith.com).

We are committed to helping you understand the changes that are about to occur and offer the information and resources you need to make the best possible energy choices for your family and business. For more information visit [www.pecoanswers.com](http://www.pecoanswers.com).

To learn more, visit [www.peco.com/SmartIdeas](http://www.peco.com/SmartIdeas)  
Or call 888-5-PECO SAVE (1-888-573-2672)



# Calendar of Events



## 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
13	Thursday	DCYP Pong Tournament @ Barnaby's	5:30 – 8 PM
17	Monday	HOLIDAY – Chamber Offices Closed	
19	Wednesday	Be Red Cross Ready @ Chamber	8 AM
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
28	Friday	Women in Business by ClearSound @ Community Arts	11:30 AM – 1 PM

## February

2	Wednesday	Ambassadors Committee @ Chamber	9:30 AM
2	Wednesday	DCYP by CIS @ Iron Hill Brewery	5 – 7 PM
3	Thursday	Contracts and Tax Issues	
4	Friday	Business Resource Council @ Chamber	8 AM
4	Friday	2011 State Forum @ Maris Grove	12 – 1:30 PM
15	Tuesday	Delco First State of the County @ D'Ignazio's	12 – 1:30 PM
17	Thursday	New Member Reception @ Chamber	12 PM
18	Friday	Government Affairs Committee @ Chamber	8 AM
21	Monday	HOLIDAY – Chamber Offices Closed	
22	Tuesday	Knowledge @ Noon @ Chamber	11:30 AM – 1 PM
23	Wednesday	Women in Business @ FMFCU Springfield	11:30 AM – 1 PM

## March

2	Wednesday	Ambassadors Committee @ Chamber	9:30 AM
2	Wednesday	Coffee Connection @ Riddle Village	8:30 – 10 AM
4	Friday	Business Resource Council @ Chamber	8 AM
18	Friday	Government Affairs Committee @ Chamber	8 AM
22	Tuesday	Upper Darby Forum @ Drexelbrook	7:30 AM
25	Friday	Open House/New Member Reception @ Chamber	9AM – 2 PM
29	Tuesday	Knowledge @ Noon @ Chamber	11:30 AM – 1 PM

### New Member Orientations

Wednesday, January 12th  
3:30 – 5 PM  
Thursday, February 17th  
12 PM  
@ Chamber of Commerce  
602 E. Baltimore Pike, 2nd Floor  
Media, PA 19063

### Coffee Connection

Wednesday, March 2nd  
8:30 – 10 AM  
@ Riddle Village  
1048 Baltimore Pike  
Media, PA 19063

### Chamber Open House

Friday, March 25th  
9 AM – 2 PM  
@ Delaware County  
Chamber of Commerce  
602 E. Baltimore Pike, 2nd Floor  
Media, PA 19063

### Upper Darby Economic Development Forum

Tuesday, March 22nd  
7:30 – 10 AM  
@ Corporate Events Center  
at Drexelbrook  
4700 Drexelbrook Drive  
Drexel Hill, PA 19026  
All Upper Darby business  
owners should attend!

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

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