

THE CHAMBER OF COMMERCE IS AN ORGANIZATION FOR B2All

The Chamber of Commerce for Greater Montgomery County has been connecting community and commerce since 1913 and with over 250 member business categories, it is truly an organization for B2All.

In 2012, a national study was conducted by The Shapiro Group to ascertain consumer sentiment toward businesses that were members of a chamber of commerce. The results revealed that two-thirds of those surveyed believed that such companies used good business practices, are reputable, care about their customers, and are involved in their community.

It went on to point out that when consumers know that a small business is a member of a chamber, they are 80% more likely to purchase goods or services from that company in the future. In addition to the good favorability rating, getting involved in The Chamber only escalates their value.

B2B companies have long understood the value of chamber membership whereas B2C businesses sometimes do not realize that this chamber is comprised of 35,000 employees who are also consumers. Attendees at networking and educational events are home owners, have families and a large network of individuals who could also be potential customers.

Testimonials are provided to The Chamber on a daily basis that underscore commerce occurs among members. They include automobiles being purchased, personal computers repaired, pests eliminated from homes as well as the great food and

hospitality that was enjoyed at a member restaurant. Request for referrals also happen on a regular basis for which only the names of members are shared.

The B2C purchasing cycle is shorter and simpler, therefore there is the need to maintain a steady stream of sales and important to target the right group of consumers.

The Chamber offers **Hit Your Mark**, **Business Connectors** and **Business Partnership Network (BPN)** groups that work well for B2All. Different marketing tactics are used in B2B vs B2C although the methods of advertising, promotions and publicity are the same. The Chamber offers a number of advertising opportunities as well as publications to share member news.

Buyers are typically unswayed by testimonials from strangers, but will pay attention when someone they know tells what they like in a product or service. Creating a community of ambassadors is a value add for chamber members. So whether your business is B2B or B2C, The Chamber offers benefits for B2All.

“B2B companies have long understood the value of chamber membership whereas B2C businesses sometimes do not realize that this chamber is comprised of 35,000 employees who are also consumers.”



BEST CHAMBER OR NETWORKING GROUP



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PROSPECTOR

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for Greater Montgomery County

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A MESSAGE FROM THE PRESIDENT'S DESK



"Your network is the people who want to help you, and you want to help them, and that's really powerful."
-Reid Hoffman (Co-founder, LinkedIn)

Part of The Chamber's mission is to provide networking opportunities for members. Business Partnership Network (BPN), a one per industry referral group that meets weekly for participants to support one another in order to grow their business and expand their network. There are four groups with meeting options in the morning and during lunch. Over the past 3 years, transactions that were derived from group referrals is estimated to have exceeded \$1 million. In addition to BPN, The Chamber offers at least one networking event each week to help you make new connections and strategic partnerships.

If you haven't been to an event recently, please consider adding The Chamber to your calendar.

Best,
Pam

CHAMBER STAFF

Kim Nguyen, Vice President, Member Services

Sara Baumgardner, Communications Coordinator

Wendy Custer, Member Relations Manager

Steve O'Driscoll, Member Development

Carol Schultz, Events Coordinator

THANK YOU TO OUR MAJOR SPONSORS



Meet the Chamber Board's Secretary



Nanette Sciolla Carney grew up in the Oak Lane section of Philadelphia. She was part of the Sciolla legacy that built one of the three Super Clubs in Philadelphia, Sciolla's. Nanette is proud to say that Paul Anka sang to her on her 16th Birthday, she met Joey Bishop, Tony Bennett, Chubby Checker, Bobby Rydell and many more from that era. Nanette, the oldest of five, is a graduate of Mount Saint Joseph Academy (The Mount) and Gwynedd Mercy University (GMU) with a focus on business. Always a field hockey player and captain in college.

Nanette and her husband John live in Upper Gwynedd, have 7 children and have been in the community for 37 years. They were leaders in the CYO at St Rose of Lima, coaches for several teams, active in the LIMAS, Nor-Gwyn Baseball and the parish council.

Nanette's favorite hobby is sitting on the beach at the Jersey Shore and spending time at their home in Heart Lake, PA.

Nanette is the CEO and Co-Founder of The Carney Group, an award-winning recruiting and staffing firm founded in 1992, which is located in Blue Bell and still privately-held. The mission of the Company is to make a difference in people's lives by giving them the opportunity to find meaningful employment, assist with their resume and interview prep. The Carney Group has been a member of The Chamber for 26 years. Nanette started her career at IBM in Philadelphia and for many years was the CEO of the Household.

In addition to serving on The Chamber's Board, Nanette is on the Board

of Directors of The Mount and Board Chair of the Development Committee. In addition, she is on the President's Council of GMU and the Academic Affairs Committee. She serves on the SPW Council of the MLCC and is a co-founder of the Women's Network for the Chamber, which dates back to 1995 and serves on its Power Your Potential Conference Committee.

The Carney Group and Nanette have been honored over the years by Mayor Rendell, Uninvest Bank, INC5000, Philly 100, North Penn Chamber of Commerce, Main Line Chamber, SmartCEO/Brava Award, Philadelphia Business Journal/Women of Distinction, SmartCEO/Cornerstone Award.

The Chamber's mission evolves and grows each year to support commerce and community. As a Board Member for the past four years, Nanette is proud to share that the needs of each member company are taken seriously in the planning of programs and personal development opportunities.

"This is the Chamber of choice for Montgomery County and we are proud of our growth and the connectivity in the community. We have developed friendships, connections, referrals and the opportunity to compete and be a player in the community which are the hallmark that I value in an organization."

Nanette's personal tag line – "You Gotta Be There."

CHAMBER IN THE COMMUNITY

Discounted Radio Ad Rates for Chamber Members



We are excited to announce a new advertising partnership with **WNPV 98.5FM 1440AM** exclusively for members of The Chamber. As part of our relationship, The Chamber will also be hosting a one hour monthly radio show beginning in June. Call The Chamber for more information, 215-362-9200.



Business Banners in Lansdale

The Chamber banners are back up! When driving through Lansdale make sure to check out all of the businesses displayed on Broad Street and the Wood-Vine Connector.

MEMBER NEWS

[Abington Lansdale Hospital - Jefferson Health](#) recently had ten physicians named as Top Doctors for 2018 by *Philadelphia Magazine*.

[American Heritage Credit Union](#), recognizing the vital role that employees play in providing outstanding service to its members, held its annual Employee Appreciation Day with a "Superheroes vs. Villains" theme.



[CHÉ BELLA Designer Consignment Boutique's](#) designer clothing and accessories will be spotlighted in the Silver Foxes Fashion Show at Blue Bell Country Club this June.



[Delta Community Supports, Inc.](#) received a \$1,500 donation/grant for its Teen Outreach Program from the Enterprise Holdings Foundation. The check was presented to Delta President, Dave Wyher.

[Denney Electric](#) celebrated their 80th anniversary in business at their annual tradeshow event in May.



[Dischell Bartle Dooley](#) announced that Frank Bartle and Mark Dischell have been named *Super Lawyers* for a combined 25 times. In addition, Liz Billies and Inna Materese have also been named to the *2018 Super Lawyers Rising Stars* list.

[Dunlap & Associates, P.C.](#) recently announced that Heather L. McDoniel, CPA has joined the firm as a Supervising Senior Accountant in the Audit Services department.

[Fairlie & Lippy, P.C.](#) announced that Managing Partner, Steven F. Fairlie, has been selected as one of the Top 100 lawyers across all areas of practice in the state of Pennsylvania for the sixth year in a row. The Super Lawyers list is published in *Philadelphia Magazine* and *Super Lawyers Magazine*.

[Greater Harleysville and North Penn Senior Services](#) has announced the hiring of Paul Nye, D.Min, CFRE as its new Executive Director.



[Hamburg, Rubin, Mullin, Maxwell & Lupin](#) announced that five of its Pennsylvania attorneys have been named to the *2018 Pennsylvania Super Lawyers* list and that two of its young lawyers have been named to the *2018 Pennsylvania Rising Stars* list. Named to the *Super Lawyers* list are J. Edmund Mullin, Steven H. Lupin, Mark F. Himsworth, Joseph J. McGrory, Jr., and Bernadette A. Kearney. Named to the *Rising Star* list are William G. Roark and John F. Walko, II.

[Hladik, Onorato & Federman, LLP](#) has welcomed Anthony L. Ciuca to the firm. His primary areas of practice are DUI and criminal defense in which he represents individuals in Montgomery, Philadelphia and surrounding counties.



[Keystone Opportunity Center](#) received support from 6,479 students during their annual Souderton School District Food Drive & Quarter Collection. Keystone's Food Pantry was given more than 2,150 lbs of food, paper products and personal care items from the district's five elementary schools and two middle schools.



[Laurel House](#) Executive Director, Beth Sturman, received the 2018 Ivy Young Willis and Martha Willis Dale Award during a ceremony at Cabrini University. Given annually, the Ivy Young Willis Award recognizes women who have made outstanding contributions in the field of public affairs.



[North Montco Technical Career Center](#) has appointed Gina Pardovich as the new Administrative Director, and named Robert Lacivita as Assistant Director.

Four [North Penn High School](#) students have earned one of the more distinguished honors possible for high school students: the National Merit Scholarship. Two were named finalist winners and will receive \$2,500 toward their future studies.

[The North Pennsmen Barbershop Chorus](#) took 1st place in their Division Contest at the Hilton Alexandria Mark Center in Alexandria, VA. They scored highest among any chorus in the Southern Division.

[Sidney Kimmel Cancer Center](#) announced that Wm. Kevin Kelly, DO, leader of the Prostate Cancer Program and associate director of Clinical Research, has been elected to serve as medical oncology co-chair on the National Cancer Institute Genitourinary Cancers Steering Committee.



[TITAN Mobile Shredding, LLC](#) was named the first company to receive the Global Product Destruction Endorsement from the National Association of Information Destruction.

[Univest Bank and Trust Co.](#) recently appointed Brian Grzebin as president of its mortgage banking division. In this role Grzebin will be responsible for the division's growth strategy, operational efficiency and results along with overseeing sales, loan fulfillment, and loan delivery.



[Valley Forge Tourism & Convention Board](#) announced the hiring of Katie Otto as Event Services & Membership Coordinator. Katie will be responsible for assisting members in maximizing their benefits, managing the #MakeltMontco kiosk schedule, welcoming visitors to the county and aiding in event production.



Send your news update to info@chambergmc.org!



SKIPPACK BUSINESS OWNERS ASSOCIATION

Welcome CBA



We are excited to welcome the **Colonial Business Association** as The Chamber's newest Chapter member. CBA's service area includes, Plymouth Meeting, Whitemarsh, Lafayette Hill and Conshohocken. This new relationship will allow both Chamber and CBA members the opportunity to make new connections through joint and cross-promoted events.



Pictured for the signing along with Pam Kelly is the CBA's Events Chair, Penny Brodie, Signprinters and Board President, Michael Grossman, CFP, MTN Financial Advisors.

The Skippack Business Owners Association (SBOA) was formed in 2015 when several business owners realized the need to work as a cohesive organization for the betterment of the Skippack community. Included in the SBOA are businesses in Skippack Village, Cedars and Creamery.

Learn more about SBOA from President Tom Merrick, Tom's Help Desk:

Q: What are SBOA's objectives and how do you accomplish them?

The key purpose and mission of the SBOA is to effectively develop, direct, oversee and communicate with our members, merchants, restaurants, landlords, rental agents and business owners of village operations, social events, promotional activities and other matters of mutual concern. Together, we strive to enhance growth and visibility of businesses wherein goals of merchants, restaurants and business owners can be met.

Q: What is unique about Skippack?

Skippack is a beautiful, classic American, small town, located in the heart of Montgomery County, Pennsylvania. Offering a vibrant selection of boutique retail shopping, services and 5-star dining, the classic look and feel of historic Skippack Village has something for everyone.

Q: What is the value of membership with SBOA?

There are many values of being a member of the SBOA. The most important being the exposure of a member's business on www.skippackvillage.com, being highlighted on the Skippack Village monthly newsletter, having the ability to post to over 4600 followers on the village Facebook page, and having a voice in the direction of the association.

Q: SBOA is a chapter member of The Chamber. How have your members benefitted from this partnership?

SBOA members receive a discount on the membership of their business in The Chamber. Additionally, village wide events are promoted through The Chamber and hence provide more exposure to members' businesses.

Q: What is upcoming for SBOA?

Our spring and summer season is in full swing. From *First Fridays*, to wine festivals, car shows and the 4th of July parade – there are so many fun and exciting things to do in Skippack!

The SBOA is set on making Skippack Village a destination in the Delaware Valley!



Save The Date

PIKE FEST

Lower Gwynedd Township
September 15, 2018

10:00 a.m.—4:00 p.m.

Enjoy a family day of fun while supporting businesses on the Pike and elsewhere in Lower Gwynedd Township.

Girls Night Out



SKIPPACK BUSINESS OWNERS ASSOCIATION



Friday, June 22 | 6:00—9:00 PM
Skippack Village

Shop, Dine, Discover

Includes beverages, appetizers and varied specials.

This month's theme:

Glitz & Glamour

4 Fabulous Friday Nights, 6 - 9pm
April 6th JUNE 22nd
SEPTEMBER 21st NOVEMBER 16th
SHOP • DINE • DISCOVER
www.skippackvillage.com

Doing Good with Limited Resources

Rotary Clubs have a motto of "Service Above Self," with a mission to provide service to others, promote integrity, and advance world understanding, goodwill, and peace through its fellowship of business, professional, and community leaders.



Rotary Club of North Penn supports numerous non-profit organizations in the North Penn/Lansdale Area such as Manna on Main Street, the North Penn YMCA and the Boys and Girls Club, as well as many international projects to help eradicate disease, feed the hungry & promote the education of children and adults.

Visit rotaryclubofnorthpenn.org for information on Rotary Club of North Penn and Lansdale Day on June 2nd.

Blue Bell Rotary Club has lived the Rotary motto since its founding in 1990 and they have made a significant impact in Montgomery County as well as around the world. The 40+ members of Blue Bell Rotary work to empower and provide opportunities for youth, improve health, promote peace and network with other local leaders to make our community a better place to live.

Visit bluebellrotary.org for more information on Blue Bell Rotary and its upcoming events.



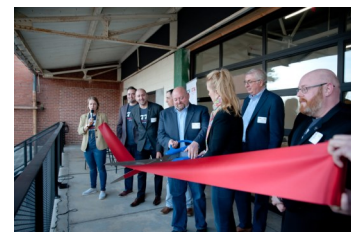
Garden of Health Inc. is a 501(c) 3 nonprofit food bank covering Montgomery and Bucks County, PA. They provide allergen friendly food and fresh produce to several food pantries.

They see the need for special dietary foods (gluten-free, heart healthy, diabetic friendly, free of 1 or more of the top 8 allergens) and fresh produce in food pantries.

In 2015, they started with one food pantry, one garden with 8 plots in it and a partnership with a wholesale produce distributor. Today, they serve 15 food pantries in Bucks and Montgomery Counties.

Hunger can be found everywhere – often where you least expect it. The homeless population represents only about 10% of our food recipients. The rest? Everyday people like low-wage workers, children, seniors on fixed incomes and individuals with health issues.

Visit gardenofhealthinc.org for more information on Garden of Health.



Congratulations to 1776 on opening your newest office at **Ambler Yards**.



Congratulations to Centennial Member, **S&B Event Concepts and Catering** on the grand opening of their new location in Collegeville.

Thank you to Centennial Member, **Lansdale Borough**, for 40 years of membership and support to The Chamber.



Thank you to Centennial Member, **Rubin, Glickman Steinberg & Gifford, P.C.**, for 25 years of partnership with The Chamber.

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1847financial.com

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Care & Share Thrift Shoppes

Suzanne Kratz
careandshareshoppes.org

Castello Ristorante

Habib Troudi
ristorantecastello.com

Club Pilates Spring House*

George Waller
clubpilates.com/springhouse

Colmar Imaging Center

Theresa Noto
colmarimaging.com

Colonial Business Association

Michael Grossman
colonialbusiness.org

coPICasso Photo Management Solutions

Marci Wilkinson
copicasso.com

East Penn Dermatology

Michael Stierstorfer
eastpennderm.com

Glicks Exteriors LLC

Sam Glick
glicksexteriors.com

Hand And Stone Massage and Facial Spa - Flourtown

Amanda Bates
handandstone-flourtown.com

IT Force, LLC

Trevor Waldspurgen
itforcesolutions.com

KRUX Fitness

Ed Frack
facebook.com/kruxfitness

Lacher

Matt Godshall
lacherinsurance.com

Lantium, Inc.*

Paul Ferdas
lantium.com

National Xpress Logistics, LLC*

John E. Flynn
nxltrans.COM

Natural Balance Gymnastics

Kelly McPeak
naturalbalancegymnastics.com

OMG Pretzels, LLC

Lynn Kriebel
omgpretzels.com

Panache Wood Fire Grill

Larry Cherouri
panachewoodfiregrill.com

Polyhedron Performance Solutions, LLC

Bradley Shike
polyhedronperformance.com

State Farm Insurance, Luke McCarty

Luke McCarty
insurewithluke.com

Suburban Cryotherapy

Todd Comer
suburbancryotherapy.com

The Lei Barry Team at Keller Williams Real Estate*

Lei Barry
theleibarryteam.com

The Lincoln Center for Family and Youth

Kristin LaGravenis
thelincolncenter.com

The Results Companies

Jenise Harrison
theresultscompanies.com

Vesta Insurance Incorporated

Mike Brooks
vestainsuranceinc.com

Young's Insurance Services

Brian Cannon
yisonline.com

WELCOME BACK

Fairlie & Lippy, P.C.

Steven Fairlie
fairlielaw.net

**Indicates Centennial Member*



Community Health & Youth Foundation
An Affiliate of The Chamber of Commerce for Greater Montgomery County

This May, the CHYF continued a 20-year tradition of promoting literacy in our service area. Thank you to the schools and volunteers for allowing us to continue the tradition in the North Penn, Souderton, Methacton, Norristown & Wissahickon areas. This year we read to 2,500 students in 111 classrooms!



The rain didn't stop us from having a successful Broad Street ReRun! Thank you to **The Physical Therapy & Wellness Institute** for organizing this race to benefit CHYF as well as our student scholarships to rising juniors and seniors to attend the Pennsylvania Free Enterprise Week (PFEW).



TAKING BUSINESS PERSONALLY. NOW THAT'S A BIG IDEA.

Nearly every big business began as a small business. What makes small business thrive is big ideas. Ideas like how to efficiently manage payment processing and collection, borrow for growth, and guidance on how to stay competitive in the marketplace.

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RENEWALS & ANNIVERSARIES

20 years



15 years



10 years



5 years



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 Harvest Seasonal Grill
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 North Wales Family Pharmacy
 North Wales Water Authority
 Ochotny CPAs & Wealth Management*
 Patient First - Montgomeryville*
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 Pine Run Retirement Community
 Pinecrest Country Club
 Rebounderz of Lansdale
 Salkin Associates
 Selner Insurance*
 SLS Productions
 Something Personal, LLC
 Stonebridge Home Loans
 Szekely Chiropractic Center
 The Muscle Therapy Center
 The TASA Group
 The Walters Group, LLC
 Towamencin Township
 TRC Staffing Services
 Tycor Benefit Administrators, Inc.
 UFC Gym Lansdale
 Valmet, Inc.*
 Variety Club Camp & Developmental Center*
 Village Handcrafted Cabinetry
 Village Velo*
 Wegmans Food Markets
 Whitmarsh Memorial Park
 Wissahickon Valley Watershed Assn.
 WNPV AM 1440

*Indicates Centennial Member

RECENT EVENTS



Area municipal managers provided updates for members and guests on all that is going on in our region. Joining us was North Wales Borough, Horsham Township, Hatfield Borough, Whitpain Township, Lansdale Borough, Lower Gwynedd Township, Upper Gwynedd Township, Telford Borough and Montgomery Township.



A press conference was held at **Merck & Co., Inc.** by PA State Senator Bob Mensch and Senator Andy Dinniman to present the new bi-partisan 21st Century Manufacturing Innovation and Reinvestment Deduction Act initiative that provides an incentive to PA manufacturers to make large-scale investments to increase or establish manufacturing capacity within the Commonwealth.



Village Handcrafted Cabinetry hosted our Networking After Hours event along with our partners, **Homebuilders Association of Bucks & Montgomery Counties** and the **Montgomery County Development Corporation**.



New connections were made and delicious appetizers/drinks were had at the Young Professional Network event at **El Sarape Mexican Restaurant**, sponsored by **DeSales University MBA**.



The Chamber was a sponsor for the **PTMA's Transportation Summit**.



The Chamber celebrated Cinco De Mayo at our monthly NetNow at **Margarita's Mexican Restaurant**.



Chamber Night at the Reading Phillies

Alcom Printing hosted our Hit Your Mark networking event in partnership with the Networking Group of Indian Valley and the Towamencin Business Alliance.



Chamber staff and Ambassadors helped to welcome new members at the *Maximize Your Membership* lunch sponsored by **Elm Terrace Gardens**.



UPCOMING EVENTS



THUR, JUN 14

2018 BUSINESS EXPO

12:00 Lunch & Keynote Speaker

2:00—6:00 p.m. Expo

Gwynedd Mercy University

Griffin Complex, Gwynedd Valley

\$35 Lunch Program | FREE Expo with Business Card



Network with 90+ area businesses; sample local food & beverages; enjoy door prize raffles and more. Lunch Speaker: Wayne Kimmel, Managing Partner, SeventySix Capital, and Author.

THUS, AUG 23

CHAMBER TAILGATE PARTY

5:30 p.m.

Blueprint Brewing Co.

1571 Gehman Road, Harleysville

\$25 Members | \$40 Guests



Enjoy a night of networking and great food and beverages! Hosted by The Chamber's Board Chair, this reception includes a cooking competition, games and more.

SAT, AUG 25

COMMUNITY HEALTH & WELLNESS FAIR

10:00 a.m.—2:00 p.m.

Railroad Plaza

Lansdale

Free Community Event



Join us for a family-friendly event focusing on health for all ages. There will be giveaways, raffles, prizes, demonstrations, food samples, health screenings, and more.



Are You Maximizing Your Membership? Ask me about all that The Chamber has to offer. Contact me at wendy@chambergmc.org or 215-362-9200.

- Wendy Custer, Member Relations Manager

