

Global Economic Outlook Dinner



Jay Bryson, Ph.D.

Dr Jay Bryson, global economist for Wells Fargo Securities, will be the guest speaker at an Economic Outlook Dinner on Tuesday, March 22, 2016 at Terraview at Stroudsmoor Country Inn at 5:30 p.m. This event is sponsored by Wells Fargo and the cost to attend is \$35.00 for Chamber members, \$60.00 for non-members.

Jay Bryson is managing director and global economist at Wells Fargo Securities, where he provides analysis on macroeconomic developments in the major economies of the world. He is based in Charlotte, N.C.

Before joining the company in 1998, Jay was an economist in the Division of International Finance at the Federal Reserve Board in Washington, D.C. From 1989 to 1992 he was an assistant professor of economics at the University of Alabama. Jay has also lectured on international economics and macroeconomics at the School for Advanced International Studies at John Hopkins University and at Georgetown University.



Jay has published in academic and popular economic journals, and his comments on the economy regularly appear in the Wall Street Journal, the New York Times, and USA Today. He also makes frequent appearances on CNBC and Bloomberg TV. Jay is a member of the American Economic Association and the Charlotte Economics Club. He is also a member of the National Association for Business Economics and served on its board of directors from 2010 to 2013.

Jay received his B.A. and Ph.D. degrees in economics from the University of North Carolina at Chapel Hill.

For more information or to make a reservation, call the Greater Pocono Chamber of Commerce at 570-421-4433.

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GPCC MISSION STATEMENT

Act as A Unified Voice of Business
Dedicated to the Prosperity of all
Commerce
Leading to the Enhancement of
the Quality of Life in our region and surrounding areas.

February 2016 Calendar of Events

- February 8.....*Education Committee*
11:00 a.m. - GPCC
- February 8.....*Business Card Exchange*
5:30 p.m.- Chateau Resort &
Conference Center - Tannersville
- February 9.....*Women In Business Luncheon*
Noon – Terraview at Stroudsmoor
Country Inn - Stroudsburg
- February 10.....*Economic Development/
Transportation Committee -*
8:00 a.m.– GPCC
- February 12.....*Report To Business Breakfast*
8:00 a.m.– Shawnee Inn & Golf Resort
- Shawnee-on-Delaware
- February 16.....*Women in Business Committee*
8:30 a.m.- G.PCC
- February 23.....*Board of Directors*
8:30 a.m.– ESU Innovative Center -
East Stroudsburg

Members in the News



Kerri Manning Freeo

Neversink Media Group station owners Bud and Juli Williamson are very excited to announce the appointment of Kerri Manning Freeo as Station Manager of Pocono 96.7 and 97.3 FM. "Kerri is very respected in the community and this is a natural transition in our minds. Kerri had strong marketing and management

skills when she joined us 2 1/2 years ago. Her ability to learn all facets of our industry and how to use our tools to get the results for the local businesses in the Poconos is second to none. She has demonstrated a passion for all of the special things we do on Pocono 96.7, whether it's a live 'Gary In the Morning' appearance at a local business or working with Christina in serving an important and growing part of our community, the Latin Community."

Pocono 96.7 launched in April 2012, and Kerri joined the sales team in September of 2013, working as an Account Executive/Copywriter, handling the advertising and marketing needs for many local community businesses. Kerri also services accounts for 107.7 WDLC and 106.9 WYNY, and is a crew member for Pocono 96.7's Tu Voz con Christina Show in the Poconos, which airs Sunday mornings from 8-10 am.

Kerri is a 23-year resident of the Pocono Community and has 10 years of Marketing and Advertising experience. She has been previously employed with Kmart, Proctor and Gamble, and Time Media Group, working in marketing and merchandising areas.

Another rewarding aspect of Kerri's life is her charitable work, which is close to her heart. She has over 14 years of experience in volunteering in our community, serving as the Awards Chair for the Cub Scout Pack 100, a Board Member and Treasurer for the Bushkill Youth Organization, and presently holds the position of Program Manager for the Monroe County Special Olympics Pennsylvania. Under Kerri's Management, Monroe County Special Olympics was awarded Program of the Year in 2014 and was recently awarded the 2015 Volunteer of the Year Award for Monroe and Pike County by State Representative Rosemary Brown this past November.

"Today I begin an exciting journey ... as new Station Manager of Pocono 96.7 97.3 WABT. I am both honored and very excited to have been selected, and I look forward to helping find ways that Pocono 96.7 can better serve the needs of our community. I am ready to move to the next

LEADS WANTED!!!!

If you are aware of a new or existing business in the Greater Pocono region that might be interested in learning more about the various benefits of chamber membership, please contact

Patricia Metzgar at 570.421.4433 or email to pmetzgar@greaterpoconochamber.com.

level of excellence in providing opportunities to participate in programming that will be continually tailored to meet the needs of our diverse community. I want to help the station become what it wants to be and what the community needs it to be — Local Community Radio," says Kerri Manning Freeo.

Neversink Medias' Pocono 96.7 is home for the hit shows "Gary In The Morning" and the Latin American show "Tu Voz con Christina".

For more info on Pocono 96.7, visit www.pocono967.com

Lewis J. Critelli, President and Chief Executive Officer of **Wayne Bank**, is pleased to announce that Pilar Cueva has joined the Bank as Vice President and Regional Community Office Manager of Monroe County. Pilar is based in the Stroud Mall Community Office in Monroe County and will be working with customers across the Pocono region.

According to Mr. Critelli, "Pilar is a great addition to our customer service staff, with over thirteen years of banking experience in the area. She will serve as a valuable resource for customers seeking financial services and support in the Poconos."



Pilar Cueva

Pilar has a degree from John Jay College, and a wide range of banking experience and interests that all support her ability to help local customers improve their financial outlook, and in turn help the community grow.

Wayne Bank is a subsidiary of Norwood Financial Corp., Member FDIC, and is located in Honesdale, Pennsylvania. The Bank has fifteen Community Offices in Wayne, Pike, Monroe, and Lackawanna Counties. The stock trades on the NASDAQ Global Market under the symbol – NWFL.

LONG POND, PA (Jan. 13, 2016) – Pocono Raceway has added additional SAFER Barriers and extended the pit wall as part of enhancements made at the 2.5-mile track, President & CEO Brandon Igdalsky announced today.

The pit wall has been lengthened 100 feet and 6,600 feet of SAFER Barrier has been added, Igdalsky said. An additional 5,100 feet of SAFER Barrier will be installed prior to the 2017 season when all outside walls, including straightaways will be covered, he added.

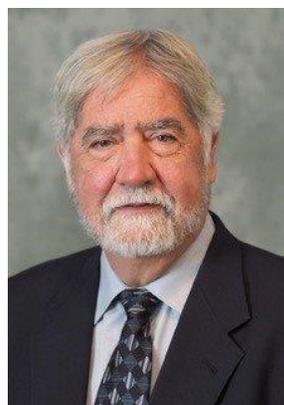
"We are always looking to make our track safer for drivers, teams and fans and these enhancements do just that," said

Igdalsky. "As cars and technology change and evolve, so do tracks. We are adapting to ensure Pocono Raceway is as safe as possible. We will continue to monitor races and technology and aggressively add safety measures where appropriate."

A mild fall and late start to cold temperatures allowed Pocono Raceway Superintendent George Ewald and his staff to complete the large majority of the work.

Pocono Raceway will host seven national motorsports events during the 2016 racing season, including a NASCAR XFINITY Series race for the first time on June 4. The Axalta "We Paint Winners" 400 NASCAR Sprint Cup Series (NSCS) race is set for June 5, the Pennsylvania 400 NSCS race on July 31 and the ABC Supply 500 Verizon IndyCar Series race on August 21. The Pocono Mountains 150 NASCAR Camping World Truck race is scheduled for July 30 and two ARCA Series Presented by Menards races with a 200-mile event on June 3 and the ModSpace 150 on July 29 offered as well.

Tickets for all races are now on sale at poconoraceway.com or by calling 1-800-RACEWAY.



John Parker

John Parker has joined the **Michael Baxter & Associates** team as a Commercial Advisor, where his extensive experience in the petroleum distribution and commercial development fields will serve his clients well. John says, "After retiring from the Petroleum Distribution business, I was most interested when Michael approached me about joining his firm. After brief consideration I realized that the opportunity to work in an area that I have always enjoyed, with a firm that has the depth and reputation of Michael's, would be an excellent fit."

Broker/Owner, Michael Baxter said, "I have known John for many years and have served with him on the Monroe County Industrial Development Boards. He brings a wealth of knowledge and experience and I am proud and excited to have him as a member of our firm".

MB&A is a leading Pocono region commercial real estate firm employing knowledgeable, dedicated Commercial Advisors and property managers.

John Parker joined the Michael Baxter & Associates team in October of 2015 as a Commercial Advisor. John has spent his career in the petroleum distribution and commercial development businesses since graduating from Bucknell University in 1976.

John is currently chairman of the Monroe County Industrial Development Authority, the Pocono Mountain Indus-

trial Park Authority and Pocono Mountain Industries and has been a board member since 1987. He serves as Vice-Chairman of the Brodhead Creek Regional Authority, Vice-Chair of the Hamilton Township Zoning Hearing Board, and is a member of the board of the Monroe County Hospital Authority.

Previously John has been a member of the Board of Directors of the Stroudsburg Area School District, Pocono Mountain Chamber of Commerce and the Pennsylvania Petroleum Association. He is also a Past President of the Rotary Club of the Stroudsburgs and a member of Experimental Aircraft Association Chapter 839.

John resides in Hamilton Township with his wife Mary Louise Parker.

Northampton Community College will hold an information session for its Casino Training Program on Wednesday, January 27, from 6-8 p.m. in the Fowler Family Southside Center, Room 627. The interactive session will provide the information you need to launch a successful career in one of the fastest growing industries in Pennsylvania. A representative from the Sands Casino Resort will also be in attendance to talk about current table game dealer job opportunities.

Classes begin on February 22, and morning and evening training classes are available. For more information, call NCC Hospitality & Tourism at 610-332-8661, or go to www.northampton.edu/casino, or email hospitality@northampton.edu.

Leading retail investment advisory firm and independent broker/dealer LPL Financial LLC, a wholly owned subsidiary of LPL Financial Holdings Inc. (NASDAQ: LPLA), today announced that **Peoples Security Bank & Trust (Peoples)**, a 25-branch bank and trust company based in Scranton, Pa., has joined LPL's Institution Services platform. Peoples announced that its decision was made in support of its efforts to grow its wealth management business and that the move will enable it to streamline its operations by consolidating its investment services onto a single broker/dealer platform. Peoples reported that it served approximately \$750 million in wealth management assets, including investment management and trust accounts, as of Dec. 31, 2015*.

In further support of its strategy to grow its wealth management business, Peoples also reported that it has acquired the asset management and retirement plan services of Edward J. Gilmartin/Gilmartin Associates of Scranton. Gilmartin served approximately \$120 million in assets, as of Nov. 15, 2015*. Gilmartin has joined the bank's Wealth Management Group as managing director of Retirement Plan Services.

Peoples Security Bank & Trust Company was formed in 2013 following the merger of Peoples Neighborhood Bank with Penn Security Bank & Trust. The merged entity has

served many clients in the Pennsylvania's Marcellus Shale oil and gas region, and until now has maintained two broker/dealer platforms from each of its legacy firms.

"We are at a pivotal stage in the rebranding of our wealth management program and we are very pleased to gain the support of LPL as we focus on an improved client experience and extending the financial services we offer to our community," said Bradley S. Grubb, president of Peoples Security Trust/Wealth Management. "We look forward to consolidating our enhanced services onto the LPL platform, and to take advantage of the breadth and depth of resources that LPL has to offer."

"We also welcome Ed Gilmartin and his team, with their long history of serving the retirement planning needs of businesses throughout the northeastern Pennsylvania community," said Grubb. "We now have the opportunity to offer a greater array of products and services, including estate planning through our wealth management team, as well as the lending and commercial services available through the bank."

In addition to Gilmartin Associates, Peoples currently has five advisors serving its branches across eastern Pennsylvania and upstate New York. The bank has plans to increase this number to as many as 20 advisors and to expand its wealth management program to include a comprehensive offering of brokerage, financial advisory, wealth management, retirement planning, insurance and trust services for clients ranging from mass-affluent retail clients to high-net-worth individuals and families, as well as institutions.

"We are excited to support the growth of Peoples' wealth management program with the resources, tools and technology that are designed to serve the bank's diverse range of clients," said Craig Kamis, LPL Institution Services senior vice president. "We look forward to working with them to help them rebrand their wealth management services and to help them considerably expand those services to address the financial objectives of a growing clientele."

*Asset numbers reported by Peoples Security Bank & Trust Company and Gilmartin Associates and were based on prior business and have not been independently and fully verified by LPL Financial.

Pocono Medical Center's vision towards building a healthier community becomes clearer as its community benefit for fiscal year 2015 significantly surpasses any past year with over \$35 million.

Pocono Medical Center's community benefit for fiscal year 2015 has increased 28% from fiscal year 2014 with a total of \$35,519,958.88. "These contributions are not only a true measure of Pocono Medical Center's growth, but its investment in its community, its dedication to serving the community, and its vision of improving the quality of life as the region's most trusted name in healthcare," said Geoffrey M. Roche, MPA, Director of Community and Govern-

ment Relations at Pocono Medical Center.

Pocono Medical Center's community benefit includes free, uncompensated care to patients who could not afford to pay; the provision of care and free transportation for the elderly and the poor not paid by Medicare or Medicaid, direct patient care, community health education, professional and patient education, and community partnerships in its community. The devotion and hard work of Pocono Medical Center's employees, staff, and committed volunteers is demonstrated through the following:

374 hours of community service
173 families served by Nurse-Family Partnership
100+ total community outreach and education events
64,763 hours that all 492 PMC volunteers dedicated to serving patients

As a true driving force in the local economy, Pocono Medical Center is named as the third-largest employer in Monroe County providing over 2,000 jobs with 70% of those employees being Monroe County residents. These numbers are also sustained by over \$1 million towards professional and patient education and publications, over \$325,000 in community partnership and support, over \$40,000 in community education and prevention, and the development of the Healthy Living Program as Pocono Medical Center's premier, free program providing life-changing health information and access to medical services available through leading experts, fun and informational activities. In living out PMC's vision to build a healthier community, 90% of PMC's community benefit comes directly in the form of Patient Care to under and uninsured residents and through charity care.

As Pocono Medical Center continues to assess the needs of its community and grow with its community, its support will only excel to new heights. On that same token, on January 26th, 2016, Pocono Medical Center will host its annual meeting "Excelling to New Heights" from 5:30pm to 7:30pm at the Serenity and Tranquility Conference Rooms of the Dale and Frances Hughes Cancer Center to openly discuss the growth of Pocono Medical Center and how it plans to grow with you in the future. There will be dinner and refreshments provided. To learn more about the event, or to RSVP, please email events@poconomedicalcenter.org.

For the third year, **Paint the Mountain Pink** breast cancer event is being held at Shawnee Mountain Ski Area. It is being held Saturday, February 6, 2016, starting at 9:00 a.m. "We are so grateful to have Shawnee Mountain's support. Together we can increase awareness of cancer prevention and raise funds for patient needs. This year the grand raffle prize is a Ski & Stay package from Mont Blanc Ski Resort in Canada. Tickets are \$10.00 each. The drawing will be held at 4:00 p.m. and the winner does not need to be present to win. For raffle tickets (available in advance and onsite) and a complete list of raffle prizes, go online to hopeforstrength.com," states Carole' Ann F. Bowyer, co-founder of the Pocono Health Foundations' *Hope for*

Strength Breast Cancer Fund.

The first 200 lift ticket purchasers will receive a free knit headband compliment of Shawnee Mountain Ski Area.

The purpose of the Fund is to minimize the financial and emotional impact of breast cancer diagnoses and treatment. The *Hope for Strength Breast Cancer Fund* will provide up to \$500 to both male and female breast cancer patients of the Dale and Frances Hughes Cancer Center for basic living expenses. Please visit the Fund's website, www.hopeforstrength.com.

Contact Carole' Ann F. Bowyer at cabowyer@ptd.net or 570 977-0872 for more information about the Hope for Strength Breast Cancer Fund and to learn how you can make a difference.

Paramount Business Development, Inc., an advisory/coaching firm located in the heart of the Poconos, celebrates its 10 year anniversary this month.



From l to r: Bill Skinner, Rick Munson

Since its founding by Bill Skinner and Rick Munson, Paramount has continued to coach business leaders in many industries to improve business results, develop better teams, develop executives to enhance leadership skills, and guide companies through succession. Both Bill and Rick strive to accomplish one goal; continue to improve the business and avoid failure. Bill and

Rick work individually with companies but they also work together within their own company keeping each other balanced and at the same time encouraging personal improvement for themselves, which is why Paramount has continued to grow over the last 10 years. Both Bill and Rick work hard to help businesses achieve success and thrive instead of having to close their doors and no longer be influential parts of the communities they serve. Paramount thanks you for your continued support and looks forward to helping many more businesses reach their goals in the next 10 years!

Riverside Rehabilitation announced their first annual Book Drive. May is "Better Hearing and Speech" month and this year Riverside Rehabilitation is focusing on educating families about early speech and language development and its connection to literacy development. Our Speech-Language Pathologists are coordinating a community event, "Please Read with Me", involving a book drive from now through the end of April. In May, we will hold two events that will involve education on how parents can

build early literacy skills as well as the distribution of the collected books to the children in attendance, ages infant to 6 years old, free of charge.

Senator Mario M. Scavello states, *"At a young age, children are sponges to learning and absorbing information. I applaud Riverside Rehabilitation for their efforts in helping to improve early childhood literacy skills. Please drop off books for children at my Tannersville District"*.

We are asking the community to help by donating new or gently used picture books from now until the end of April. Drop off containers will be at all Riverside Rehabilitation locations throughout Monroe County. Go to www.riversiderehab.com for locations.

Please see below for other drop off points:

Weis- Tannersville Plaza 1575 State Route 611- Tannersville

Senator Mario Scavello's office -DePue Plaza 2989 Rte. 611, Suite 103 Tannersville

State Rep. Rosemary Brown's office -E. Stroudsburg 143 Seven Bridges Road- E. Stroudsburg, 18301 (near Alaska Pete's)

Kinsley ShopRite 107 Kinsley Drive Brodheadsville

Meals on Wheels 9 North Ninth Street Stroudsburg inside St. John's Lutheran Church

Community Church 1050 Memorial Blvd. Tobyhanna

On May 14th, from 9am-1pm at the Hughes Monroe Public Library located at 1002 North 9th Street in Stroudsburg PA, we will have the first of our events. Our Speech-Language Pathologists will be on-site for education about the early skills that are important for the development of literacy and strategies that parents can use while reading to their child to foster these skills. We will have several story times throughout the morning, resources on speech and language development and giveaways. Each child will be able to select a book to take home at no charge. No admission charge.

On May 21st, we will take part in The Quiet Valley Farm Animal Frolic from 10-4pm. Come visit us there for education, story time and giveaways while your children enjoy the surrounding farm animals. Each child will be able to select a book to take home free of charge. Visit www.quietvalley.org for admission charge.

PPL Electric Utilities crews are gearing up for wind and snow that may come our way this weekend - preparing to respond to any outages and restore power for customers.

"We've been watching the weather forecast, checking our vehicles and equipment, and fine-tuning our response plan," said Ray Connolly, the PPL director who will lead the team restoring any power outages. "If we have outages, our people will be ready."

The company works year-round to make the electric system more reliable for customers, including clearing trees

from around power lines, installing stronger poles and wires, and using technology to automatically detect outages and reroute power to turn the lights back on for many customers even before repairs are made.

In advance of any storm that may cause power outages, PPL Electric Utilities wants customers to take necessary precautions to stay safe and offers the following tips:

If you lose power, report the outage online at www.pplelectric.com or at 1-800-DIAL-PPL.

Stay away from downed wires, and call us promptly to report them. Also, stay away from damaged poles, as a downed wire could be hidden in the snow.

Make sure cellphones and other electronic devices are charged.

Have an emergency kit prepared, with items like a flashlight, batteries, water and canned food. If you already have such a kit, check to be sure the items do not need replacement.

Follow PPL Electric Utilities on social media and online at www.pplelectric.com for the latest information.

To make it easier for customers to report and track outages, some recent improvements made by PPL include:

A new mobile-friendly online outage center at www.pplelectric.com/outage.

A new online outage map where you can see the location and scope of any outages, find out the cause and learn when we expect power to be restored.

Outage alerts - delivered to customers when outages happen. You can customize your alerts - including how you want to get them and the times you may not want to be disturbed - at www.pplelectric.com/alerts.



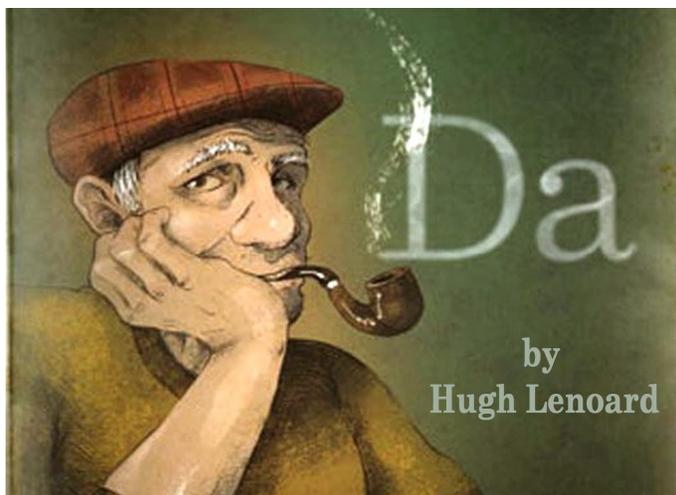
Tina K. Hodnik

Riger Marketing Communications has named Tina K. Hodnik office manager and bookkeeper for the agency. Hodnik succeeds the retiring Barbara J. Butler, who worked 51 years at Riger.

Hodnik, originally from Little Rock, Arkansas, has lived in Binghamton for 33 years, working in a bookkeeping and administrative capacity. As Riger's bookkeeper and office manager, she will manage the company's books and oversee many of its day-to-day business and housekeeping activities.

Riger, A Marketing Communications Company, serves clients throughout New York and Pennsylvania. The agency is a member of the American Association of Advertising Agencies and the Public Relations Society of America.

Samuel French Publishing House has presented **The Shawnee Playhouse** with the wonderful opportunity to present the Irish comedy “*Da*”, winner of the Tony Award for Best Play.



Hugh Leonard’s hilarious comedy “*Da*”, explores the relationship of Charlie, a successful playwright, with his adoptive father. In this semi-autobiographical play set in 1960’s Dublin, we find Charlie in his childhood home just after Da’s funeral. While he sorts through his father’s things, he is visited by Da’s ghost, who stubbornly refuses to leave the house or his son’s mind. As Charlie revisits his past, we get to share in the tender, frustrating and very funny moments that defined the complex relationship between father and son.

“*Da*” will be featured March 11 through March 20, in place of “*The Lieutenant of Inishmore*”. Ticket pricing will remain the same.

For tickets and information, please call the Box Office at 570-421-5093 or visit the website at www.theshawneeplayhouse.com.

With **United Way of Monroe County’s** campaign ending February 29th, there is still time to contribute to this year’s campaign. It is also time to decide how we will invest the funds raised through the campaign into community service efforts across the county.

The annual “Citizens’ Review” is a unique feature of United Way of Monroe County. Volunteers come from all over our area and have diverse backgrounds, but share a common goal of improving the lives of Monroe

County residents, across four program areas: Helping Children Succeed, Meeting Basic Needs, Promoting Self-Sufficiency and Engaging Youth. In addition, a volunteer finance panel will review all financial documentation submitted by partner agencies as part of their requests for program funding. United Way is looking for volunteers to support these processes. This is the community’s chance to make important decisions about how United Way of Monroe County should invest in community service efforts in the county.

For the finance panel, we are specifically looking for those with a strong financial background with availability in February. For the program panels, the process will kick off with a breakfast orientation for volunteers on Wednesday, March 2, from 9:00 a.m. to 11:00 a.m. at East Stroudsburg University’s Center for Innovation, and run through early April. The total time commitment can range from 20 to 30 hours, with each panel setting up its own meeting schedule.

Over 50 volunteers throughout our community are needed for this critical, annual decision-making process. Volunteers who attend the kickoff will receive their panel information and meet fellow volunteers and representatives from United Way’s partner agencies. Throughout the process, volunteers will review aspects of the non-profit programs seeking funding and will make recommendations about grant requests. The process includes site visits to agencies and a review of outcomes/results in improving people’s lives across the county.

For more information about the United Way of Monroe County or to invest in and support our community service efforts visit www.unitedwaymonroe.org or call 570-629-5657 and ask for Monica Cravotta, campaign and fund distribution director or e-mail monica@unitedwaymonroe.org. Deadlines to register are Friday, January 29, 2016 for the finance panel and Friday, February 12, 2016 for the fund distribution panels.

Pocono Alliance has a vision to see a community that is dedicated to helping others. What better place to start than by having the youth of Monroe County help others? Pocono Alliance has created the Youth4Solutions grant to contribute to youth community service projects in Monroe County. Pocono Alliance is requesting that youth across the county create a community service project and submit their idea to Pocono Alliance for a chance to make their idea a reality. The group with the winning project will be awarded a small grant of up to \$500 to help them carry out their community service and change lives in Monroe County.

“We believe that providing the youth with this grant will help to spark community service efforts and also allow the community to see where help is needed in the county. We always enjoy and appreciate every opportunity we have to help make the community a better place,” said Pocono Alli-

ance Executive Director, Michael Tukeva.

The project must be a community service, created and carried out by youth aged 18 and under. The project proposal must be submitted to Pocono Alliance by March 31st, 2016. The winning project proposal will be selected by the Pocono Alliance Board of Directors and staff members and will be announced on April 30th, 2016. For more information on the Youth4Solutions grant and project details, call Pocono Alliance at 570-517-3953, email at poconoalliance@monroecountypa.gov, or visit PoconoAlliance.org.



Yvonne L. Reitemeyer

Yvonne L. Reitemeyer, Financial Adviser, ChFC®, Frailey Insurance and Financial Services has been selected President of **BNI Mountain Chapter - Poconos** starting October 1. Meetings are held every Thursday morning at 7:00 a.m. at the Quality Inn on West Main Street in Stroudsburg.

Business Network International (BNI) is an organization which is "the world's largest referral organization"

with over 150,000 members worldwide and is in over 58 countries worldwide. BNI was founded in 1985 by Dr. Ivan Misner "for the primary purpose of building powerful referral networks". The BNI organization works by creating a group of people from various industries and encouraging regular passing of referrals.

Each chapter allows one person per occupational classification, and prospective members must be approved via an application process.

BNI's philosophy is "Givers Gain" - members are expected to focus on giving referrals to other members to build relationships and receive referrals in return.

BNI draws a distinction between a "referral" and a "lead." A lead is contact information for a prospect for a member's business, while a referral occurs only when the prospect has already expressed interest in the business in question, and is ready to be contacted by the referred BNI member.

Chapters have specific rules regarding required attendance in order to cultivate the relationships needed to create a comfort level in referring business.

Chapters track the monetary amount of passed business in order to prove the value of the financial and time commitment.

Total annual value of referrals: 5.4 million referrals resulting in \$6.5 billion (U.S.) (2014).

As a Financial Adviser, Reitemeyer states, "I am humbled and honored to be able to provide our members with the valuable protection and coverage that life insurance provides. BNI gives me the opportunity to share values and feelings about the importance of life insurance. I'm able to protect what matters most to referrals, potential new members and their families."

For more information or to attend a meeting contact Yvonne L. Reitemeyer 570-421-7447 x233 or visit our facebook page BNI Mountain Chapter Poconos PA

PPL's Be ready for winter's tests

Winter came slowly this year, with a December holiday season that was positively tropical.

But now it's a new year – and time to face the challenges of cold, snow and ice.

There are steps you can take to stay safe in wintry conditions, like having your tires checked, or buying a bag of rock salt to help defrost those icy sidewalks.

And, there are steps you can take to save energy during a time of year when electricity usage can skyrocket. (The all-time record for most power used by PPL Electric Utilities' customers was set during the cold of last February. The record before that was set in January 2014.)

Here are a few tips:

Heating is a home's biggest single energy expense, and a good place to start saving. Replace your furnace filter so it works efficiently. Weather-seal windows, set your thermostat cooler when no one's home, and seal any leaks in your air ducts. And, try to set your thermostat to 68 degrees.

Use power strips to turn off power to appliances that aren't in constant use, like home entertainment systems. Many of them draw power even when they are turned off.

Cook with microwaves or slow cookers when you can, rather than using your oven. Winter is a great time for slow-cooked comfort food.

In the dark of winter, you'll probably have the lights on a lot. Switch where you can to LED bulbs, which use up to 75 percent less energy. And keep light bulbs clean, since dirt can absorb light.

If biting cold drives up your bill, and you're concerned about the cost, there are programs to help. You can search PPL Electric Utilities' website, pplelectric.com, to find information on WRAP, Operation HELP, LIHEAP, budget billing, and other programs to help reduce or even out your bill. (Eligibility guidelines apply for some programs.)

You can also save by shopping for electricity. Electricity supply makes up the largest part of your bill, and some suppliers offer it at a lower rate than PPL Electric Utili-

ties' price to compare. Visit PAPowerSwitch.com to see the offers of other suppliers. Make sure to check out their terms, such as whether the rate is fixed or variable.

As for us, we prepare for winter's challenges year-round. Our investments in updated equipment, smart grid technology, and tree trimming improve reliability in all weather. We're proud to say that last winter's bitter cold did not cause any significant issues to our system, and we're aiming to repeat that performance this year.

We track weather forecasts on an ongoing basis. If bad weather threatens, we don't wait to activate our storm command center, arrange for expanded staffing, and take other actions to limit the effects of the storm on our customers.

So, let's bundle up, get ready, and see what winter brings. And together, we'll get through it.

The **Pocono Arts Council** will offer the following classes during the month of February. Classes, unless noted otherwise, are held at the PoconoArts Cultural Center, 18 N. Seventh St., Stroudsburg. To register call PoconoArts at 570-476-4460 or register online at www.poconoarts.org.

ONGOING ADULT CLASSES

Oil Painting

Instructor John McAllister

February Classes 4, 11, 18, 25

This ongoing workshop focuses on the individual, helping them to develop their own personal style and technique working with the oil medium. Learn how to develop your painting by understanding drawing and composition, light and shadow, color, preparation of materials and the application of paint. Working at your own pace, you pick the subject while the instructor guides you through the painting process.

Tuition: Member \$75/Non-Member \$85: Senior Member \$65/Non-Member \$75

Materials List

Intermediate Watercolor

Instructor Joan Raushi

Sundays 1-4pm

January Classes 10, 17, 24, 31

February Classes 7, 14, 21, 28

This class will cover composition, how to avoid "making mud", rules of portraiture, using a photograph and various textures, along with other varied techniques.

Tuition: Member \$100/Non-Member \$110: Senior Member \$90/Non-Member \$100

Materials List

Blues Guitar

Instructor Spencer Reed

One Evening, February 9, Tuesday, 6:30-8:30pm

This workshop will provide a practical, hands-on approach to jamming. Attendees perform together in a casual, friendly setting. No stage audience, peer pressure or smoky club. Perfect for young people as well as adults who

want to jam.

Tuition: Member \$20/Non-Member \$30: Senior Member \$15/Non-Member \$25

Figure Drawing w/Professional Costumed Model

Instructor Ted Michalowski

This energetic workshop will focus on direct drawing, from the theatrically costumed and fashionably dressed model. Participants will draw through a range of exciting approaches, learning to draw more freely, confidently and courageously. This workshop is for teens and adults at all skill levels.

Tuition: Member \$40/Non-Member\$50: Senior Member \$30/Non-Member \$40

Materials List

"Artist A Day Series"

Instructor Susan Field

Artist Peter Max

Children Grades 3rd – 6th

February 6, Saturday, 1-3pm

Paint a poster using icons like the artist. Medium is neon poster paint.

Tuition: \$30.00 (all supplies provided)

PoconoArts classes fill on a first come, first serve basis. Placement in a course is secured when payment in full is received. If PoconoArts must cancel a class due to low enrollment, students will be notified prior to the scheduled start date of the class and full refunds will be issued. Tuition refunds will be honored if received ten days prior to the beginning of a class/workshop. PoconoArts will not refund or reduce any class fees for missed classes or late enrollment. The Pocono Arts Council is a local arts service organization serving Monroe, Pike and Wayne counties.

The presidents, provosts and deans of **East Stroudsburg University of Pennsylvania (ESU)** and **Northampton Community College (NCC)** will meet at 3:00 p.m. on Monday, February 1, to finalize a new partnership that will fast track the completion of bachelor degree programs in business administration and provide a Bachelor of Science in nursing (BSN) completion program option right on NCC's Bethlehem campus.

"ESU is very fortunate to have such a great relationship with President Erickson and his NCC team," said Dr. Welsh, president of ESU. "This partnership has been a long time coming and we are grateful for the opportunities this program offers NCC students. These rewarding programs enable students to continue their studies on NCC's campus and allow them to accelerate their degree completion in an affordable way that fits their lifestyles and gives them an advantage in a very competitive job market."

The agreement, which will be signed by ESU President Marcia G. Welsh, Ph.D., and NCC President Mark Erickson, Ph.D., will take place on NCC's main campus in Bethlehem in Alumni Hall, Gates Center, Room 130. Finalization of this partnership will enable students in NCC's busi-

ness administration program to earn both an associates degree in business administration from NCC and a bachelor's degree in business management from ESU in just three years by taking courses year-round. All ESU courses are offered at the NCC Bethlehem campus. Each course meets for one three-hour block per week which will enable students to plan work and family commitments around their class schedules.

The agreement also allows NCC students graduating from its registered nursing (RN) program to transfer seamlessly to ESU's Bachelor of Science in nursing (BSN) program, which will offer flexible evening part-time and full-time options for working nurses who need to meet the BSN requirement for employment. Students who begin the courses required for the bachelor's degree in the spring will be able to complete it in 18 months.

Founded in 1893, ESU is one of the 14 institutions in the Pennsylvania State System of Higher Education. ESU offers 56 undergraduate degrees and 24 graduate degrees. For more information about accelerated degree completion programs, contact Millie Román-Buday, ESU's extended learning admission coordinator, at mroman@esu.edu or 610-419-2516. More than 85 students transferred from NCC to ESU last year.

Pocono Services for Families and Children invites the community to attend its 50th Anniversary Gala on March 31, 2016 at Terraview at Stroudsmoor Country Inn. This event will celebrate five decades of Head Start in Monroe County.



Weiler Corporation received the Champion for Children award at last year's PSFC annual dinner/ community celebration at Shawnee Inn and Golf Resort. Accepting the honor was Michael Jordan (left), Weiler's vice president of human resources. Presenting the award and a state citation were Tim Lee, PSFC executive director, and Representative Rosemary Brown.

The evening will begin with a cocktail hour from 5:30 to 6:30 p.m., with a delicious dinner to follow and dancing around 9 p.m. Dignitaries/guest speakers will include Blair Hyatt, executive director of the Pennsylvania Head Start Association, and Pennsylvania State Senator Mario Scavella. In addition, special awards and honors will be

presented. PSFC is still looking for event sponsors and obtaining congratulatory ads for the evening's program booklet.

A silent auction will be part of the event, with items including jewelry, baseball tickets, resort stays, and gift certificates. The celebration will also highlight achievements, artwork and memories from the beginnings of Head Start in Monroe County 50 years ago to the present day.

The dinner donation is \$50 per person and reservations should be made by March 18. To RSVP, please contact Chris Grape-Garvey, PSFC's community resources coordinator, at 570-421-2711 ext. 238 or email cgrapegarvey@psfc.org.

PSFC's mission is to provide resources for the evolving needs of community children and families, in support of efforts to achieve their goals. The nonprofit agency serves more than 300 children and continues to expand services and implement new programs. Besides Head Start and high quality early childhood education, its programs include emergency assistance, youth mentoring and diverse training opportunities for parents. PSFC has centers/classrooms in the East Stroudsburg Area and Pocono Mountain school districts, as well as Coolbaugh Township and East Stroudsburg Borough.

PSFC is accredited by the National Academy of Early Childhood Programs (NAEYC). For more information, visit www.psfc.org or call 570-421-2711.

Pocono Alliance Starts Early Childhood Developmental Screening Program

Did you know that a child's brain is 90% developed by the age of 5? Taking the correct steps to ensure that your child is growing and developing normally is easy with Pocono Alliance's Early Childhood Developmental Screenings. Currently in Monroe County, there are over 8,500 children under the age of 5 who are eligible for these screenings. To date, Pocono Alliance has performed over 8,000 vision, hearing, and developmental screenings.

Our Children's Care Coordinator is trained to conduct over-the-phone and in-person screenings and identify any potential factors that may be interfering with a child's growth and learning. After the screenings are conducted, recommendations and referrals will be made based on your child's specific needs.

"Through our vision, hearing, and developmental screenings that we've been conducting since 2004, we have been able to help many young children in Monroe County and I believe that these Early Childhood Developmental Screenings will continue to positively impact the children in the county," said Pocono Alliance Executive Director, Michael Tukeva.

The screening program will utilize the PoconoInfo Helpline to conduct the over-the-phone interviews. Screenings will

begin February 1, 2016. For more information on the Early Childhood Developmental Screenings, call Pocono Alliance at 570-517-3953, email at poconoalliance@monroecountypa.gov, or visit PoconoAlliance.org.



Dr. Pete Obeng

Please join in welcoming Dr. Pete Obeng to **Pocono Medical Center** as the Medical Director of our Occupational Medicine program. Dr. Obeng is board eligible by the American Board of Preventative Medicine. His most recent experience was as the Medical Director of Occupational Medicine for U.S. Healthworks in Reading, PA. Prior to that, Dr. Obeng was a physician in the U.S. Army where he provided medical care to wounded soldiers and supervised combat medics in Iraq. Dr. Obeng recently completed his Masters of Science

in Public Health and also has a Bachelor's of Science in Radiation Therapy.

Dr. Obeng and his team will be developing a comprehensive Occupational Medicine Program for employers in our community.

Pocono Raceway and ID.me are entering the third year of their partnership to offer a benefit program to military personnel and first responders.

By logging onto poconoraceway.com and clicking on the appropriate benefit, fans are taken to the ID.me site for verification. Once verified, fans will have the option to choose tickets for events at Pocono Raceway.

"This is a great program and great benefit for some very deserving people and we are thrilled to continue our partnership with ID.me," said Pocono Raceway President & CEO Brandon Igdalsky. "Our military and first responders put their lives on the line for us and this benefit program is a way to say thank you."

Military personnel are offered 20% off a variety of seating areas for all NASCAR and IndyCar and support races, while first responders will be provided with 10% benefit. All regular fees and delivery charges will apply.

"ID.me is delighted to continue our partnership with Pocono Raceway so military and first responder fans are able to easily claim this terrific promotion," said Blake Hall, CEO and co-founder of ID.me.

Pocono Raceway will host seven national motorsports events during the 2016 racing season, including a NASCAR XFINITY Series race for the first time on June 4. The Axalta "We Paint Winners" 400 NASCAR Sprint Cup Se-

ries (NSCS) race is set for June 5, the Pennsylvania 400 NSCS race on July 31 and the ABC Supply 500 Verizon IndyCar Series race on August 21. The Pocono Mountains 150 NASCAR Camping World Truck race is scheduled for July 30 and two ARCA Series Presented by Menards races with a 200-mile event on June 3 and the ModSpace 150 on July 29 offered as well.

Tickets for all races are now on sale at poconoraceway.com or by calling 1-800-RACEWAY.

Ribbon Cutting

Fairfield Inn & Suites



*Ribbon Cutting at Fairfield Inn & Suites.
(photo courtesy of V.I.P. Studios, Inc.)*

Fairfield Inn & Suites, located at 294 Frantz Road in Stroudsburg, recently held a ribbon cutting to celebrate their grand opening. They offer free Wi-Fi, free breakfast, and other amenities. For more information, you can contact them at 570.421.0100.



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Business Card Exchange

The Business Card Exchange was held on January 11th at the Tavern on Main at the Quality Inn in Stroudsburg.



Networking at Tavern on Main at the Quality Inn

The next Business Card Exchange will be held on Monday, February 8th at the Chateau Resort & Conference Center in Tannersville. .

Sponsorships are available for future business card exchanges. For more information, please contact the Chamber at 570.421.4433.

**Business Card Exchange
and other Sponsorships
Available for 2016!**

**We are also looking for a
business who would like to
host a Business Card
Exchange.**

**Please contact
Pat Metzgar at the
Chamber at 570.421.4433**

Women in Business

The January Women in Business luncheon, sponsored by Mike Riley of Heartland Payment Systems, was held at Terraview at Stroudsmoor Country Inn in Stroudsburg.

The next luncheon will be held at Terraview at Stroudsmoor Country Inn on Tuesday, February 9th.

The topic "Coronary Disease in Women: A Global Challenge" will be presented by Dr. Nche Zama and is being sponsored by Pocono Medical Center.



Mike Riley, Heartland Payment Systems - Luncheon Sponsor



Adrienne Primrose, Blissful Existence - Topic Presenter

For more information on upcoming WIB lunches, to donate a door prize, or to sponsor a luncheon, please contact Miriam Conway at 570.421.4433.

Welcome New Members

The following new members are not listed in the 2014-2015 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

NYPANET.COM, Inc.

Al Guzzo

34 N. Crystal Street

East Stroudsburg, PA 18301

570.291.4010

570.421.1795

al.guzzo@nypanet.com

www.nypanet.com

**OFFICE EQUIPMENT-SALES &
SERVICE**

Raven Entertainment LLC

Stacy Horowitz-Rodriquez

144 Cornwall Place

Bushkill, PA 18324

570.872.4404

zoetheclown@verizon.net

www.enterthemagick.com

ENTERTAINMENT

Woodforest National Bank

Ciji Bryant

3271 Route 940

Mount Pocono, PA 18344

(LOC): Inside Mt. Pocono Walmart

570.839.4080

570.839.4068

cbaksh@woodforest.com

www.woodforest.com

BANKS-FINANCIAL INSTITUTIONS

IMPACT



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George Roberts - First Vice Chairman

Debi Cope - Treasurer

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Doug Olmstead - Assistant Secretary

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Dr. Marcia G. Welsh

Carl Wilgus

Theresa Yocum

IMPACT

Visit us at www.greaterpoconochamber.com

Greater Pocono Chamber of Commerce
556 Main Street
Stroudsburg, PA 18360-2093

Phone: (570) 421-4433

Fax: (570) 424-7281

URL: <http://www.greaterpoconochamber.com>

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