

St. Luke's Named Among Nation's Top 100 Hospitals

St. Luke's University Health Network has, for the third year in a row, been ranked one of the nation's 100 Top Hospitals® by Truven Health Analytics,™ part of IBM Watson Health,™ in the Major Teaching Hospital category. Other winning health care leaders in that category for 2017 include Emory University Hospital, OhioHealth Doctor's Hospital and University of Colorado Hospital.

The Truven Health 100 Top Hospitals® study identifies hospitals and leadership teams that provide the highest level of value to their communities, based on a national balanced scorecard.

Truven's process is the most comprehensive, academically driven study of its kind. It evaluates clinical and operational performance in 11 areas, addressing: inpatient mortality; 30-day mortality rate; complications; core measures; 30-day risk-adjusted re-admission rate; severity-adjusted average length of stay; mean emergency room throughput; inpatient expense per discharge; Medicare spend per beneficiary; adjusted operating profit margin; and Hospital Consumer Assessment of Healthcare Providers and Systems (HCAHPS) score (patient rating of overall hospital performance).

This is the sixth time St. Luke's has been named among the Truven Health 100 Top Hospitals®.

"This award is solely based on clinical outcomes, efficiencies of care and financial performance unlike other awards such as US News," Rick Anderson, St. Luke's president and CEO, said.

"The Truven 100 Top Hospitals award judges an organization's ability to thrive regardless of the constantly changing environment of today's health care industry, and national imperatives that continue to demand the highest value of care. That means St. Luke's provides the highest quality of care at lower cost," Anderson said.

To conduct the 100 Top Hospitals study, Truven Health researchers evaluated 2,740 short-term, acute care, non-federal hospitals. They used public information — Medicare cost reports, Medicare Provider Analysis and Review (MEDPAR) data, and core measures and patient satisfaction data from the Centers for Medicare & Medicaid Services (CMS) Hospital Compare website. Hospitals do not apply for these awards, and winners do not pay to market this honor.

"The hospital industry's ongoing transition from fee-for-service to value-based care appears to be bearing some positive results for both patients and payers," said Jean Chenoweth, senior vice president at Truven Health Analytics. "The magnitude of improvement we've observed over the last five years is greater than any other five-year period we've tracked. On top of that, this year's winners have reached new highs in performance in comparison to peers across the country, which suggests that improvement in value from hospitals is likely to continue."

The winning hospitals were announced in the March 5, 2017 edition of *Modern Healthcare* magazine.

For more information, visit 100tophospitals.com.

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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.

April 2017 Calendar of Events

- April 3**..... *Business Card Exchange*
5:30 p.m. – Pocono Palace Resort -
East Stroudsburg
- April 7**..... *Government Relations/Public Policy*
Committee
8:00 a.m. - Stroud Township
Municipal Building - Stroudsburg
- April 10**..... *Lunch With PA Dept of Labor &*
Industry
Noon – Ridgecrest at Stroudsmoor
Country Inn - Stroudsburg
- April 11**..... *Women In Business Luncheon*
Noon – Ridgecrest at Stroudsmoor
Country Inn - Stroudsburg
- April 12**..... *Econ/Development Transportation*
Committee
8:00 a.m.- GPCC
- April 12**..... *Education Committee*
11:00 a.m.– PA CareerLink -
Tannersville
- April 19**..... *Women in Business Committee*
8:30 a.m. - GPCC
- April 19**..... *Digital Strategies Committee*
10:00 a.m.- GPCC
- April 25**..... *Board of Directors*
8:30 a.m.- ESU Innovation Center
East Stroudsburg
- April 26**..... *Annual Banquet Dinner*
6:00 p.m. - Terraview at Stroudsmoor
Country Inn - Stroudsburg

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.

Members in the News

NCC Executive-in-Residence is PPL Corporation CEO



William H. Spence

William H. Spence, chairman, president and CEO of PPL Corporation, will give a talk titled “The Energy Sector and Cyber Security: Protecting the Power Grid” as the Executive-in-Residence at Northampton Community College on Thursday, March 30, at 11:00 a.m., 3835 Green Pond Road, Bethlehem Township, in the David A. Reed Community Room, College Center 220. The talk is free and open to the public.

With more than three decades of experience in the utility industry, Spence oversees distribution and transmission subsidiaries in the U.S. and the U.K. PPL’s regulated delivery companies are expecting to invest \$16 billion through 2019 – resulting in a projected \$9 billion increase in the company’s regulated asset base.

Spence joined PPL in 2006 as executive vice president and chief operating officer. He was named president and CEO in 2011 and chairman in 2012. He currently serves on the board of the Electric Power Research Institute (EPRI), as a member of the executive committee of the Edison Electric Institute (EEI), and as co-chairman of EEI’s CEO Policy Committee on Reliability and Business Continuity. Spence is a member of both EEI’s CEO Policy Committee on Environment and the Electricity Subsector Coordinating Council, which serves as the principal liaison between the federal government and the electric power sector to protect the grid from cyber and physical threats to critical infrastructure.

In addition to the talk open to the community, Spence will meet with NCC students and faculty.

Begun in 1985, NCC’s Executive-in-Residence program is funded by Jack and Cecile Shaffer in memory of their son Hal Shaffer. The program allows students to spend time with the area’s most successful business leaders. Past executive-in-residences have included Elmer Gates of the Fuller Company, Ed Donley of Air Products, Robert Rodale of Rodale Press, and many others.

For more information call 610-861-5519.

NCC Offers New Workshop, “Mobile Retail Truck 101”

Have you ever considered opening a business ... in a truck? Food trucks are all the rage now, but mobile businesses go beyond that. Northampton Community College has a new workshop for entrepreneurs who are interested in the mobile business trend “other than food.”

Participants in the Mobile Retail Business workshop will gain a good grasp on how to start out in the business, including learning the laws, licensing, risks, and financing associated with the mobile retail industry. Topics include start-up methods, capital required, marketing success, finding a niche market, booking the right venues, truck build-out guidelines, maintenance issues, and networking opportunities. You’ll learn all you need to know to decide if a mobile retail business is right for you! Instructor Dean McBride owns and operates the mobile business XXtreme Simulations, a mobile firearms simulator that provides a safe and exciting environment to learn firearms safety, skills and proficiency.

The workshop is offered on Tuesday, April 4, from 6-9 p.m. at the Fowler Family Southside Center. Fee is \$29. For more information, call 610-861-5068. To register, visit www.northampton.edu/noncredit.

THE SALVATION ARMY EAST STROUDSBURG, CORPS.: Please help the Salvation Army East Stroudsburg, Corps. **“Take a stand against diet-related diseases!”** for our children and families in Monroe County PA. Join our “HEALTHY FOOD PARTERSHIPS”

Please join us for our March 23, 2017 Food Distribution at 226 Washington Street, East Stroudsburg, at our choice pantry to see our efforts in action: fresh fruits-including bananas, apples, oranges, fresh vegetables-including cucumbers and lettuce, fresh eggs, and more!!! Meet our staff and clients, learn about our 1st Annual Salvation Army Shawnee Family Fest (Sunday, June 25, 2017 at the Shawnee Inn) – a free, fun day of healthy food, exercise, and family music for children and families and help us “TAKE A STAND AGAINST DIET RELATED DISEASES!”

Children and families in Monroe County, PA are going hungry and suffering from diet related diseases, including iron deficiency, diabetes, heart problems, ADHD, stress and depression, and suicidal tendencies. Undernourished and poorly nourished children are at risk of serious health, social, and educational problems carrying into adulthood however, together, we can help!

18% of Monroe County, Pa. residents are “**child food insecure**,” meaning that a staggering number of children lack enough food for an active, healthy life in our community. Unhealthy “fast” and processed food is less expensive, but results in less healthy food and poor nutrition.

With your help, we can work toward our goals of healthier

food in our soup kitchen and food pantry, educational programs for our youth and families in healthy food choices, cooking, and eating, and a healthier Monroe County, PA Community!

NASCAR Stars Matt Kenseth and Martin Truex Jr. to Meet in Fifth Annual “Dover vs. Pocono Rivalry Day” on May 3

Dover International Speedway and Pocono Raceway will meet for their fifth annual track-vs.-track competition on Wednesday, May 3 with “Dover vs. Pocono Rivalry Day” at Coca-Cola Park, home of the Lehigh Valley IronPigs, in Allentown, Pa.

The game will feature Monster Energy NASCAR Cup Series drivers Matt Kenseth (Team Pocono) and Martin Truex Jr. (Team Dover). The rosters for each team will be rounded out with members of national and local motorsports media, as well as other local media personalities.

This will be the fifth meeting between the two tracks with “The Monster Mile” enjoying a 3-1 advantage in the annual matchup against “The Tricky Triangle.” Prior to this year’s event, Dover and Pocono faced off in a head-to-head softball game. The event has changed slightly to feature more fan-driven portions and will include softball, kickball and much more.

Access to “Dover vs. Pocono Rivalry Day” is free with a ticket to the May 3 game between the Lehigh Valley IronPigs and the visiting Scranton/Wilkes-Barre RailRiders. Activities in the KidsZone are free until 6 p.m. for children wearing NASCAR-related items. To purchase tickets, visit www.ironpigsbaseball.com, call (610) 841-PIGS (7447) or stop by the Coca-Cola Park Ticket Office during normal business hours (Monday-Friday, 9 a.m. to 5 p.m.; Saturdays, 10 a.m. to 2 p.m.).

Gates for the NASCAR driver event will open at 4 p.m., with the competition beginning at 4:30 p.m. Kenseth and Truex will then throw out the first pitches for the 7 p.m. Lehigh Valley IronPigs game.

Throughout the NASCAR event and baseball game, ticket giveaways will be held for the Monster Energy NASCAR Cup Series races on Sunday, June 4 (Dover), and Sunday, June 11 (Pocono).

Dover International Speedway hosts its first NASCAR tripleheader weekend of the year on June 2-4, including the “AAA 400 Drive for Autism” Monster Energy NASCAR Cup Series race on Sunday, June 4, a NASCAR XFINITY Series race on Saturday, June 3 and a NASCAR Camping World Truck Series race on Friday, June 2. For race tickets or more information, call 1-800-441-RACE, visit www.DoverSpeedway.com or download our mobile app for iPhone or Android devices.

Pocono Raceway will host seven national motorsports events in 2017, kicking it off with the “Pocono 400” race weekend in June. This race weekend will feature the Mon-

ster Energy NASCAR Cup Series for the “Pocono 400” on Sunday, June 11, the NASCAR XFINITY Series for the “Pocono Green 250” on Saturday, June 10 and the ARCA Racing Series presented by Menards for the General Tire #AnywhereIsPossible 200 on Friday, June 9. Tickets for all races are now on sale at www.poconoraceway.com or by calling 1-800-RACEWAY.

All dates, times and attendees are subject to change without notice. Neither NASCAR nor any of its affiliates are sponsors of this promotional event.



John DeCusatis

John DeCusatis, an associate for **Barry Isett & Associates**, has been a strong force in developing the company’s Stroudsburg branch office – which only opened in January of this year at 525 Main Street, Suite 200, Stroudsburg, PA 18360. Barry Isett & Associates is a multi-discipline engineering firm, founded in 1977 to provide structural and civil engineering and surveying services to Lehigh Valley area clients. Today, with over 110 associates, the company has expanded its

scope of services to include mechanical, electrical, plumbing, fire protection and forensic engineering; municipal services; grant writing; environmental services; landscape design; traffic engineering; UCC code inspection services; and construction inspections and materials testing, and has offices in the Delaware Valley, Wyoming Valley, Hazleton and now Stroudsburg areas. Isett is an employee-owned firm and has been named a 2017 Morning Call Top Workplace and was recognized as Corporate Citizen of the Year by Lehigh Valley Business in 2016.

John was employed with Isett from June 2012 to December 2013 as a Planning/Zoning/Sewage Administrator and rejoined the firm in October 2016, John is a certified PA Sewage Enforcement Officer and PA Building Code Official. Prior employment includes a business owner of an environmental testing business and working for Stroud Township as a commercial planning administrator. He has a license as a PA Real Estate Salesperson and has done commercial real estate development and leasing with Legend Properties. John is vice chairman of the Stroud Township Sewer Authority and serves on the Monroe County Economic Development, Small Business and Entrepreneur Task Force. He is also a founding board member of the Latoff MS Foundation, a non-profit organization helping people in the Hazleton area who have MS. In addition to all these services and causes that John is involved in, his eight-year-old son Dominic is the best part of his life. He enjoys hiking, playing golf and travelling.

Isett is pleased to have John on staff as he works hard to provide clients with various code services and puts time and effort into business development for the company. Isett staff are ready and happy to help bring clients’ projects to success. To contact the Stroudsburg office, please call 272.200.2050.

Wilkins Hires Four Sales Agents

Better Homes and Gardens Real Estate Wilkins & Associates announces the hiring of 4 Sales Associates. Hired were Alana Clifton, Justine Eichner, Lennea Aurilia, and Brittany Salapek. All four women will be full-time Realtors with the Wilkins organization.



Alana Clifton

Clifton, who will work from the Mount Pocono office, is originally from New Jersey and has lived in the Poconos for the past 12 years and resides in Pocono Lake. She has been a member of the Pocono Mountains Association of REALTORS since March of 2015. Prior to

joining Wilkins, she was an Assistant at Classic Properties in their REO department. Clifton took the pre-license real estate courses from Pocono Real Estate Academy and passed the State exams in 2015.

Said Dennis Mooney, Sr. V.P./Assoc Broker/Recruiter, “Alana is a real go-getter. She’s a millennium Realtor, is starting in real estate at just the right time and is very tech savvy, a quality we generally look for now.”



Justine Eichner

Eichner, who was recruited by Bill Schutte, V.P./Sales Manager and company Recruiter, will work out of the Milford office. Originally from New York, she has lived in the Poconos for the past 12 years. Eichner took the pre-license Real Estate courses online through *Career Web School* and in January 2017 passed the State exams. Prior to being involved in real estate, Eichner was a Manager at a sanitation company.

Said Schutte, V.P./Assoc Broker, “Justine is also a real go-getter. Her personality is much in line with what it is that we do in real estate and I see nothing but success for this young lady. As Manager of the Milford office, I do a lot of free one-on-one training for the company coupled with the webinars offered by BHG corporate and our monthly training classes hosted by Judith Timg.”



Lennea Aurilia

Aurilia, originally from New Jersey, lived in the Carolinas and worked as a New Construction Homes Specialist for Beazer Homes and then as a Buyer's Agent and Office Manager for the McNeely Team at Coldwell Banker Seacoast Advantage. From early 2015 until joining the Wilkins organization, she was a Real Estate Agent with Keller Williams Real Estate. She resides in Penn Estates. Aurilia will

be working from the Stroudsburg office.

Said Mooney, "Lennea is already a seasoned Realtor, but our free training to learn online marketing and the classes designed to jumpstart your career very much attracted her to BHG.



Brittany Salapek

Salapek, was recruited by Dennis Farrelly for The Dennis Farrelly Team, and will be working from our Bushkill and Stroudsburg offices. The Dennis Farrelly Team is an *Elite Award* winner, receiving one of the highest awards given for a real estate team nationwide by Better Homes and Gardens Real Estate corporate. Salapek's past employment includes being a Federal Law Enforcement Officer for the National Park Service from 2002 until 2008. She was an Assistant Professor/Recreation Program Director at Wellesley Collage from 2008 until 2013. Salapek is also a part-time Salesperson at Dunklebergers Sporting Goods. Salapek took the pre-licensing courses and passed the State exams in early 2017. Salapek is originally from the Lehigh Valley

Said Thomas R. Wilkins, CEO, "Brittany is one of those persons that's simply got it all together. Her background in law enforcement and teaching gives her a step-up when learning about the real estate industry. Real Estate is a service business where you need to multi-task and the attributes of both a teacher and law enforcer will assist her greatly. Brittany is very also tech savvy.

Better Homes and Gardens Real Estate Wilkins & Associates operate 4 offices throughout the greater Poconos including Monroe, Pike, Carbon and Wayne counties; as well as historic Milford, Dingmans Ferry, Lake Wallenpaupack and the Lehigh Valley areas. Visit Better Homes and Gardens Real Estate Wilkins & Associates online at www.BHGWilins.com and for rental listings go to www.nepamgmt.com. All offices are open 7 days a week.

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Bushkill Office Administrative Assistant's Son on TV and the Big Screen

Better Homes and Gardens Wilkins & Associates Bushkill office Administrative Assistant, Melanie VanDerveer has her foot in the door to Hollywood thanks to her son. Jesse VanDerveer, 11, has been acting professionally since the age of eight, and she manages his budding career. One of his recent jobs, a featured background scene on Hulu's original series, "The Path" began airing on March 21. Jesse plays the role of a principal actor's son whose father recently passed away. The scene features the show's leading actress, Michelle Monaghan speaking with Jesse's on-screen mother while Jesse works on the family's farm.



Jesse VanDerveer

This isn't Jesse's first time on a television show. Jesse's first professional acting gig was on the television show, "The Mysteries of Laura," starring Debra Messing. Jesse also worked alongside Donny Wahlberg in "Blue Bloods," Kathryn Hahn in "Happyish," Emily Blunt in "Girl on the Train," Damian Lewis in "Billions," Billy Eichner in "Billy on the Street," and many others. He filmed scenes in four episodes of Tina

Fey's Netflix original series "Unbreakable Kimmy Schmidt;" three in season two and one featured role in season three, which is set to be released on May 19. "Jesse was chosen by the director to play the role of a prep school kid who interacts with actor David Cross in a scene with Jane Krakowski in season three of the popular show. He worked alongside Anna Camp in an episode in season two, and can even be found on her Instagram page," said VanDerveer.

Jesse showed an interest in acting when he was cast in a local haunted house during Halloween season at just 7-years-old. The excitement he had for acting was evident and he asked his mother to help him become a child actor.

Said VanDerveer, "Jesse came to me and said he wants to be an actor on TV. I told him I would submit him for a background job and see what happens, but told him it could take months to get his first job. The very next morning, casting called and cast him as a private school student in a scene with Debra Messing on an episode of 'The Mysteries of Laura.' Jesse enjoyed being on set so much, he begged to work more. Jesse was working so much the first year that not only did he have to be homeschooled, but he was signed by Glitter Talent and became union eligible in the Screen Actors Guild (SAG) in just three short months."

Said Thomas R. Wilkins, CEO, “We were excited when we found out Jesse was on TV. We all watched him at our monthly managers’ meeting. It’s so exciting seeing someone his age reaching for the stars.”

From general background jobs to featured background roles to speaking roles, Jesse learned a lot on set, but took professional acting classes in New York City on weekends to learn more. Jesse auditions for many roles and has been accepting any role offered to gain experience, as well as to do what he loves.

“Jesse is the lead characters’ child in an independent horror movie called ‘The Moosehead Over the Mantel’ which should be released on Netflix before the summer,” said Melanie. “He’s done many student films and independent films, as well as some modeling and promotional videos to help build his resume and experience. He was a photo double for promo photos for Kevin James’ new show, ‘Kevin Can Wait.’”

Jesse’s 14-year-old brother, JD, also does some background jobs when they come around for his age range. Both boys recently worked on the set of Hugh Jackman and Zac Efron’s new film, “The Greatest Showman on Earth,” set to be released in theaters around Christmas this year. They both, along with their 12-year-old brother Ryder, filmed a scene in the pilot episode of Showtime’s series, “Billions.”

Jesse hopes to continue acting and works toward finding his big break into the industry. He also has aspirations of going to Columbia University in New York City for acting after high school. Jesse has a Facebook business page where all his upcoming gigs are announced.

WILKINS REALTORS RECEIVE NATIONAL RECOGNITION – 2016

Three Realtors with Better Homes and Gardens Real Estate Wilkins & Associates were awarded national recognition for the number of units that they sold as well as the gross commission income for 2016. Three Real Estate Teams also won awards also based on the number of units closed and gross commission income.

Jennifer Lynn Amantea, Associate Broker in the Mt. Pocono office, was awarded the *Platinum Award* level. Amantea closed between 46 – 56 units with a gross commission income of between \$250,000 and \$324,000. Platinum is the highest award.

Secondly, **James Martin**, Realtor was awarded the *Gold Award* level for closing between 37 – 45 units and bringing in \$175,000 to \$249,000 in gross commission income.

Also, **Beth Schutte**, Realtor in our Milford office was awarded the *Silver Award* with over \$100,000 in gross commission income.

Three Real Estate Teams also were recognized.

The Dennis Farrelly Team was awarded the *Emerald Elite Award* designation for closing 115+ units as well as contributing \$475,000+ gross commission income to the company. This is the 4th year that The Dennis Farrelly Team have been awarded and recognized nationally for their outstanding job as a Real Estate Team. The Dennis Farrelly Team, managed by Dennis Farrelly, consists of Dennis Farrelly, Realtor, his wife Kathleen Farrelly, a Senior Admin Assistant; Tommy Farrelly, Realtor and Donna Sorrentino, Executive Admin Assistant. The team’s primary sales are in the foreclosure arena.



Recognition Awards

Said Thomas R. Wilkins, CEO, “While we’ve always been a major contributor and leading company in foreclosures for the past 25 years we’ve been selling foreclosures, to be nationally recognized is something that simply doesn’t happen every day. It consists of a lot of hard work by the team as well as selling a tremendous amount of units in any one given year.”

For the first year, **The Trinity Group**, consisting of Alex Camaerei, Realtor; Erika Huber, Realtor and Thomas Waslowski, Realtor received the *Silver Award*. Also, for the first time, **Donna DiBernard** and **Charles McQuilian** won the *Silver Award*. The *Silver Award* is for those Real Estate Teams closing between 42 – 73 units and contributing \$175,000 to \$324,000 in gross commission sales.

Said Christine A. Wilkins, Exec V.P./General Manager, “To be recognized by Better Homes and Gardens Real Estate corporate is truly an honor for the company, but more specifically for the Realtors that received these designations. We are so proud of them and their continued success. Appreciate, the Better Homes and Gardens® Real Estate network includes more than 10,000 affiliated sales associates and approximately 300 offices serving home buyers and sellers nationwide.”

The Trinity Group, led by Alex Camaerei, Realtor, is a new team with the company. Said Camaerei, “This was really our first full year of operating as a team. We’re truly honored by receiving this award and expect in 2017 to expand our team. This will enable us to continue to do our presentations to the many associations in Monroe County as well as expand our market to the Slate Belt area. We’re look-

ing forward to working hard and winning the Platinum award for 2017.”

Wilkins added, “The Trinity Group is does a tremendous amount of online marketing. They are specifically going after the listing side of the transaction and are doing a phenomenal job in marketing for those listings and then marketing the home through BHG. The Trinity Group uses videos which are distributed on a monthly basis to all of their prospective buyers and sellers as well as conducting onsite presentations in the local communities such as Country Club of the Poconos, The Estates at Great Bear and others.”

James Martin, a *Gold Award* recipient, attended Fusion, a national BHG Retreat and convention of all the Better Homes and Gardens Real Estate offices nationwide and their top producers held at the Wynn Hotel Casino in Las Vegas where his award was announced in front of over 1,200 participants at the conference.

All of these winners will receive a label pin as well as a glass award etched with their name, award designation and the year at the Wilkins’ Sales Meeting.

Better Homes and Gardens Real Estate Wilkins & Associates have four offices in the Pocono Mountains and service the entire Poconos including Monroe, Pike, Wayne and Carbon counties along with the Lehigh Valley area. All offices are open 7 days a week. If you’re thinking of buying or selling a home, you can visit Better Homes and Gardens Real Estate Wilkins & Associates at www.BHGWilkins.com.

TCB Promotions celebrates opening their 2nd location at 106 Shawnee Square Drive Shawnee on the Delaware. Melissa Moritz will be managing this location and the team. The team looks forward to servicing their clients’ base and managing the growing opportunities.

Since 2002 TCB Promotion has been a full service promotional products agency. TCB specializes in branded merchandise and promotional products that make people happy!

Contact us at:
www.tcbpromo.com melissa@tcbpromo.com or 201-232-2169

Local REALTORS(r) Attend Weichert(r) National Summit To Gain Insights For Real Estate Success From Industry Experts

WEICHERT, REALTORS(r) - Acclaim, located in Tannersville recently joined hundreds of Weichert(r) affiliated owners, brokers, managers and agents from across the country for three days of networking, dynamic content and inspiring speakers at the 2017 Weichert Summit in Henderson, Nevada. Held March 5-8 at the M Resort, the "Play to Win" themed summit fea-

tured a powerful lineup of speakers who provided insights and best practices to help the nearly 600 attendees grow their business and provide clients with the best tools and services real estate can offer.

The dynamic roster of speakers also provided information on market trends, advice for real estate success and inspiration for professional growth.

The speakers included industry experts such as Patti DeNucci, an award-winning author and business leader; David Knox, a real estate negotiation and sales trainer; Pamela Ermen, a national real estate coach and instructor; the Chairman of the National Association of Hispanic Real Estate Professionals, Jerry Ascencio; and Andrew Dorn, a national speaker from Realtor.com.

The Weichert Summit also featured motivational speakers Harris Faulkner, an Emmy-winning journalist and Fox News Channel anchor; Chris Smith, a USA Today best-selling author and founder of Curaytor; Matthew Ferrara, a philosopher and writer; and Dan Elzer, a leadership, management and sales trainer.

"Our summit was designed to educate and inspire our affiliates to achieve greatness, which is why we chose the 'Play to Win' theme for this year's national conference," said Bill Scavone, president and chief operating officer of Weichert Real Estate Affiliates, Inc., which is headquartered in Morris Plains, New Jersey. "We continuously strive to provide our affiliates with the best business tools and resources to help them achieve professional success. The valuable insights shared by our amazing cast of speakers, along with a chance to network with other successful Weichert colleagues from across the country, will help our affiliates stand out from the pack when they get in front of a client."

Other summit highlights included a panel discussion led by several of the franchise network's top producing agents, which focused on best practices for success. Special sessions were held for managers, where they received tips on lead conversion, leveraging referrals and recruiting, among other topics. Weichert also recognized the network's Top Agents, Offices and Companies for 2015 & 2016 at the Summit.

WEICHERT, REALTORS(r) - Acclaim is an independently owned and operated Weichert affiliated office. For more information about WEICHERT, REALTORS(r) - Acclaim call 570-629-6100.

Coordinated Health



Seth Burkey, MD
ER & Sports Medicine
Care on Demand Walk-In Facility

Emergency room-trained physician Dr. Seth Burkey provides a unique set of skills to Coordinated Health. His love of science and health along with his desire to help others led him to practice medicine.

Location: 511 VNA Rd, East Stroudsburg, PA 18013
Phone: 570-420-8080



Renae DeFreitas, CRNP
Care on Demand Walk-In Facility

Renae is a huge part of our Care on Demand team in East Stroudsburg. Renae attended Cedar Crest College for undergrad followed by DeSales University for her graduate degree after she fell in love with medicine. Renae accepts walk-in patients as well as regularly scheduled patients.

Location: 511 VNA Rd, East Stroudsburg, PA 18013
Phone: 570-420-8080

Greater Pocono Chamber of Commerce presents a check to Burnley Employment and Rehabilitation Services

Robert Phillips, President/CEO of the Greater Pocono Chamber of Commerce, presents a check in the amount of \$3000 to Bill McCabe for Burnley Employment and Rehabilitation Services. This donation represents a portion of the proceeds from the Chamber's Annual Golf Tournament.



From l to r: Vinny Bianchi, GPCC, Golf Committee. George Roberts, GPCC, Chairman of the Board, Judy Sanner, Burnley Employment and Rehabilitation Services, Bill McCabe, Burnley Employment and Rehabilitation Services, Robert Phillips, GPCC, President/CEO, Mike Katz, GPCC, Golf Committee Chair, Denise Cebular, GPCC Golf Committee, Co-Chair, Bob Ames, Allied Services

Business Card Exchange and other Sponsorships Available for 2017!

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

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REAL ESTATE

WILKINS & ASSOCIATES

Business Campus

7164 Route 209 | Stroudsburg, PA 18360



INTERPRETING THE FINANCIAL AID AWARD LETTER

So the financial aid award offers are rolling in and just when you think you have this all figured out, you discover they all look very different. You're asking yourself "What does it all mean?" but the more you look at the awards, the more complicated it gets. This is a response we receive every year from parents that have first-time college students. We encourage you to sit back, relax, and take a deep breath because the answers are here for you.

The first thing you need to do is wait for all of the offers to arrive before making any college decisions. We have seen many times students make a quick decision based on the initial award letter and before receiving an offer from every college they applied. If you don't already have one, create a designated file folder for all your financial aid offers.

Now that you have received a financial aid award letter from each college you applied, the next step is to put together a financial aid evaluation. This is a process that many families fail to complete and it could cost them thousands of dollars. Our goal with this evaluation is to determine if the offers from each college is considered a fair offer or if you should appeal the offer. Below is an example on how you should set up your evaluation.

The Ohio State University						Total Aid	Total out of Pocket	≈ 4 year projection
COA	\$21,703	Scholarship	\$4,000	Loan	\$4,500	\$11,500	\$10,203	\$40,812
- EFC	\$2,500	Grant	\$1,000	Work-Study	\$2,000			
= Need	\$19,203		\$5,000		\$6,500			

You now have all the schools financial aid information in an easy-to-read format. Compare the differences between the gift aid (scholarship & grant) and the self-help aid (loan & work-study). How do they compare to each other? How does your first choice college compare to the others? Is your financial need getting met? This is your opportunity to let the colleges know of any special other circumstances you have like a loss of income, unusual medical expenses, private high school tuition for children and many other scenarios. The financial aid office may be able to adjust your financial aid offer by using professional judgment.

If you have any questions or have any other issues, please call College Cash Consulting at 570-445-4244.

College Cash Consulting is in the business of helping families through the major life transition of sending their children to college.. Remember, you shouldn't have to choose between your child's college and your retirement. We can help explore financial options, which may include the use of various insurance products, to help you meet your overall financial goals.

STROUD MALL COMMUNITY DAY NON-PROFIT BUSINESSES AND ORGANIZATIONS

APRIL 8, 2017

10AM-5PM

Stroud Mall is proud to be hosting a Community Day on April 8th from 10am-5pm for area non-profit businesses and organizations. NE PA Community Federal Credit Union is also assisting in making this event a success.

Please come by and learn more about these community leaders, what they have to offer and possibly how you can support them.

Business Card Exchange

The Business Card Exchange was held on March 23rd at Ray Price Mt. Pocono Ford.



Business Card Exchange at Ray Price Mt. Pocono Ford

The next Business Card Exchange will be held on Monday, April 3rd at Pocono Palace Resort in East Stroudsburg.

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

Free Seminar Series - March



Free Seminar Series Presentation on March 9, 2017

The “Free Seminar Series for Chamber Members Only” was held on March 9th at the Holiday Inn Express in Stroudsburg. The topic “PA Sales Tax: What You Need to Know” was presented by Kenneth Perry of the Department of Revenue. These seminars will be scheduled once a month, and will feature a different topic pertaining to business. For more information, or if you have a topic you would like to present, please contact the Chamber of Commerce at 570.421.4433.

Women in Business

The March Women in Business luncheon, sponsored by Monroe County Women’s Commission, was held at Peppe’s Bistro in East Stroudsburg. The presenter was Scott Miller of Riley and Company who spoke on “How to Protect Your Business From Fraud”



From l to r: Patrice Dume and Annette Atkinson - Monroe County Women’s Commission - Lunch Sponsors

The April luncheon will be held at Ridgcrest at Stroudsmoor Country Inn. The topic “How to Stay Business Fit” will be presented by Bill Skinner of Paramount Business Development, and will be sponsored by Mountain View Orthopedics.



Scott Miller of Riley and Company - 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 2017-2018 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

A Bit of Bliss Therapy, Inc.

April Guilherme
156 Comanche Trail
Pocono Lake, PA 18347
570.817.8847
april@abitofblisstherapy.com
www.abitofblisstherapy.com

Massage Therapy

B.E.S.T., Inc.

Julian Cuello
804 Sarah Street, Suite 305
Stroudsburg, PA 18360
570.422.6522
570.422.6524
bestinc1@yahoo.com
www.bestinc1.com

Non-Profit Organizations

Chris Talpas State Farm

Chris Talpas
912 Main Street, Suite 103
Stroudsburg, PA 18360
570.421.8544
chris@christalpas.com
www.christalpas.com

Insurance

Home Baked Holidays, LLC

(d/b/a My Grandma Baked a Cookie)

Nicole V. Cramer
3284 Birch Hill Drive
Tannersville, PA 18372
(LOC): Liberty Plaza, 906 Route 940,
Pocono Lake, PA 18347
917.361.3414
nicole@mygrandmabakedacookie.com
www.mygrandmabakedacookie.com

Bakeries

Michael Straub Photography

Michael Straub
310 Manorview Avenue
Mount Pocono, PA 18344
570.881.5614
owner@michaelstraubphotography.com
www.michaelstraubphotography.com

Photographers

IMPACT



The Voice of Business since 1910

Executive Committee

George Roberts - Chairman of the Board

Debi Cope - First Vice Chairman

R. Douglas Olmstead - Treasurer

Tom Sforza - Secretary

Conrad Schintz - Assistant Secretary

John Holahan - Past Chairman

Staff

Robert Phillips - President/CEO

Patricia Metzgar - Vice President, Operations/Development

Miriam Conway - Executive Assistant

Board of Directors

Madeline Anderson

Michael Baxter

Brandie Belanger

Rich Berkowitz

Vinny Bianchi

William Blake

Denise Cebular

Bill Colavito

Alex Grum

Bob Hay

Mike Katz

Chris Kurtz

Sal Lombardo

Philip Pope

Sarah Raley

Alana Roberts

Lisa Rohland

Linda Salas-Mamary

Don Seiple

William Skinner

Marc Troutman

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

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"The Voice of Business in the Poconos"