

Pocono Mountains Chamber of Commerce
Stroudsburg, PA

IMPACT

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IMPACT

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Chamber Announces Two Upcoming Events

Youth Appreciation Day Luncheon

The Pocono Mountains Chamber of Commerce's Education Committee will sponsor the 2004 Youth Appreciation Day Luncheon. The event will be held on Tuesday, May 25, 2004 at the Clarion Hotel in Stroudsburg at 12 noon. This event honors students from area high schools, recognizing those who have overcome significant challenges to achieve success. The cost is \$15 per person. We are seeking sponsors for the students' lunches. Reservations must be made by May 19, 2004. Please join us to help honor these outstanding young people. Call (570) 421-4433 for more information or see the flyer in this issue of *Impact*.



Gaetan Giannini of G2 Integrated Marketing will be the guest speaker at the Youth Appreciation Day Luncheon.

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Golf Tournament Open for Reservations, Sponsors

The 25th Annual Quality of Life Golf Tournament will be held on Wednesday, June 30, 2004 at Skytop Lodge. Registration begins at 12 noon on June 30 and wraps up with dinner and awards at 7:00 p.m. The event will be a two-person team scramble format at \$115 per person. The cost includes greens fees, carts, a hot dog lunch, wine and beer cocktail hour and dinner. The cost for dinner only without golf is \$30 per person. A variety of sponsorships are available for this event, which will be held in memory of Coral Washburn. Current major sponsors include Aventis Pasteur, CDE Computer Training Centers, C & M Home Builders, Inc., Double M Productions, Small & Small Inc. Insurance, and United Parcel Service. Hole sponsors include Pocono Health System, Mario Scavello State Representative, Law Office of Jane Roach, P.C., Spread Eagle Development Corp., Precision Homes, Pennstar Bank, Laurie B. Samet Physical Therapy, PC, PPL Electric Utilities Corp., and ESSA Bank & Trust.

For more information, please contact John Casella at CareerLink at (570) 620-2960.

Route To:

From the Chairman of the Board



Spring has finally arrived! With the change in seasons comes one of my favorite pastimes- baseball! I am fortunate enough to have served and continue to serve as a coach in the West End Little League program. We had our annual coach's meeting in mid-March. We discussed a number of things related to safety and good sportsmanship. I always get excited at this time of year as we will soon be hearing the almost musical sound of the bat on the ball and the equally pleasant sound of the ball landing in the mitt. Kudos to all of the adults who spend many countless and thankless hours organizing, planning, and managing a program that reaches so many of our children and young adults. While I am partial to baseball, I have a great admiration for adult who serves in any capacity in our youth athletic leagues and programs like soccer, basketball, football and many other sports. When I attended the coach's meeting, I was struck by one thing that speaks well for our Chamber and its members, that a good number of team sponsors are our members! I also know that many of our members serve as coaches. I commend all of our members who sponsor or coach any of our youth sports teams. It's good for our community AND good for your business.

Though it has been two months since EXPO, I want to recognize Chuck Niclaus, Marc Rimland and our EXPO Committee. This year, our EXPO was a huge success, thanks to the dedicated work of the committee and the Chamber staff. Thanks, too, to our sponsor, ESSA Bank & Trust, and to ESU and Bob Dillman for hosting the event. Thanks too, to the Education Committee and our volunteers who worked diligently on the CareerFest, also hosted by ESU. Though cut short by snow, a good number of our high school 10th and 11th grade students participated in a worthwhile program.

Finally, our Small Business Development Program hosted a program at the CareerLink in Tannersville on March 17 (of all nights, St. Patty's Day). It was an outstanding success with over 30 participants showing up. Thanks to Parviz Alasty of the Chamber for his hard work in putting this together, and thanks to the CareerLink and John Casella for hosting this event.

As always, please share your comments and thoughts with me regarding our Chamber at mconnell@northampton.edu or 570-688-2466.

-Matthew Connell

May 2004 Calendar of Events

- May 4.....*Women in Business Steering Committee*
12 noon – PMCC
- May 5.....*New Member Breakfast*
8 a.m. – PMCC
- May 7.....*Legislative Committee*
8 a.m. – PMCC
- May 10.....*Education Committee*
Noon – *Monroe County CareerLink*
- May 11.....*Leadership Pocono Steering Committee*
8 a.m. – PMCC
-*EXPO Committee*
8 a.m. – PMCC
-*Women in Business Luncheon*
Noon – *To Be Announced*
-*Culinary Committee*
4:00 p.m. – PMCC
- May 12.....*Transportation Committee*
8 a.m. – PMCC
- May 13.....*Pocono Plateau Committee*
8 a.m. – *Tobybanna Township Building*
- May 17.....*Quality of Life Committee*
8 a.m. – *JR's Green Scene*
-*Business Card Exchange/Membership Appreciation Party*
5:00 p.m. – *Great Bear Golf & Country Club*
- May 18.....*Small Business Development Committee*
8:00 a.m. – PMCC
- May 19.....*Executive Committee*
Noon – PMCC
- May 20.....*Membership Committee*
9 a.m. – PMCC
- May 21.....*Monthly Breakfast*
7:30 a.m. – *Chateau Resort & Conference Center*
- May 25.....*Board of Directors*
11 a.m. – *Best Western Pocono Inn*
-*Youth Appreciation Luncheon*
Noon – *Clarion Hotel*
- May 27.....*HR Committee*
8:30 a.m. – PMCC
- May 28.....*Environmental Committee*
8 a.m. – PMCC

Membership Appreciation Party

The Chamber's annual Membership Appreciation Party will be held on Monday, May 17, 2004 at Great Bear Golf & Country Club in East Stroudsburg from 5:00 to 7:00 p.m. **This function is open to Chamber members only and is free of charge.** Reservations are a must. Please call 570-421-4433 to make your reservations. For more information, see the flyer in this issue of *Impact*.

Members in the News

A&B Sunrooms of Pocono Summit was named Dealer of the Year by PGT Industries, Inc. in its annual Sun and Fun meeting held in Florida this past January.

Caesars Pocono Resorts Cove Haven recently promoted Crystal Rodriguez to Reservations Supervisor and Chandrima "Rima" Kaiser to Guest Services manager.

Camelbeach will unveil the new Checkered Flag Challenge, a complex of eight racing slides. This increases the slide count to twenty-two, the most of any water or amusement park in Pennsylvania.

Century 21 Select Group announced its Home Run Derby All-Star Sweepstakes that runs through May 15. Finalists will win a trip to Major League Baseball 2004 All-Star Week and one winner will be selected for a grand prize of \$250,000 towards the purchase of a new home.

Coldwell Banker Phyllis Rubin Real Estate has appointed Joyce M. Moeller as Director of Career Development for its eight offices. Moeller has 18 years of experience in the real estate industry. She was recently certified as a facilitator for two new courses at the Coldwell Banker International Business Conference.

Monroe County Arts Council and **East Stroudsburg University** will co-sponsor a High School Juried Exhibition that runs from May 23-June 4. The show is open to all high school students in Monroe County. An opening reception will be held on Sunday, May 23 from p.m. to 5 p.m.

Muhlenberg College, Allentown, will offer 80 summer study courses this coming summer. Summer Session I begins May 24. This



Caesars promotions. At left Chandrima Kaiser; at right Crystal Rodriguez.

Crescent Lodge Hosts Business Card Exchange

More than 130 Chamber members and their guests gathered at the Crescent Lodge for the April Business Card Exchange. Participants enjoyed the opportunity to experience a variety of food stations throughout the different dining rooms of the facility.



The May Business Card Exchange, which also serves as the 6th Annual Membership Appreciation Party, is scheduled from 5:00 to 7:00 p.m. on Monday, May 17 at Great Bear Golf & Country Club in East Stroudsburg. It is a free event open to Chamber members only. For more information or to make reservations, see the article and flyer in this issue of *Impact*.

program provides opportunities for high school students to get a head start on their college education; for traditional students from other institutions and adult students to move closer to their degrees; and for community members to pursue their interests.

Pocono Insider Magazine applied for ABC (Audit Bureau of Circulations) Magazine Membership this past March. Pocono Insider Magazine is published monthly and is based in Stroudsburg.

SkillsUSA-VICA has embarked on a membership recruitment drive. Current members who bring in new members have the opportunity to win an overnight stay with breakfast and dinner at the Glasbern Inn in Fogelsville valued at over \$400.

HOW TO GET MENTIONED: If you would like your organization or employees to be considered for "Members in the News" please submit a press release and photos to Debbie Burke, c/o Pocono Mountains Chamber of Commerce, 556 Main Street, Stroudsburg PA 18360 or send an e-mail dburke@poconochamber.net.



Camelbeach's Checkered Flag Challenge



Joyce M. Moeller/Coldwell Banker Phyllis Rubin RE

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Meet the Directors

William Prall was born and raised in Franklin, NJ. His dream and ambition to be an entertainer was fulfilled at the age of 48 when he performed with a professional Murder Mystery Troop. Bill has been performing murder mysteries under the name Murder On Demand for the past 15 years, and the program is the longest running dinner theater in the Pocono region. Bill has just begun his second year as a Board Director. "I felt that I could contribute answers to some of the



William Prall

concerns of the business community," he says. "I feel that word about what the Chamber can do to promote the business community in the Poconos is not known to everyone." Issues of particular interest to him include the importance of Chamber membership and the health care crisis in the Poconos. On the latter topic he notes, "Too many doctors are leaving the region because of the rising malpractice insurance that they face. Unless something is done, it will be hard to bring industry into the area." Bill lives with his wife Alice in Brodheadsville. They have two daughters.

HR Upcoming Events

The remaining three quarterly breakfasts of the Chamber's HR Committee will be held on May 27, August 26, and November 18, 2004. These events run from 8:30 a.m. to 10:30 a.m. and will all take place at the Best Western Pocono Inn in Stroudsburg. The May topic will be Annual Wage and Benefit Update and HR Trends. Future topics are to be announced.

In addition, the 2nd Annual HR Conference will be held on September 21, from 8:30 a.m. to 2:00 p.m. at a location to be determined. **SPONSORS AND SPEAKERS ARE NEEDED FOR THIS EVENT. PLEASE CONTACT THE HR COMMITTEE CHAIR, VICKIE MAVIS, at (610) 588-0128** if you are interested.

New County Economic Advisory Board

The first meeting of the newly formed Monroe County Economic Advisory Board took place on April 1, 2004 at Monroe County CareerLink. This Board has been established through the Monroe County Commissioner's Office to examine the problems facing our region in order to help stimulate growth in accordance with the policies of the Monroe 20/20 Plan. For more information please call Robert Phillips at the Chamber at (570) 421-4433.

Ribbon Cuttings

Curves

Darlene White and staff held a ribbon cutting ceremony for Curves located in Portland. The health and fitness facility offers thirty-minute total body workouts and health products.



West End Motorsports

Guillermo Tabares and staff held a ribbon cutting ceremony for West End Motorsports of Stroudsburg. The business sells Harley Davidsons, Metric Cruisers, ATVs and dirt bike parts.



Business Marketing Seminar

In March, the Chamber presented a Business Marketing Workshop at Monroe County CareerLink. The seminar was taught by David Miller of Sage Associates and covered topics including marketing plans, knowing your competition, networking and reaching prospective clientele.



New Member Breakfast

Representatives from several new member businesses attended the New Member Breakfast on March 3 at the Pocono Mountains Chamber of Commerce offices.

Vice President/Business Development Peter Alasty and Membership Director Val Vigliotti were on hand to welcome the new members and give a brief presentation about the Chamber and the benefits of membership.

Even if you are not a new member, you are invited to a New Member Breakfast to learn more about the Chamber and how to get the most from the membership benefits available to you. For more information call Val Vigliotti at (570) 421-4433.



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Ann Marie Calabrese. This Lansford-based company provides payroll, tax filing, HR, benefits, unemployment compensation, safety and worker's compensation services. Phone: (570) 645-5000. Fax: (570) 645-9301.

Borton-Lawson Engineering

Michael Wilk, Melissa Fisher. Borton-Lawson offers engineering services in the following areas: civil, transportation, industrial, and architecture. The company has an office in Bath- phone: (610) 837-5917, fax: (610) 837-5918; and Wilkes-Barre- phone: (570) 821-1999, Fax (570) 821-1990.

Career Development & Employment

Jane Oswald, Linda Uhl. The company, located in Tannersville, offers career training in computers, medical billing, medical transcription, massage therapy, and CDL. Phone: (570) 629-2690. Fax: (570) 629-2784.

Figaro's Pizza

Charlie Prinzi. This Stroudsburg restaurant serves pizza, Seattle's Best Coffee, and Fresco Italian Ice. Phone: (570) 476-1611. Fax: (570) 619-5566.

New Member Packets

The Chamber has recently launched a New Member Packets program, designed to offer member-to-member discounts from existing members to new members. This marketing tool helps to welcome our new businesses and organizations to the Chamber family. It is also a great way to offer coupons and other types of discounts on goods or services while getting the word out about your business. Interested Chamber members should provide us with at least sixty coupons or discount forms (not promotional brochures) to be included in the packets. For more information, please contact Val Vigliotti at the Chamber at (570) 421-4433.

Happenings Magazine

Rosemary Nye. The Clarks Summit-based publication is known as "the little magazine that packs a big punch." Phone: (570) 587-3532. Fax: (570) 586-7374.

I H Land Development, Inc.

Ike Heckler, Jr. I H Land Development offers land development and general contracting services including equipment hauling, site and lot clearing, excavation and trench work and snow plowing. The company is located in Marshalls Creek. Phone: (570) 223-2053 and (215) 350-5857.

Mrs. C's

Arlene Cemelli. Located in Stroudsburg, Mrs. C's features homemade poppy seed dressings, marinades or dips. The product is all natural with no preservatives. Phone: (570) 421-4922.

Northeastern Pennsylvania Imaging Center

Vanessa Chasse, Karen Saunders. This diagnostic imaging center has state-of-the-art equipment, offering MRIs, CAT scans, ultrasounds, bone density and X-ray tests. Two locations. Stroudsburg- Phone: (570) 422-1410; Fax: (570) 422-1412. Scranton- Phone: (570) 346-6633; Fax: (570) 346-4049.

Phillip Mentor, Concert Singer

Based in Piscataway, NJ, Phillip Mentor is a performer who uses his gift to bridge the cultural divide in society. Mr. Mentor will relocate to Pennsylvania in October. Phone: (732) 885-0366. Fax: (732) 885-0822.

Poke-A-Nose Pottery

Jason and Kelly Camillo. Poke-A-Nose is a contemporary ceramic studio catering to schools, birthday parties, anniversaries, fundraisers, organization team builders and the general public. It is located in Bartonville. Phone: (570) 688-0044. Fax: (570) 688-0046.

Pump House Inn is Restaurant of the Month

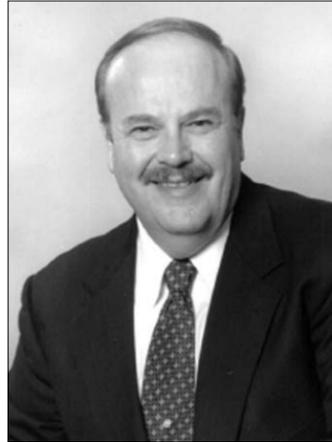
The Pump House Inn features Northern Italian cuisine and carries specialties like spinach lasagna with shrimp, scallops, crab, and lobster; stuffed rack of veal; and jumbo shrimp and scallops served over sundried tomato fettuccini. The Inn is open for dinner on Wednesdays through Sundays starting at 4 p.m., in addition to offering Sunday brunch. Management plans on adding breakfast and lunch menus in the near future. Reservations are requested. The facility is also a bed and breakfast set in an old country atmosphere. It is located at Route 390/Skytop Road in Canadensis, tel. 570-595-7501.



Marketing Seminars for May

On March 17, the Chamber debuted its first in a series of Business Start-Up Seminars. Over two dozen entrepreneurs came to Monroe County CareerLink for a few hours of valuable information on how to better run their businesses. Topics covered included Business Planning, Accounting, Legal Issues, and Marketing. The second seminar in this series was held on March 31 where over 30 individuals enjoyed advice on marketing. The Chamber would like to thank those who helped with these seminars including Carol Sitroon, John Riley, Joe McDonald, David Miller and Brian Goward.

Due to strong demand we have scheduled the following upcoming seminars: May 19, Business Start-Up, at the Foxmoor YMCA in East Stroudsburg, from 5:30-9:00 p.m.; May 26, Marketing Start-Up, at the same times and location; June 16, Business Start-Up, location to be determined, 5:30-9:00 p.m.; June 23, Marketing Start-Up, location to be determined, 5:30-9:00 p.m. Other seminars to take place throughout the remainder of the year will be announced in future editions of *Impact*. For more information, contact Peter Alasty at (570) 421-4433.



From the President

It is no surprise that our region faces many challenges as our population continues to grow. The Pocono Mountains Chamber of Commerce has taken a major role to address the critical issues that affect our members and their businesses. For example, lack of adequate infrastructure can prevent expansion for many of our members. The Chamber has taken an affirmative position with local and state legislators to prioritize certain programs designed to improve infrastructure in our region. Additionally, the Chamber constantly monitors federal and state legislative initiatives that may affect our members' welfare and their plans. We work very closely with the PA Chamber of Business and Industry and the U.S. Chamber of Commerce on certain legislative bills that will influence either positively or negatively our members and the region.

The Pocono Mountains Chamber of Commerce is a prime example of a grassroots business organization. We are extremely concerned with issues and problems that challenge our members and our efforts have made a difference in correcting some of those problems. The Chamber is committed to speak in one voice for its 1600 members on all legislative and business development levels that relate to our area. You can be certain that your Chamber will be an advocate for all its members, regardless of their size. This is another example on how your investment in the Chamber benefits everyone.

-Robert Phillips, IOM

Chamber President to Teach Leadership Class at Villanova

Pocono Mountains Chamber of Commerce President/CEO Robert Phillips, IOM, has been asked by the U.S. Chamber of Commerce to teach "Leadership Programs: Key Considerations and Lessons Learned." Phillips will teach this course at Villanova University during the week of August 1-5, 2004. The course will examine community leadership development programs and is part of the curriculum of the U.S. Chamber's Institute for Organization Management, the premier continuing education program for chamber and association professionals and other not-for-profit membership organizations.

Free TV/Radio Exposure for Members

Take advantage of a great membership benefit: exposure on television and radio. The Chamber hosts a weekly fifteen-minute radio show on WVPO-AM as well as a two-segment half-hour television show on BRCTV-13. We have openings for the fall and winter of this year. The shows are meant to introduce listeners to your business or organization and explain how you serve the community. If you would like to explore being on either of these great shows please contact Peter "Parviz" Alasty at (570) 421-4433.

Membership Anniversaries

40 Years

Glen Brook Country Club

35 Years

Parker Oil Co.

15 Years

Church Constructors, Inc.

10 Years

Alternate Tire Co., Inc.
Eastern States Environmental Associates, Inc.
Finnerty Associates
Northeast Pennsylvania Business Journal
Quick Signs & Awards

5 Years

Alpha International Movers/Wheaton World Wide
RC Brown Automotive Services, Inc.
Joan Fitzgerald Real Estate, Ltd.
Geisinger Health System
Mountain View Chiropractic, P.C.
Stout Glass & Mirror, Inc.
Tamiment Resort & Conference Center

Congratulations!

HR Synergy Solutions Will Host May Breakfast

March's Monthly Breakfast was cancelled due to bad weather.

The May breakfast, scheduled for 7:30 a.m. on May 21, will be held at the Chateau Resort & Conference Center and hosted by HR Synergy Solutions. The special program will be provided by Women's Resources of Monroe County.

For more information or to make a reservation, see the flyer in this issue of *Impact*.

Women in Business Luncheon

The April Women in Business luncheon was held at The Downs at East Stroudsburg. Marsha Coates and Carol Brown of Northeast Pennsylvania Transplant Support Group gave a presentation on organ donation. The May Women in Business Luncheon will be held on May 11, 2004 at noon at a location to be determined. The special presentation will be given by Dr. Yelena Kipervas of Comprehensive Family Practice, who will discuss Microdermabrasion.

For more information on this event please call Miriam Conway at 570-421-4433.

NOTE: The Chamber is currently seeking businesses and organizations to make presentations at our monthly Women in Business Luncheons for 2004. If you are interested, please call Michelle Bisbing at 570-476-8954.



Carol Brown (left) and Marsha Coates (center) of Northeast Pennsylvania Transplant Support Group pose with Women in Business Committee Chair Michelle Bisbing (right).

Welcome New Members

These new members are not listed in the 2004 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

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MUSICAL INSTRUMENTS

Pocono Toastmasters

Dennis Dominguez
13 Glenoak Forest East
East Stroudsburg, PA 18301
570-476-4858
dadtech@ptd.com / dparker@cramers.com
www.toastmaster.org
NON-PROFIT ORGANIZATIONS

Pocono Veterinary Emergency & Critical Care Center

Janet Mason
HC #1 Box 19
Scotrun, PA 18355
570-620-1800
570-620-1560
pvecc@ptd.net
VETERINARIANS – EMERGENCY

Poke-A-Nose Pottery

Jason Camillo
P.O. Box 232
Rte 611, Giant Floor Plaza
Bartonsville, PA 18321
570-688-0044
570-688-0046
mailbox@pokeanosepottery.com
www.pokeanosepottery.com
ARTS-CRAFTS

T.Timpson Excavating

Alice Timpson
RR 2 Box 2237
Canadensis, PA 18325
570-595-3603
LAND DEVELOPMENT

Telemerchant

Lionel Dyer
1725 Hill Road
Effort, PA 18330
570-977-0814
570-629-4716
lbodhi@ptd.net
www.telemerchantservices.com
MERCHANT SERVICE PROVIDERS

Tomstone Studios

Brenda Ray
348 N. 9th Street
Stroudsburg, PA 18360
570-421-2611
570-421-4715
ANIMATION STUDIOS

Visiting Angels

Lucia Evans
P.O. Box 434
Bartonsville, PA 18321
570-977-6119
570-620-0941
raven18360@yahoo.com
www.visitingangels.com
HOME HEALTH

Walter S. Sokol CPA

Walter Sokol
1015 Hemlock Farms
Hawley, PA 18428
877-977-6565
212-202-4386
wsokol@ptd.net
www.sokolcpa.com
ACCOUNTANTS - CERTIFIED PUBLIC

West End Motorsports LLC

Guillermo Tabares
823-F Ann Street
Stroudsburg, PA 18360
570-420-8525
570-420-8526
westend3@ptd.net
www.westendmotorsports.com
MOTORSPORTS – PARTS

The Wooden Termite

Daniel J. Kruppa
1467 Weir Lake Road
Saylorsburg, PA 18353
610-381-6266
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CONTRACTORS - WOODWORKING