

Pocono Mountains Chamber of Commerce  
Stroudsburg, PA

# IMPACT

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*Matthew Connell* - Chairman of the Board  
*John Casella* - First Vice Chairman  
*Bob Hay* - Second Vice Chairman  
*Denise Manhart* - Treasurer  
*Joseph McDonald* - Secretary  
*Jamie Keener* - Assistant Secretary  
*Eugene Leblond* - Assistant Treasurer  
*Bruce Denlinger* - Past Chairman

### Staff

*Robert Phillips* - President/CEO  
*Patricia Metzgar* - Office Administrator  
*Parviz Alasty* - Vice President, Business Development/Government Affairs  
*Miriam Conway* - Office Assistant  
*Michelle Kemmerer* - Director of Finance  
*Val Vigliotti* - Membership Director

### Board of Directors

|                 |                  |                   |                |
|-----------------|------------------|-------------------|----------------|
| Kristina Anzini | Andy Forte       | Gregory Menio     | Michael Riley  |
| James Becker    | Daisy Gallagher  | Chuck Motson      | Barbara Samet  |
| Paul Canevari   | Karen Goumakos   | Kathleen Mullins  | Isaac Sanders  |
| Denise Cebular  | Donald S. Hannig | Charles Niclaus   | Paul Schuchman |
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| Gene Dickison   | Donna Houser     | Ann Pilcher       | Gail Warner    |
| Robert Dillman  | Tim Kelly        | William Prall     | Bill Wells     |
| Frank Epifano   | Chris Kurtz      | Lynn Price        |                |
| Kim Filipkowski | Victoria Mavis   | Frank Revitt      |                |

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# IMPACT

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# IMPACT

September 2004 VOL. 33, NO. 9

## Chamber Promotes Business

In late 1999, the visionary leadership of the Pocono Mountains Chamber of Commerce created a full time position for a Business Development Specialist who would operate the Business Resource Center. The main goal in establishing this position was to assist individuals who wanted to start a business and to help existing small businesses to reach the next level.

Within five short years, the Chamber has reached great milestones and achieved objectives far beyond the projected goals.

The Chamber has served more than 1200 individuals (791 of them being women) who wish to start a new business or purchase one, through one-on-one counseling and group workshops. From this group, more than 169 (13%) actually followed through with starting a business or purchasing one. Of the 169 businesses that the Chamber assisted, 101 of the businesses were started by women or women were involved in the start-up. Currently, 21 more strong-willed individuals are in the process of opening their business or purchasing an existing business. To date, more than 450 jobs have been created in the region due to the hard work and determination of these businesspeople. The Chamber has also worked side-by-side with

182 existing businesses, helping them to survive, expand, grow, refinance, or connect with the right resources. There have been 33 seminars and workshops conducted during the past five years with a variety of topics such as business start-ups, marketing, accounting and bookkeeping, financing, and legal entities.

Through the creation of satellites, the Chamber has been able to increase its benefits and degree of assistance to the businesses in our region. These activities have increased the networking among our members, generating a significant number of business-to-business referrals, which in turn benefits our membership as well as the community as a whole.

The Chamber would like to take this opportunity to thank everyone who has contributed to the success of the business resource center. Our sincere thanks go out to PPL, Senator Lisa Boscola, Senator Robert Mellow, State Representative Mario Scavello, Liz Claiborne, ESSA Bank & Trust, and Keystone Nazareth Bank & Trust.

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# From the Chairman of the Board



In the August Impact, I wrote about how the Chamber is reviewing the structure of the Board, new member orientation, new member recruitment, and other items related to ensuring that our volunteer leadership continues to involve new and experienced Board members. Expanding upon this for the month of September, permit me to provide some background.

Our By-Laws provide for 48 voting members of our Board of Directors. Presently, we have 44 of the seats filled. At our monthly Board meetings, we usually see 30 or so voting members attend. Frankly, there are those we can usually count on to attend regularly. As you can see, we have an “involvement gap” from our Board. Granted, our Board meetings deal with issues that are, for the most part, informational in nature; we merely keep the Board informed of actions and directions we are taking. Consequently, it is understandable that attendance at our Board meetings hovers at 30 or so.

So, we have decided that we need to take a hard look at our Governance structure-this includes who we invite to join the Board, what they can and will bring to the Board, how we orient them for their responsibilities as a Board member, how we assess their performance collectively and individually as a Board member, and how many volunteer members should comprise our Board. Our overall goal is to inject a sense of commitment and involvement in our Board that utilizes the strengths and resources of our Board of Directors collectively for the enhancement of the Chamber. We have a core of Board members who are active and committed to our future. We want to create a Board where all members embody these qualities. What are your thoughts?

As always, please let me know what you think of and how you experience our Chamber by calling me at 570-688-2466 or e-mailing me at [mconnell@northampton.edu](mailto:mconnell@northampton.edu).

-Matthew Connell

## September 2004 Calendar of Events

- September 1...***New Member Breakfast*  
*8:00 a.m. – PMCC*
- September 3...***Legislative Committee*  
*8:00 a.m. – Best Western Pocono Inn*
- September 7...***Women in Business Steering Committee*  
*12:00 noon – PMCC*
- September 8...***Transportation Committee*  
*8:00 a.m. – PMCC*
- September 9...***Pocono Plateau Committee*  
*8:00 a.m. – Mt. Pocono Borough Hall*
- September 13...***Education Committee*  
*12:00 noon – Monroe County CareerLink*  
*Business Card Exchange*  
*5:00 p.m. – Mountain Manor Inn & Golf Club – Marshalls Creek*
- September 14...***Women in Business Luncheon*  
*12:00 noon – Kirkridge Retreat & Study Center*  
*Culinary Committee*  
*4:00 p.m. – PMCC*
- September 15...***Executive Committee*  
*12:00 noon – PMCC*
- September 16...***Membership Committee*  
*8:30 a.m. – PMCC*
- September 17...***Monthly Breakfast*  
*7:30 a.m. – Best Western Pocono Inn*
- September 20...***Quality of Life Committee*  
*8:00 a.m. – J.R.’s Greenscene*
- September 21...***Small Business Development Committee*  
*8:00 a.m. – PMCC*
- September 23...***HR Committee*  
*8:30 a.m. – PMCC*
- September 24...***Environmental Committee*  
*8:00 a.m. – PMCC*
- September 27...***West End Committee*  
*8:00 a.m. – Western Pocono Community Library*
- September 28...***Board of Directors.....*  
*11:00 a.m. – Best Western Pocono Inn*

# Members in the News

**The SkillsUSA Council** in Allentown is looking for a few good men and women to help teach their student Ambassadors the business social skills we all look for in our employees. You are invited to participate in a Dessert and Business Card Exchange at 7:00 p.m. on Thursday, September 30 at Caesars Brookdale Resort in Scotrun. Join us to meet our junior and senior career and technical education students - as well as our business and industry members - and help them learn the socialization skills they need. RSVP to Carol at 610.439.1123, xtn: 434 by September 28. Remember to bring lots of business cards.

**Lehigh Valley International Airport**, located near Allentown broke single-month passenger records with a record number of travelers using the airport during the month of July. Passenger volumes were up over July 2003 by 2.96%. The airport is served by Air Canada’s Air Georgian, Continental Express, Continental Connection, Delta Connection, Northwest, Southeast, United Express, and US Airways Express. LVIA serves a 12 county area with a population base of 3.6 million people. An increasing number of travelers in Eastern PA and Western NJ are attributed to the airport’s recent growth. For more information, visit [www.lvia.org](http://www.lvia.org) or call 1.800.FLY.LVIA.

**Kittatinny Canoes** Fifteenth Annual “On and Under the Delaware River Clean-up” occurred on July 19-22. A dedicated crew of 270 gathered to wage the war on river litter. The volunteers, who came from as far away as Tennessee, canoed, waded, snorkeled, and dove for litter, covering 70 underwater and shoreline miles all the way from New York to New Jersey. They collected 11.87 tons of trash from the river including 214 tires, 195 pounds of aluminum cans, and 6.39 tons of scrap metal. Unique items collected this year included a handicapped Porta-John, a plastic tricycle, and a sofa. All volunteers were provided with canoes, transportation, campsites, breakfast, and a BBQ dinner each day. Visit them online at [www.kittatinny.com](http://www.kittatinny.com) or call 1.800.FLOAT.KC.

**The Century 21 Select Group’s** Blakeslee office staff recently completed a program designed to enhance its employees standards of professionalism. This program, offered by the Pennsylvania Realtors Education Foundation (PREF), raises the bar even higher in terms of ethical standards and respect to consumers, real estate properties, and peers. The Century 21 Select Group is proud to announce the opening of a new branch office on Route 739 in Lords Valley, Pike County. For more information, contact broker/CEO, Maggie Flartey at 570.643.2100.

**The UPS Store** located in Eagle Valley Mall in East Stroudsburg was proud to sponsor its first “We Deliver Dreams Foundation” child with the donation of an electric hospital bed to a sweet three year old girl, Gabriella who suffers from brain abnormalities and hypotonia (low muscle tone). For more information on sponsoring a dream, there are forms at the UPS Store or on the Web site, [www.MBE.com/wddf/index.html](http://www.MBE.com/wddf/index.html).

**East Stroudsburg University** welcomes musicians to join their ensemble, and singers to join their Concert Choir. All college students, community members, high school, and home school students are invited to perform with the ESU Music Department this year. For more information about the band, contact Dr. Otis French at 570.422.3172 or email: [otis.french@po-box.esu.edu](mailto:otis.french@po-box.esu.edu). The deadline for community membership in the Concert Choir is September 14. Preparations for the winter concert have begun. For more information, contact Dr. James Maroney at 570.422.3258 or email: [jmaroney@po-box.esu.edu](mailto:jmaroney@po-box.esu.edu).

**The S.I.D.E. Corporation** President, Mark Sincavage has been elected chairman of Penn’s Northeast. Penn’s Northeast is a regional economic development marketing organization that serves Monroe, Pike, Wayne, Lackawanna, and Luzerne Counties. Sincavage, who is very active in the community, was the recipient of the 2004 Champion of Small Business for the Northeast Region of the United States.

**The Notara School of Dance & Acting** owners, Darrell & Sally Notara have become certified practitioners in the art of Jin Shin Jyutsu. Jin Shin Jyutsu is an ancient healing art, an alternative and a complimentary to traditional western medicine. The Notaras will be hosting a self-help workshop on Sunday, September 12 to be held at the Notara School of Dance in Stroudsburg. The instructor will be Donald Adams, a certified Jin Shin Jyutsu practitioner, whose office is located in Manhattan. For information, including fees and hours, contact Sally or Darrell at 570-421-1076. Pre-registration is requested.

**Dr. Thomas Gioglio**, has been named athletic director at East Stroudsburg University and is a native of Morristown, N.J.

Dr. Gioglio holds a bachelor’s degree in Physical Education from Montclair State University, a master’s degree in education from Mansfield University, a doctorate degree from West Virginia University, and a second master’s degree in secondary administration from Northern State University in Aberdeen, SD.

Gioglio, his wife Melissa, and their two daughters, Kalista and Kinley will be relocating to the area this summer.





# Ribbon Cuttings

## Beth Maher - State Farm Insurance

Beth Maher celebrated the opening of her new State Farm office with a ribbon cutting ceremony this month. The new location, on Rte. 611 in Mount Pocono offers an expansive space geared to meet all your insurance and financial needs. For further information please stop by or call Beth Maher at 570-839-3000.



## Buchart-Horn, Inc./Basco Associates

Buchart-Horn, Inc./Basco Associates, Engineers, Architects & Planners, held an open house and ribbon cutting ceremony to celebrate their relocation to their new offices at 600 Main Street in Stroudsburg. For information on how the BH/BA team can help you, contact Jamie Keener, AICP at 570-213-0082 Ext: 24.



## Sugar Mountain Pizza Grille

California-style pizza comes to the Poconos at Sugar Mountain Pizza Grille. This California-style pizza kitchen offers a menu bursting with mouthwatering choices that go far beyond everyday fast food fare. A full menu is available at [www.pocmont.com](http://www.pocmont.com). For take out orders or more information please call 588-4732.



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# New Member Breakfast

## Extraordinary Environments

Extraordinary Environments provides interior decorating for both residential and commercial customers, specializing in fabrics and faux painting finishes such as suede, leather, denim and rag finishes. For more information contact Lisa Coulter at 570.242.2497.

## Bair Safety Consulting Service

Bair Safety Consulting Service provides worker safety consulting services for general industry and construction. They also provide training and education for management and employees. For more information contact Steve Bair at 610.588.9126.

## Trinity Synoptics

Trinity Synoptics supplies telephone systems, voice and data, cable installations, design, space, planning, disaster, and voice carrier services. For more information call Ray McNeill at 570.476.0533.

## H & R Block Financial Advisors

H & R Block Financial Advisors is a full service financial firm. They provide mutual funds, annuities, long term care, life insurance, & financial planning. Fee based or commission account service available. For further information contact Mike Sica at 570.504.0933.

## Jade Healing

Jade Healing offers an alternative approach to traditional medicines through natural healing aided by massage therapy beds. From headaches and back pain, to diabetes and high blood pressure, Jade Healing can help. All Chamber Members are invited to stop by and receive a FREE, one-hour trial session. For more information, call Christina or Daniel at 570.426.1519.



# August Business Card Exchange Held at Water Gap Country Club

More than 150 people attended the August 9th Business Card Exchange at the Water Gap Country Club in Delaware Water Gap, which was held outdoors overlooking the 18th Hole. Everyone enjoyed a fabulous evening of great weather and food, especially the outstanding hors d'oeuvres. Along with networking, the people in attendance had an opportunity to meet and talk with golfers from the PPGS Pro Am Tour.



*Pictured in the bottom row (left to right) are A.J. Broda and Scott Broda, owners of the Water Gap Country Club. In the top row from left to right are Carl Brewington, Food & Beverage Manager, Mike Hogan, Head Pro, Jason Field, Assistant Pro, and Bob Buarotti, Head Chef.*

# Women In Business Luncheon

The August Women in Business luncheon was held at Dansbury Depot in East Stroudsburg. Instead of a featured topic the afternoon was set aside as a networking opportunity.

The next Women in Business luncheon will be held on September 14, 2004 at 12:00 noon at the Kirkridge Retreat & Study Center in Bangor. Debi Cope of Debi Cope Associates will do a presentation called "Be Even Better."

For information on this or future WIB Luncheons, please contact Miriam Conway at 570.421.4433.



*Monthly Women In Business Luncheon at Dansbury Depot.*



## From the President

Since last year, the Pocono Mountains Chamber of Commerce and Pocono Mountains Industries have been working with a consulting group from Harrisburg to prepare an assessment report concerning our lack of regional telecommunications infrastructure. Broadband, or advanced telecommunications services, is an increasingly critical part of regional infrastructure. Since broadband-enabled jobs are among the fastest growing categories of employment, this has important economic development implications. It is considered by many that broadband is a prerequisite to success in today’s economy. Additionally, the public safety personnel of the Pocono region are increasingly reliant on technology and telecommunications. While many agencies can get by with affordable, low-speed technologies that are widely available, most of the emerging applications require more expensive, faster technologies that are not universally accessible. Many public safety organizations in the Poconos cannot afford such advanced technology.

The telecommunications assessment report will be a collection of information relevant to marketing and planning purposes that will focus on both connectivity and usage. Once the assessment report is completed, the Chamber will approach the Department of Community and Economic Development to identify financing options for an overall community broadband project. Through the financing process, we can plan to secure the necessary funding to proceed beyond the assessment phase. Your Chamber is committed to and is working diligently for the improvement of our regional telecommunications infrastructure. The Pocono Mountains Chamber of Commerce is the leader, your advocate for business, and a supportive community partner.

*-Robert Phillips, IOM*

## Pocono Health System Hosts July Breakfast

Pocono Health System hosted the monthly breakfast on July 16 at the Best Western Pocono Inn in Stroudsburg.

Guest speaker, Ms. Barbara Doughty, Director of Operations for Pocono Healthcare Management was introduced by Ms. Susan Watkins, Director of Marketing for Pocono Health System. Ms. Doughty gave a PowerPoint presentation detailing what the health system offers.

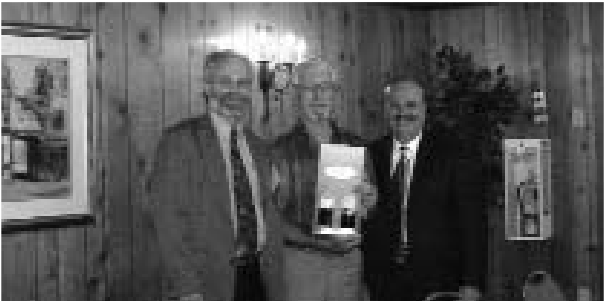
Pocono Healthcare Management, a subsidiary of Pocono Health System, provides a management service to private physicians. Other Pocono Health System subsidiaries include Pocono Ambulatory Service, Pocono Medical Center, Pocono Healthcare Partners, and Pocono Health Foundation. Pocono Health System meets the community health needs and has partnerships with businesses, school systems, Pocono Healthy Communities Alliance, and several social service agencies. Mountain Healthcare Center located at 100 Community Drive in Tobyhanna provides comprehensive family healthcare and is open seven days a week.



*Pocono Health System -*

## The Chamber Board Bids Farewell to a Dear Friend

The Pocono Mountains Chamber of Commerce Board of Directors said farewell to Frank Schoelch, past Executive Director of the Chamber. Frank and his wife Christa recently retired to Florida.



*Pictured from left to right, Dr. Matthew Connell, Frank Schoelch, and Robert Phillips, IOM.*

## Membership Anniversaries

### 20 Years

Mesko Glass  
Monroe County CareerLink

### 15 Years

Elmer Detrick, Jr. Home Repair  
Huffman’s Electric, Inc.  
Joseph Pula Funeral Home  
PURTECH, Inc.  
Shop Rite of Brodheadsville  
Titan Homes, Inc.  
Twin Pines Camp & Conference Center  
Unimarketing, Inc.  
United Steel Enterprises

### 10 Years

Effort Associates  
Enterprise Rent-a-Car  
Integrity Building & Remodeling  
Mountain Fuels  
Pocono Property Abstract, Inc.  
Reinhart & Rusk, Inc.  
Thomas Dirvonas Law Offices  
Trump Taj Mahal Representative - JOCO Tours

### 5 Years

Opportunity Associates

## Congratulations!

## Meet the Directors

Donald Hannig is the Vice President of Spread Eagle Development Corp. and the Vice President of Spread Eagle Realty, Inc. His experience and responsibilities include but are not limited to operations management, human resource management, financial and accounting management, product marketing, promotional and product advertising, cost analysis, project estimation, contract negotiation, material procurement, project planning and scheduling, new project prospecting, representing clients in the exclusive sale of real estate, and matching real estate to customer needs and requirements.



Hannig, a graduate of Pocono Mountain High School holds an MBA in Finance and a B.S. in Business and Economics both from Lehigh University. Since 2002, he has held a Commonwealth of Pennsylvania Real Estate Broker’s License, and a Real Estate Salesperson License since 1992. Donald is very involved in his industry, serving as Second Vice President of the Pocono Builders Association during 2003-2004, and serving as either Chairman or Member on numerous other committees with the Builders Association since 1992.

Recipient of the Pocono Mountain Chamber of Commerce “Citizen of the Year Award” in 2000, Don has been very involved with the Chamber for twelve years. He is currently serving as Chairman of the Economic Development Committee and is a member of the Board of Directors.

Hannig has also volunteered his time to the Rotary Club of the Stroudsburgs, serving as Chairman of four organization committees, three event committees, and serving as President and President-elect of the Board of Directors. Rotary International awarded him the Paul Harris Fellowship Award for outstanding community service, and he was chosen as “Rotarian of the Year” for 1995-1996. Donald has also been very involved with the United Way of Monroe County since 1993 and is currently serving as President of the Executive Board of Directors. He was the recipient of the 1999-2000 Clifford Gillam Award for Outstanding Volunteer Service. Mr. Hannig has also been involved in the Big Brothers-Big Sisters and the Easter Seals Society.

This community-minded individual has also held several public offices including Chairman of the Board of Directors for the Monroe County Solid Waste Advisory Committee, an office which he was appointed to by the County Commissioners and has held for 6 years, as well as serving as Vice Chair of the Board of Directors for the Monroe County Solid Waste Authority for five years. He was also a Chairman of the Board of Auditors for two years for Paradise Township from 1992-1994.

Donald S. Hannig currently resides in Paradise Township with his wife, Christine, and son, Dylan. His hobbies include golf, racquetball, snowboarding, and skiing.

# Welcome New Members

The following 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.

**Arcadia Properties, LLC**  
Charles Diacont  
Gateway Plaza  
100 Gateway Drive, Suite 310  
Bethlehem, PA 18017  
610-691-5700  
610-691-0483  
cdiacont@arcadiaproperties.net  
www.arcadiaproperties.net  
REAL ESTATE - LAND DEVELOPMENT

**Bair Safety Consulting Services**  
Stephen D. Bair  
503 Division Street  
Bangor, PA 18013  
610-588-9126  
sbaireses@epix.net  
www.safe-t-professor.com  
OCCUPATIONAL SAFETY

**Carrigan's Country Pharmacy, Inc.**  
David C. Althouse  
Box 1285  
Rt. 903 & Old Stage Road  
Albrightsville, PA 18210  
570-722-8861  
570-722-8911  
damore@ptd.net  
www.carriganspharmacy.com  
PHARMACIES

**Computer Troubleshooters of Stroudsburg**  
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PO Box 1083  
Effort, PA 18330  
570-620-2808  
richmc@ptd.net  
COMPUTERS - NETWORKING

**Country Creek Realty**  
Chris Hensel  
HC 1 Box 85  
Swiftwater, PA 18370  
570-839-3001  
570-839-4114  
chrishensel@countrycreekrealty.com  
www.countrycreekrealty.com  
REAL ESTATE - RENTALS

**Emotional Support Services**  
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Stroudsburg, PA 18360  
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COUNSELORS

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322 Sarah Way  
E. Stroudsburg, PA 18301  
570-242-2497  
570-424-0360  
klcoulter@verizon.net  
www.extraordinaryenvironments.com  
INTERIOR DECORATING

**Frank's Pizzeria Inc.**  
Sadik Mustafa  
HCR 1, Box 38  
Kresgeville, PA 18333  
610-681-3200  
sadik@ptd.net  
RESTAURANTS

**Great Wolf Lodge**  
Carrie Wilkey  
122 W. Washington Avenue  
10th Floor  
Madison, WI 53703  
608-251-6400  
608-251-6800  
cwilkey@greatlakesco.com  
www.greatwolflodge.com  
RESORTS - CONFERENCE CENTERS

**Hamilton, The**  
Kelly Kelley  
HCR 1, Box 308  
Saylorsburg, PA 18353  
570-992-9108  
570-992-1251  
kellykelley@epix.net  
RESTAURANTS - TAVERNS

**HWA Gifts, Inc.**  
Nathaniel J. Williams  
Route 940, Village Park Center  
PO Box 449  
Pocono Lake, PA 18347  
570-646-8900  
570-643-8086  
info@hwagifts.com  
www.hwagifts.com  
NON - PROFIT ORGANIZATIONS

**Jade Healing**  
Christina Maradiaga  
4410 Rte 611 & Heller Road  
Stroudsburg, PA 18360  
570-629-4672  
cmaradia@ptd.net  
HEALTH - ALTERNATIVE MEDICINE

**JPA Masonry**  
Joseph Amantea  
PO Box 452  
Mt. Pocono, PA 18344  
570-839-9656  
570-839-9656  
jpamason@ptd.net  
MASONRY

**North American Enterprise**  
Ricky Balzafore  
PO Box 241  
Stroudsburg, PA 18360  
570-619-4200  
570-619-4200  
poconomodularhomes@msn.com  
www.poconomodulars.com  
MODULAR HOMES

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Ray McNeill  
210 Dry Pond Drive  
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570-426-1574  
dulac10@yahoo.com  
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**Windstar Transport Inc.**  
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570-619-7696  
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TRANSPORTATION

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