Pocono Mountains Chamber of Commerce Stroudsburg, PA

Executive Committee

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 - Vice President, Operations/Development Parviz Alasty - Vice President, Business Development/Government Affairs Miriam Conway - Executive Assistant Michelle Kemmerer - Director of Finance Val Vigliotti - Membership Director

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December 2004 VOL. 33, NO. 12

THE CHAMBER'S ACCOMPLISHMENTS FOR 2004

- Robert P. Phillips, IOM, President/CEO has been appointed to the Northeast Board of Regents at Villanova University. Mr. Phillips facilitated a Leadership Class for Associations and Chambers' Executive Directors at Institute.
- Governor Ed Rendell Luncheon more than 300 local leaders attended the event.
- Chamber's Resource Center and Business Development **Specialist Annual Report** including:
 - a) Conducted nine seminars and workshops with variety of topics such as Business Start-ups (Legal aspects, Accounting, Financing, Liability protection, and How to create a business plan), Marketing and "women & minority owned businesses" certification workshops. Over 250 individuals attended these seminars.
 - b) Business consultations with more than 400 individuals through one-on-one and group setting.
 - c) Created networking among members, which resulted in more than 1800 business-to-business referrals.
 - d) Assisted 34 new businesses to start and 14 existing businesses to overcome obstacles to succeed and grow.
 - e) Created more than 200 jobs.
 - f) Secured financing for 46 entities through MetroAction for total of \$450,000 and financial companies for total of \$2,600,000.
- Quality of Life Committee celebrated 25 years of giving back to our community.
- **Debate** Government Affairs Committee hosted a candidate's forum for the 176th State House District.

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See page 7 for information about the Chamber's Education Committee Presentation!

- 15th Annual "Commissioners Report to Business" with more than 130 business owners in attendance.
- Culinary Celebration of the Poconos was a huge success. The event drew well over 300 individuals who enjoyed fantastic food and other offerings from the region's best restaurants.
- 2nd Annual Winter Festival at Pocono Manor Resort dog sled racing, ice carving demonstrations, and the Ice Ball provided entertainment for the entire family.
- EXPO 2004 attendees met with representatives of 177 businesses and organizations' booths to learn more about the products and services provided in our area.
- Monthly Breakfasts Sponsored by area business owners, these events provided a more intimate networking setting, followed by informative programming, which highlights Chamber Businesses and Non-profit organizations.
- Women in Business Luncheons (Not just for women) continued to offer powerful and insightful business seminars with the tools to help businesses succeed.
- Business Card Exchanges and After Hours Networking offered just the right climate to form new business alliances and make new friends. These two monthly events provide additional avenues for businesses from every corner of our membership base.
- Radio and Television Programming More than 80 hours of quality programming was aired throughout the Pocono Region, providing viewers and listeners with information, courtesy of WSBG/WVPO, Blue Ridge Communications, and our membership.
- Membership Increased more than 200 businesses joined the Chamber in 2004.
- Radio and Television Programming Over 80 hours of quality programming was aired throughout the Pocono Region, providing viewers and listeners with, courtesy of WSBG/WVPO and Blue Ridge Communications and our membership.

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Is your address correct? If not, please change on label and return to Pocono Mountains Chamber of Commerce.

Pocono Mountains Chamber of Commerce

IMPACT December 2004

Pocono Mountains Chamber of Commerce

IMPACT December 2004

From the Chairman of the Board



I have just finished reading the November Impact. As with all of the earlier Impacts, I am grateful that our institution is a member of the Chamber, and that I have had the privilege and honor of serving as Chair of the Board for this year. I continue to be amazed at all of the programs and services we offer for our members; we assess their impact on an on-going basis looking for ways to improve what we do. In reading Bob Phillips' column, it occurred to me, and I hope this rings true for you, that we ARE the advocate and voice for business in our community and beyond. Credit goes to all of the former Board Chairs/Presidents, all former and current Board members, and the Chamber staff. We are a cohesive group of volunteers and professionals seeking to help grow our community and its businesses.

Now that my year as Chair is almost up, I want to humbly thank you for permitting me to serve in this position. It has been a learning experience and a worthwhile endeavor; I hope that I have contributed as much to the Chamber as it has to me, personally and professionally. Our Executive Committee is a dedicated group of volunteer community leaders who are tireless in their pursuit of creating the "perfect" Chamber. Our Board of Directors possesses the energy which feeds all of us as we go about the business of the Chamber. Our staff has the right attitude, work ethic, and sense of humor needed to ensure we reach our goals. Most of all, our members tell us that we are vital to their success. What else can we ask for? Thanks to all of you who made this year a banner year for the Chamber.

Even with all of the good things we are doing, we still have a lot of work to do and I am confident that my successor, John Casella, along with the Executive Committee, Board of Directors, and staff will help us move closer to being the "perfect" Chamber. I anticipate that next year will be even better than this year and wish them well in 2005.

I wish you and your loved ones a peaceful holiday season and a very successful 2005. In closing, should you have any insight or comments on the Chamber as we close out 2004 and move into 2005, please feel free to share them with me at mconnell@northampton.edu or by calling me at 570-688-2466.

-Matthew Connell

December 2004 Calendar of Events

December 1.....New Member Breakfast

8:00 a.m. - PMCC

December 3.....Legislative Committee

8:00 a.m. - Best Western Pocono Inn

December 7..... Women in Business Steering Committee

12:00 noon – PMCC

December 8......Economic Development Committee

8:00 a.m. – PMCC

December 9......Pocono Plateau Committee

8:00 a.m. - Bagel Shop - Mt. Pocono

December 10....Expo Committee

8:00 a.m. – PMCC

December 13.....Education Committee

12:00 noon – Monroe Career & Technical Institut

December 13....Business Card Exchange

5:00 p.m. – Ertle Volvo-Suburu-Kia-Suzuki –

Stroudsburg

December 14.....Women in Business Luncheon

12:00 noon – Water Gap Country Club –

Delaware Water Gap

December 14......Culinary Committee

4:00 p.m. – PMCC

December 15....Executive Committee

12:00 noon – PMCC

December 16....New Members Committee

8:30 a.m. – PMCC

December 17.... Monthly Breakfast

7:30 a.m. – Best Western Pocono Inn - Stroudsburg

December 17....Environmental Committee

8:00 a.m. - PMCC

December 21....Small Business Development Committee

8:00 a.m. - PMCC

December 21.....Board of Directors

11:00 a.m. - Sycamore Grille0

December 27.....West End Committee

8:00 a.m. – Western Pocono Community Library

TBA.....HR Committee

TBA.....Quality of Life Committee

Members in the News

Barley Creek President, Mr. Trip Ruvane, announced the appointment of Louie Ruvane as Vice President - Sales & Marketing. Louie Ruvane joins Barley Creek with 16 years of sales and marketing experience. Mr. Ruvane received his B.A. degree in Communications from Wake Forest University. The majority of his career has been spent with three Major League Baseball Teams: the Baltimore Orioles, San Diego Padres and Tampa Bay Devil Rays. Since opening in December 1995, Barley Creek has brewed more than 40 different styles of beer and their brand is sold in twenty-six counties in Pennsylvania and eight counties in New Jersey. Located at the fork between Sullivan Trail and Camelback Road in Tannersville, Barley Creek Brewing Company is the Pocono Mountains Original Brewpub and Restaurant. Free brewery tours are offered weekdays at 12:30 p.m. For more more information call 570-629-9399 or visit them online at www.barleycreek.com.

Fitzmaurice Community Services, **Inc.** Raises Funds for Local Charity. Fitzmaurice held their Second Annual Media Auction at Sarah Street Grill in October, raising \$4,500 according to Gena Campbell, Development Director at Fitzmaurice Community Services. Fitzmaurice Community Services is dedicated to building bright futures for people with special needs, their families, and the staff who support them in reaching their goals.

John J. Riley, Inc. Senior Accountant, David S. Markle, CPA has satisfied the education, examination, experience, and ethics requirements for the CFP (Certified Financial Planner) certification. This distinguished honor is awarded to individuals, who have successfully met the requirements to offer financial planning services in the areas of estate, tax, retirement, insurance, and education planning. Markle has been an employee of John J. Riley Inc., for seven years and concentrates his services in tax preparation and planning, estate and financial planning, and small business consulting.

Scott A. Miller, CPA, CFE, shareholder of John J. Riley, Inc. CPA's recently spoke at a seminar for the Community Associations Institute at the Best Western Pocono Inn Stroudsburg, PA. The seminar covered topics such as accounting, tax, legal, and insurance issues affecting community associations. Miller is both a Certified Public Accountant and a Certified Fraud Examiner. He has more than 17 years experience with community associations, during which he has assisted more than 100 community associations deal with nearly every aspect of their finances.

John J. Riley Inc. is a full service accounting and computer services firm with offices in Stroudsburg and Mt. Pocono. For more information please contact their offices in Mt. Pocono at 839-7183 or Stroudsburg at 424-0667.

The SkillsUSA Council, a non-profit organization providing a variety of programs for career and technical students, is pleased to announce a generous \$1,800 grant award from the Verizon Foundation. The grant will be used for District 11 SkillsUSA Championships to be held February 2, 2005 (snow date - February 3, 2005). The award money will go directly towards the Technology and Electronics Series consisting of six competitions within the technology and electronics fields. The Verizon Foundation is committed to supporting programs that create innovative e-solutions, help bridge the digital divide, foster computer literacy, educate our citizens, and create a skilled workforce. For more about the Verizon Foundation, visit www.verizon.com/foundation.

Northwestern Human Services, Pocono Mountain Center is seeking dedicated families to foster children with special psychological needs. You will earn tax-free competitive compensation working from your home. For details, contact Larry at 570-424-9229.

Ridgely Haines, President of **WRH** Assessments, recently presented a seminar on "Maximizing & Protecting Your Most Valuable Asset: Your People" at the Pennsylvania Assisted Living Association 2004 Conference in Grantville, PA. WRH Assessments will begin offering this seminar monthly, as well as "Protecting Your Assets Through Employee Background Checks" through web conferences, in December. For information on these Webinars, visit their

Web site: www.wrh-assessments.com or call: 1-877-504-2974

January Business Card Exchange MARK YOUR CALENDARS!

Alpine Ski Area in Analomink will host a Free Night of Snow Tubing in conjunction with the January Business Card Exchange on Wednesday, January 12, 2005.

RINEHART RENTALS

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Pocono Mountains Chamber of Commerce IMPACT December 2004 Pocono Mountains Chamber of Commerce IMPACT December 2004

Ribbon Cuttings

DeMarie's New York Italian Specialties

DeMarie's New York Italian Specialties, located on Route 209 in Brodheadsville serves the finest in delicatessen and Italian foods. Known in NYC as "Caterers to the Stars," DeMarie's is ready to make your next catered affair a success! For more information please call: 570-402-5040.



GoldenTravelGuides

GoldenTravelGuides, the largest leisure travel agency in Pennsylvania, held a ribbon cutting to celebrate the grand opening of their local travel store. The company has traditionally been an online travel agency and reservation call center, but has expanded to offer traditional travel agent services to their neighbors in the Pocono Mountains Region. Wherever your travels take you, GoldenTravelGuides can help find you great rates anywhere across the globe. Call: 1-877-465-3368, visit them online:www.GoldenTravelGuides.com, or stop by 366 North Courtland Street in East Stroudsburg.



CocoSolo Wieners & Cremes

CocoSolo Wieners & Cremes celebrated its Grand Opening on November 6th & 7th. Proceeds were donated to the Make a Wish Foundation of Northeastern Pennsylvania. Cocosolo offers a tantilizing selection of Texas Wieners with a variety of toppings, homemade Gelatos, hand-dipped Hershey's Ice Cream, specialty shakes and much more! Stop by to see us at: 1158 North 5th Street, Stroudsburg



Realty Executives

Realty Executives celebrated the grand opening of their new office this month with a ribbon cutting ceremony. Located at 7400 Route 611 in the Stroud Commons, Realty Executives is ready to help you with all your real estate needs. Whether you are buying or selling, Realty Executives' dedicated professionals will help you find just what you are looking for. For more information, please contact them at: 570-476-1450.



November Women in Business Luncheon

The November Women in Business luncheon was held at Kirkridge Retreat & Conference Center in Bangor. Debi Cope of Debi Cope Associates gave a presentation titled "Be Even Better."



The Women in Business Annual Holiday Luncheon will be held on December 14th at the Water Gap Country Club in Delaware Water Gap.

For more information on this, or future WIB luncheons, or if you would like to donate a door prize, please contact Miriam Conway at 570-421-4433.

New Member Breakfast

Grapevine Settlement Services, Inc.

Grapevine Settlement Services, Inc., is a full service title insurance agency, specializing in real estate closings, new construction settlements, and refinance transactions. For more information contact Nancy Ceglia at: 570-476-1983.

Miss Christian International Pageants

The Miss Christian International Pageants celebrates young women ages 4-30. The purpose of the pageant is to promote excellence & community service for young women. For more information, please contact Barbara Butler at: 570-619-6615.

Sycamore Grille - Restaurant & Tap Room

The Sycamore Grille is a fine dining restaurant located in the heart of beautiful downtown Delaware Water Gap. The cuisine is Continental-American with Chef Prepared Specialties. The Sycamore Grille is touted as having the "Best Martini Bar" in the Poconos and offers live entertainment. Stop by (located at Oak and Main Streets) or call them at: 570-426-1200.

Waste Not Technologies

Waste Not Technologies, located in Saylorsburg, PA is an environmentally conscious manufacturer of post 2nd rail fencing made from recycled plastic.



New Members Shown Above with Peter Alasty and Robert Phillips, IOM.

PPL Grant Provides Chamber New Computer System



Paul Canevari, Pocono Area Manager, PPL looks on with PMCC's Pat Metzgar, Vice President of Operations/Development at a new computer system made available through a grant from PPL.



The October 4th Business Card Exchange was held at the Lake Naomi Club. Everyone who attended enjoyed a fabulous array of food along with the picturesque view of the Lake.

Quality of Life Committee Hosts Salvation Army Shopping Spree

The Pocono Mountains Chamber of Commerce's Quality of Life Committee took 25 children from the Salvation Army on a shopping spree to Odd-Lot Outlet, Inc. on Monday, December 8th, which was followed by ice cream at Dairy Queen. The children were greeted by Paul & Judy Schuchman, owners of Odd-Lot Outlet, Inc. and Pat Graff, Quality of Life Committee member.



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Pocono Mountains Chamber of Commerce

IMPACT December 2004

Pocono Mountains Chamber of Commerce



From the President

Another year is about to end, and I can look back on 2004 with great pride and admiration. Our accomplishments for the year are very impressive as we assisted many new start-up businesses which have helped to create new jobs and opportunities for our region. We conducted numerous seminars and workshops which assisted new and existing businesses. We acted as a strong and effective advocate on legislative issues speaking in one voice for our members. Your Chamber has earned the respect throughout Pennsylvania for being the leading business organization in the Pocono Mountains region. We have demonstrated incomparable leadership for the members through innovation, competence, and integrity. My first and foremost priority as the Chamber's President/CEO is to service the needs of the membership. I share this same vision with the Chamber's staff and we sincerely hope that we have exceeded your expectations.

This year I celebrated my fifth anniversary at the Chamber. It has been a privilege and an honor for me to work for you and to be part of a highly motivated and professional team. I would like to thank the Board of Directors, committee chairmen, the volunteers, and you, the members for allowing me to be part of this exceptional organization. I would like to thank my colleagues; Patricia Metzgar, Parviz "Peter" Alasty, Miriam Conway, Michelle Kemmerer, and Val Vigliotti for their commitment, support, and dedication to the Chamber's mission. Finally, Mary Lou and I would like to wish you and your family a peaceful and joyous holiday and a very prosperous new year.

-Robert Phillips, IOM

The Country Place Retreat & Conference Center hosts October Breakfast

The Monthly Breakfast was held on October 15, 2004 at the Shawnee Inn & Golf Resort. The breakfast was sponsored by Country Place Retreat & Conference Center

Guest Speaker, Ms. Mary Jane Saras spoke about the history of the Country Place Retreat & Conference Center, as well as giving a PowerPoint presentation highlighting what the Country Place Retreat has to offer.

Founded by Dr. Sylvia LaFair and Herb Kaufman, the Country Place Retreat & Conference Center is a peaceful and private facility located in White Haven. It is surrounded by 450 acres of natural woodlands. The Center is the perfect setting for workshops, meetings, family reunions, and weddings. The Country Place Retreat offers a Team Challenge Course, full-service business center, state-of-the-art audio-visual equipment, numerous activities, spa and fitness facility, and also offers gourmet cuisine. For more information call 570-636-3858 or visit their Web site at www.retreatpa.com

The Special Program was sponsored by the Monroe County Arts Council. The program's guest speaker was Ms. Laura Goss.

Ms. Goss stated that "everything is created by an artist." The Monroe County Arts Council was founded in 1975 and is a local arts service organization that services the arts industry. Ms. Goss discussed the many benefits of membership, which is open to both artists and non-artists. The core programs are the monthly newsletters, Pocono State Craft Festival at Shawnee, MCAC Artspace, ten public galleries in Monroe County, studio courses, and youth programs. The mission of the Monroe County Arts Council is to build our community artistically and culturally by providing leadership, service, and education. For more information on the Monroe County Arts Council you can call 570-476-4460 or visit their Web site at www.poconoarts.org.



from L, to R: Dr. Matthew Connell, Mary Jane Saras, and Robert Phillips, IOM

from L, to R: Dr. Matthew Connell, Laura Gross, and Robert Phillips, IOM



Membership Anniversaries

20 Years

Snydersville Family Diner

15 Years

Forest Manor Heatlh Care Center

10 Years

Barrett Friendly Library Lehigh Valley International Airport Pocono Mountain Public Library Western Pocono Community Library

5 Years

Alice Plasencia Real Estate
Bimex Corporation
DogWatch of Northeastern PA
Barbara Glasow, Inc.
Legacy Tax Services
Pensyl Creek Financial Services, Inc.

Congratulations!

Special Thanks to the Community Express

A special thanks goes out to the Community Express for donating full-page ad space to the Chamber to publicize our events and programs.

Each month, informative columns will be written by businessmen/women to share their expertise. The Community Express is located in Henryville, PA and can be contacted at: 570-476-0601. You can mail them at P.O. Box 72, Henryville, PA 18332 or by email at: comxpres@ptd.net.

Education Committee Presentation

The Pocono Mountains Chamber of Commerce's Education Committee will have a guest speaker at their December 13, 2004 meeting to be held at the Monroe Career & Technical Institute (All-Purpose Room A) at 12:00 noon. Annelle Prefontaine, Director of Federal Progams and Grants for the East Stroudsburg Area School District, will discuss what constitutes business value in educational partnerships and will suggest ways that businesses can reach out to area students. Dr. Rachael Heath, the district superintendent, will also be present to encourage collaboration between the district and area businesses and answer any questions that you might have. The Education Committee is urging Chamber businesses to attend this very informative meeting. Please call Pat at the Chamber, 421-4433 if you can attend.

Chamber Membership Director **Publishes Book**

Congratulations to Val Vigliotti, the Chamber's Membership Director on the publication of her children's book, *Messenger Boy*. The book is available at Amazon.com and Barnes&Noble.com. This young reader book follows the adventures of Thomas during the Civil War. Too young to join the ranks but eager to serve his country, Thomas finds himself entrusted with a mission that tests his limits and brings him face to face with the realities of war.

In addition, plans are in the works to sign a movie deal for another work she has completed – *The Christmas Dress*, a romantic comedy. Val promises to keep us up-to-date on its progress as the project moves along.



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Pocono Mountains Chamber of Commerce IMPACT December 2004

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.

Aire Serv. Heating & Air Conditioning

Jeff Sodano
PO Box 441
Pocono Lake, PA 18347
570-646-0213
570-646-3759
poconojl@epix.net
www.airserv.com
CONTRACTORS - HEATING & AIR CONDITIONING

BNI Stroudsburg Chapter

Matthew Alferio 275 Mundy Street Wilkes-Barre, PA 18702 1-800-242-1337 570-825-9965 matferio@firstinscenter.com NON-PROFIT ORGANIZATIONS

Cocosolo

Cindy Clause 1158 N. 5th Street Stroudsburg, PA 18360 570-421-8522 cindy@cocosolo.com ICE CREAM PARLORS

Davis Business Machines

Jim LeVan 1870 Airport Road Allentown, PA 18109 610-264-1600 610-264-1181 sales@dbm.net www.dbm.net OFFICE EQUIPMENT-SALES & SERVICE

DeMaries New York Italian Specialties

Vincent Acierno PO Box 936 Brodheadsville, PA 18322 570-402-5040 570-402-5041 RESTAURANTS- CATERING

Dominick William Academy, The

Tracy Ranno 4610 Lower Cherry Valley Rd Stroudsburg, PA 18360 570-992-0992 570-992-2718 domwill99@yahoo.com SCHOOLS - EDUCATION

GlassTech

Nicholas Lepore PO Box 331 Bushkill, PA 18324 570-588-0400 570-588-0400 central@itscomp.com GLASS PRODUCTS - WINDSHIELD REPAIR

Home Inspection Team

PO Box 416 Henryville, PA 18332 570-629-6695 scorza@wmconnect.com www.homeinspectionteam.org INSPECTION SERVICES

Lee's Restaurant

Richard Lee PO Box 97 Bartonsville, PA 18321 570-421-1212 gtco@ptd.net www.leesrestaurant.com RESTAURANTS

Mares Consultants Non Profit Services

Dagmaris Cabezas 9094 Idlewild Drive Tobyhanna, PA 18466 570-894-4344 570-894-4344 dcabezas@mareconsultants.com www.mares-consultants.com CONSULTANTS

Mesa Massage

Jeremias Rivera Jr. 90 Fairview Avenue Mt. Pocono, PA 18344 570-839-9348 MASSAGE THERAPY

Miss Christian International Pageants

Barbara Butler PO Box 231 Bartonsville, PA 18321 570-619-6615 570-619-6615 bbutlerministries@yahoo.com www.bbutlerministries.org ORGANIZATIONS - ASSOCIATIONS

Pocono Classifieds, The

Chad Pensiero 35 Washington Street East Stroudsburg, PA 18301 570-420-8586 chad@poconoclassifieds.com www.poconoclassifieds.com ADVERTISING

Pocono Event Planners, LLC

Dawn Toro
236 Sellersville Drive
E. Stroudsburg, PA 18301
570-223-7238
570-223-7239
poconoeventplanners@msn.com
www.poconoeventplanners.com
EVENT PLANNERS

Robson's Construction

Robson Pereira 99 Shenkel Road Effort, PA 18330 570-619-5592 rlrpereira@msn.com CONTRACTORS - BUILDING & CONSTRUCTION

Siamsa Irish Pub

636 Main Street Stroudsburg, PA 18360 570-421-8434 570-421-8440 bjgils@ptd.net www.siamsairishpub.com RESTAURANTS - TAVERNS

Sycamore Grille

Susan Marques PO. Box 783 Delaware Water Gap, PA 18327 570-426-1200 570-426-1455 sycgrill@ptd.net RESTAURANTS

Tee Tee Anderson

RR 1, Box 1084 Cresco, PA 18326 570-595-7940 INDIVIDUALS

Thai Thani

Charmas Kiewkajee RR 1, Box 1263 Stroudsburg, PA 18360 570-421-8118 570-421-5514 RESTAURANTS

Waste Not Technologies

Patrick W. Kelley P.O. Box 848 Saylorsburg, PA 18353 570-992-7041 pkelley@northampton.edu www.recycledfencing.com FENCING

Correction:

Wild Pines Golf Club

Kim Kleinle PO Box 1099 Pocono Summit, PA 18346 570-646-4444 wildpinesgc@epix.net GOLF COURSES - COUNTRY CLUBS