

Pocono Mountains Chamber of Commerce
Stroudsburg, PA

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(USPS 380-890)
Pocono Mountains Chamber of Commerce
556 Main Street
Stroudsburg, PA 18360-2093

Phone: (570) 421-4433
FAX: (570) 424-7281
E-Mail: info@poconochamber.net
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IMPACT

March 2005 VOL. 34, NO. 3

Chamber Helps to Maintain HUBZone Status

In 2004 when it was discovered that Monroe County was about to lose its HUBZone status, the Pocono Mountains Chamber of Commerce initiated action. “We knew this was a serious problem,” said Chamber President/CEO Robert Phillips, IOM. “This would have negative consequences on some 25 Monroe County businesses that had preferences in bidding on federal government contracts.”

The Small Business Administration’s HubZone (Historical Underutilized Business) designation allows small businesses to compete for government contracts as HubZone firms. Without these HubZone contracts, many of these local companies would have to cut back on their workforce or possibly cease doing business.

Due to the formulas that are used by the Pennsylvania Bureau of Labor Statistics, Monroe County lost its HubZone status because the local unemployment rate used in the calculations does not include our commuters who have lost their jobs. “This unique situation was hurting us in qualifying as a HubZone for our local HubZone firms,” said Phillips. “The purpose behind the HubZone program was to create jobs in disadvantage regions.”

The Chamber teamed up with local, state, and federal officials and business leaders in achieving a HubZone designation extension until 2010 and helped save hundreds of jobs while creating the opportunity for additional new jobs. The new HubZone revision allows the unemployment statistics to be measured nationwide rather than statewide for all HubZones. “We created a coalition to save Monroe County’s HubZone status,” said Chamber President/CEO Robert Phillips, IOM. “Without the help of State Representative Mario Scavello, U.S. Senator Arlen Specter, Congressman Paul Kanjorski, Daisy Gallagher, CEO of Gallagher & Gallagher, Inc., the Monroe County Industrial Development Authority, Monroe County CareerLink, East Stroudsburg University, and the Board of Directors of the Pocono Mountains Chamber of Commerce acting as an advocate for business by approving a Resolution supporting the HubZone extension, we could not have been successful.”

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From the Chairman of the Board



I would like to take this opportunity to introduce Chamber members to an exciting yet not well-known program that assists Pennsylvania businesses with one-on-one assistance in meeting their day-to-day business challenges.

The Pennsylvania Business Retention and Expansion Program (BREP) is a statewide program sponsored by the Pennsylvania Department of Community and Economic Development (DCED) that encourages firms to stay, grow, and create more jobs in the Commonwealth. Through the program, business liaisons visit companies to access their needs and offer assistance whenever necessary. The assistance is provided through an extensive network of service providers throughout Pennsylvania.

Face-to-face interviews are conducted by business leaders who ask a series of questions addressing various issues. If the business liaison identifies a specific need for assistance, the business is referred to an appropriate service provider for help. As each visit is conducted, the results of the visit are entered into an online system that produces tangible data on what is happening with businesses throughout the state. It allows us to analyze and compare business trends, opportunities, and challenges while addressing the specific needs of the company.

Annually, approximately 650 visits are conducted in northeastern Pennsylvania with 76 of those taking place in Monroe County. During the visits, the business liaisons learn about the respective challenges and issues facing the business and help assess potential opportunities. They then serve as a single point of contact for the business leader providing him or her with a comprehensive and unbiased knowledge of business assistance programs and a direct linkage to a network of local, regional and state business assistance organizations.

The Monroe County Industrial Development Authority partners with Monroe County CareerLink to offer this program to eligible businesses in Monroe County. We would like to extend the opportunity to participate to Chamber members who have not yet been visited. It is important for us to know what is happening in the business community and there is no cost to you.

Give me a call at 570-620-2960 if you are interested, I'd love to hear from you!

-John Casella,
Chairman of the Board

March 2005 Calendar of Events

- March 1**.....*Women in Business Steering Committee*
Noon – PMCC
- March 2**.....*New Member Breakfast*
8:00 a.m. – PMCC
- March 4**.....*Government Affairs Committee*
8:00 a.m. – Best Western Pocono Inn - Stroudsburg
- March 7**.....*Education Committee*
Noon – Monroe Career & Technical Institute - Bartonsville
- March 8**.....*Women in Business Luncheon*
Noon – Caesars Brookdale-on-the-Lake – Scotrun
- March 8**.....*Culinary Committee*
4:00 p.m. – PMCC
- March 9**.....*Transportation Committee*
8:00 a.m. – PMCC
- March 9**.....*Expo '05*
3:00 p.m. – 8:30 p.m. – Koebler Fieldhouse - ESU
- March 10**.....*Expo '05*
3:00 p.m. – 8:30 p.m. – Koebler Fieldhouse - ESU
- March 10**.....*Pocono Plateau Committee*
8:00 a.m. – Comfort Inn & Suites – Mount Pocono
- March 14**.....*Business Card Exchange*
5:00 p.m. – Tannersville Inn - Tannersville
- March 15**.....*Small Business Development Committee*
8:00 a.m. – PMCC
- March 16**.....*Retention Committee*
8:00 a.m. – PMCC
- March 16**.....*Executive Committee*
Noon – PMCC
- March 17**.....*New Members Committee*
8:30 a.m. – PMCC
- March 18**.....*Monthly Breakfast*
7:30 a.m. – Best Western Pocono Inn - Stroudsburg
- March 22**.....*Ambassadors Committee*
8:00 a.m. – PMCC
- March 22**.....*Board of Directors*
11:00 a.m. – Best Western Pocono Inn - Stroudsburg
- March 24**.....*HR Committee*
8:30 a.m. – PMCC
- March 28**.....*West End Committee*
8:00 a.m. – Western Pocono Community Library – Brodheadsville
- TBA**.....*Quality of Life Committee*
- TBA**.....*Expo Committee*
- TBA**.....*Environmental Committee*
- TBA**.....*Quality of Life Committee*

Members in the News

The **African American Network's** (AAN) Black History Celebration will be held in East Stroudsburg University's Keystone Room. The celebration begins at 1 p.m. on February 19th. The African American Network's endeavor is to become more visible and a major contributor in connecting with all of their residents in Monroe County by providing resources and/or programs to educate and entertain residents in the community.

An **East Stroudsburg University** student group raised more than \$2,000 for the fight to end violence against women during recent performances of “The Vagina Monologues” on the ESU campus. Women for Awareness will contribute \$1,000 to Women’s Resources of Monroe County and \$1,000 of the gross sales will go to Planned Parenthood of Northeast Pennsylvania, Stroudsburg Center. An additional \$250 this year will go to the V-Day 2005 College Campaign Organization’s special spotlight on Women in Iraq.



Dr. Robert J. Dillman - East Stroudsburg University's Teaching President Classroom Helps Keep Him Connected to Students and Faculty

Dr. Robert J. Dillman, president of **East Stroudsburg University** is one of those university presidents who likes to keep his skills sharp in the classroom. During this past fall term, he could be found in Stroud Hall every Thursday evening discussing the ever-shifting world borders in a geography class of 40 students. As president of ESU, Dillman feels it's important not to lose sight of his mission, to serve and educate students. "All of us need to remember this," he said. For him, this includes stepping into the classroom every chance he gets.

The **Fergus & Clark Academy for the Performing Arts'** faculty and students present the "Fergus & Clark Cabaret" which features musical and dramatic performances including instrumental and vocal music of many styles. This show is open to the public on Saturday, March 5th at 7:00 p.m. at Foxglove Studios (N. Eighth and Scott Streets). Admission is free.

Fergus & Clark Academy for the Performing Arts is offering a course entitled "Understanding and Appreciating Opera," taught by internationally acclaimed opera singer, Garry Grice. The class culminates in a bus trip to the Metropolitan Opera to see Mozart's Don Giovanni . Classes are on Mondays, March 14, 21, 28, and April 11 at 7:30 p.m. at Foxglove Studios (N. 8th at Scott St., Stroudsburg). The Met trip departs at 1 p.m. on Wednesday, April 6th. The classes and trip may be purchased as a package or separately. For more information or to purchase tickets call Fergus & Clark at 420-8060. Chamber members will receive \$5 off.

Monroe County CareerLink, the area's premier source of Workforce Development services for Job Seekers and Employers in our Community and the Pocono Record, the most read newspaper in Monroe County, have joined forces to once again showcase the largest Workforce Event in Monroe County. The third Annual "CAREER Quest" is slated for April 12, 2005 from 10 a.m. to 5 p.m. It will be held at Fernwood’s Event Center, an 18,000 square foot arena with plenty of parking for the large number of expected visitors. Registration materials are available for Employers and Education & Training Providers. If you are interested in participating in "CAREER Quest", on April 12, 2005, call the Monroe County CareerLink at 570-620-2958 to receive the registration packet.

The Shawnee Inn and Golf Resort, built in 1911, strives to continue improving its impressive history that boasts holding a PGA Championship as well as hosting Presidents and other dignitaries as honored guests. The Resort has recently completed an update of guest rooms, public areas including the lobby, hallways, and meeting spaces, and added wireless internet connection (WiFi) in their lobby and meeting spaces. In 2004, they also launched the Tillinghast Golf Academy and added a state-of-the-art practice facility.

In 2005, the Resort also plans to enhance their entire lower level with a full-service spa and salon, to be called the Spa Shawnee, a new golf pro shop, 10,000 square feet of meeting and event space, and so much more. Despite the renovations, the Inn plans to keep its historic and charming man-served lift from 1911 and use it as a service elevator. For more information please contact Rob Howell 570-424-4050 x1616 or email robhowell@shawneeinn.com.

Wild Pines Golf Club's PGA head professional, Kim Kleinle has been honored as a member of the 2004 President's Council on Growing the Game. She was recognized, along with other golf professionals from throughout the country, at the PGA of America Awards gala in Orlando, Florida.

Wild Pines Golf Club is a private club located in the Pinecrest Lake Community in Pocono Pines, PA. Kleinle has been head golf professional there since May 2004. She is also a member of the LPGA's Teaching and Club Professional Division.

Febuary Business Card Exchange

Siamsa's Irish Pub hosts February Card Exchange

More than 200 people attended the February 7th Business Card Exchange at Siamsa's Irish Pub in Stroudsburg. Guests enjoyed a wide array of hot and cold hors d'oeuvres along with the opportunity to network with fellow Chamber members. If you have not yet been to Siamsa's, you should definitely plan a visit soon, not only to sample the "Guinness" and excellent food, but to see the beautifully decorated facility.

The Chamber's next business card exchange will be held on
March 14th at
The Legendary Tannersville Inn.

New Member’s Breakfast

A Sound Strategy, Inc. - A Sound Strategy, Inc., located in Stroudsburg, specializes in Database Driven E-Commerce Web Development. Current clientele includes Aventis, Honeywell, Wynton Marsalis Ent., and Sony Classical. Visit them at: www.asoundstrategy.com or call them toll-free at: 888-774-3065.

Aero Technical Services - Aero Technical Services is an owner-operated Aircraft Maintenance Company with more than 20 years experience in Business Class Aircraft. Their services include Performing Aircraft Inspections, Unscheduled Maintenance, Quality Assessments, Pre-Buys, and Audits. For further information contact William Bergen at 570-223-9323 or by email at billybergen@netscape.net.



Colonial Financial Group - Colonial Financial Group offers a variety of mortgages to fit your needs. They are conveniently located in East Stroudsburg. For more information please contact Richard Van Houten at 570-420-9196 or by email at rva47@ptd.net.

Community Abstract and Settlement, LLC - Community Abstract and Settlement provides Title Insurance for Purchase, Refinance, and Construction for real estate transactions. Contact Dani Magnuson for more information at: 570-992-9519.

Keyes Business Solutions - Keyes Business Solutions specializes in Small Business Development Strategies and coaching. To see how Keyes Business Solutions can help you and your business grow contact Robert P. Scott at 800-579-1662 or by email at rscott@keyesgroup.com.

KG Cabinets and Tile Plus, Inc. - KG Cabinets and Tile Plus offers a wide assortment of retail cabinets, tile, and full bath set-ups. Stop by their showroom on Route 611 in Scotrun to see how they can help you with your home improvement projects. They also have a wholesale cabinets line. For showroom hours or more information please contact Kevin Murphy at 570-629-5121.

Riger Advertising - Riger Advertising offers cutting edge Marketing, Communications and Media Placement, Broadcast Production, Graphic Design and Advertising, and Public Relations Services. For more information visit them online at: www.riger.com or call them for more information at: 607-723-7441



Soccer Gene Magazine - Soccer Gene Magazine highlights the accomplishments of Youth Soccer Players in our communities. It is the place where your athletics can feel like a star. Soccer Gene Magazine is also proud to host area events which benefit the community at large. For more information please call Dele Olaewe at 570-620-2930.

Thornton Creative - Thornton Creative is a full service Marketing, Publishing, Web Development, and New Media Company. Thornton Creative has been helping companies grow for more than ten years. Specialized servives include full in-house Digital Photography/Sound/Video Studio, as well as Short-Run Full Color Printing. For more information call 570-402-2004.

Membership Anniversaries

15 Years

Gene Dickison-Financial Advisor

10 Years

Housing Authority of Monroe County
Kitchen Tune-Up
Performance Strategies
Tannersville Floor Covering/General Flooring
J.L. Williams GE & Hotpoint Appliances

5 Years

J. L. Amici & Associates
Apple Mortgage Company
Best Western Inn Blakeslee - Pocono
Darlak Properties
Fogel & Business Essentials
Journal Newspapers, Inc.
Ramada Inn Pocono
Regina Farms

Congratulations!

Pocono Mountains Chamber of Commerce

IMPACT March 2005

Sixth Annual Culinary Celebration a Sizzling Success...

The Pocono Mountains Chamber of Commerce Sixth Annual Culinary Celebration was held on February 6, 2005 at East Stroudsburg University.

Participants included Blakeslee Inn, Black Bears Lodge, Cakes & Scones Bakery, Fernwood’s Mama Bella’s, Franklin Hill Vineyards, Meadowbrook Inn, Mrs. C’s, Peppe’s, Pocono Produce, Truly Italian, and Werry’s Pub.

Everyone in attendance had the opportunity to sample the outstanding food as well as enjoy fabulous entertainment provided by Peter Ward. Attendees voted for the Best Appetizer, Best Entrée, and Best Dessert. Along with the People’s Choice awards, there was a Chef’s Competition for Best Appetizer, Best Entrée, Best Dessert, and Dish of the Year.

The 2005 People’s Choice winners were:

- **Best Entrée - Blakeslee Inn**
- **Best Appetizer - Blakeslee Inn**
- **Best Dessert - Cakes & Scones Bakery**

2005 Chef’s Competition winners were:

- **Best Appetizer - Meadowbrook Inn - Pan Seared Diver Sea Scallops**
- **Best Entrée - Blakeslee Inn - Pecan Crusted Duck Breast Stuffed with Sweet Potato & Chive**
- **Best Dessert - Tie between Meadowbrook Inn and Fernwood’s Mama Bella’s
Meadowbrook Inn - Cherry Chocolate Bombe
Fernwood’s Mama Bella’s - Trio Mousse with Pudding Cake**
- **Dish of the Year - Meadowbrook Inn - Stuffed French Milk-Fed Veal Chops**

Many thanks to our panel of judges who included Representative Mario Scavello, Ken Schurman of VIP Studios, Debi Cope of Debi Cope & Associates, Carol Sitroon of Gallagher & Gallagher, Inc., and Gary Smith of WSBG Radio.

Women in Business Luncheon

The February Women in Business luncheon was held at Caesar's Brookdale-on-the-Lake in Scotrun. Linda Worthington of Morgan Stanley was our guest speaker. She gave a presentation titled "Smart Solutions for your Retirement Distribution."

Linda Worthington (left) and
WIB Chairperson, Dorota Gasienica-Kozak.

The March luncheon will also be held at Caesar's Brookdale-on-the-Lake. Cathy Cavanaugh of the PA Treasury Department will give a presentation titled "Tuition Account Program."

Terry Burns from Pocono Personnel won the 50/50 drawing, which she donated back to the committee to be used toward a scholarship.

For more information on this, future WIB luncheons, donate a door prize or sponsor a luncheon, please contact Miriam Conway at 570-421-4433.

Pocono Mountains Chamber of Commerce

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.

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From the President

The Government Affairs Committee (GAC) of the Pocono Mountains Chamber of Commerce has begun an aggressive agenda of issues that are negatively affecting our members and their businesses. The most alarming issue for our members is the out-of-control raising health care costs. Rapid rising health insurance costs have burden our members to the point of business owner's inability in offering quality health care benefits to their employees. This critical situation has become a national catastrophe for businesses of all sizes and a solution is imperative to alleviate this hardship.

The GAC has reinstated the Health Care Task Force (HCTF) which was originally established in 2003. The HCTF had issued in 2003 a white paper report that is posted on the Chamber's web page at www.poconochamber.net

The main objective of the HCTF was to release a report on the health care impact findings affecting businesses and any recommendations and/or solutions that the Chamber may utilize for our members. Since that report, new initiatives have been created to help sustain health care costs.

The current HCTF will examine new legislation that will allow Association Health Plans to enable small businesses to join together and negotiate lower premiums and higher-quality services with insurance providers. Additionally, it will focus on lawmakers to expand Health Savings Account, allow Flexible Spending Account savings to roll over into future calendar years, and research refundable tax credits for health insurance. This is just an example of the many issues that the HCTF will be undertaken.

I personally urge you to get involved with this and other significant legislative issues. If possible, attend the GAC meetings which are held on the first Friday of the month at 8:00 a.m. at the Pocono Best Western Inn in Stroudsburg. The meeting is in the Cedar Room and lasts for approximately one hour. The Pocono Mountains Chamber of Commerce is the foremost advocate for business speaking in one strong voice for its members.

-Robert Phillips, IOM

Gallagher & Gallagher, Inc Hosts January Breakfast



Robert Phillips, IOM, (far left) with the staff of Gallagher & Gallagher, Inc.

Gallagher & Gallagher, Inc. hosted the January 21, 2005 Monthly Breakfast at the Best Western Pocono Inn.

Mr. Michael Beckenbach, Group Director of Gallagher & Gallagher, Inc. reported that they are a full-service marketing, advertising, and public relations firm that initially started out as a part-time business in Ms. Gallagher's home. They have a host of international and national awards in every category of their industry and have offices in New York City, Washington D.C., two in Northeast PA and one in Europe. Their newest location will be opening soon in New Jersey.



Robert Phillips, IOM (far right) with Shepherd's Maternity House

The special program was presented by The Shepherd's Maternity House. Speakers, Ms. Patricia Stys and Sister Marion Reiersen reported that The Shepherd's Maternity House will assist with pre-natal care, job training, and individual and group counseling sessions. Their mission is to provide shelter, counseling and education for unwed pregnant women, regardless of race, religion, or financial needs. Their facility is up and is the final stages of completion. Sister Marion thanked everyone who supported The Shepherd's Maternity House and they plan on collaborating with other homes in the surrounding areas.

Bob Bennett, Secure Managed Solutions won the 50/50 drawing, which he donated to The Shepherd's Maternity House.

Ribbon Cuttings Blossom Studios



Blossom Studios features locally handcrafted and distinctive gifts, including handmade pottery, copper water fountains, bath & body items, and much more. In addition, bulk and gourmet coffee, tea, foods, and lots of tantalizing samples are available for customers to try. Be sure to ask about their custom gift baskets! Blossom Studios is located at "The Barn" on Rt. 390 in Cresco. For hours of operation or more information please call 570-595-0500.

Pocono Fitness - Well Fit Express



Pocono Fitness - Well Fit Express opened the doors of their newest location at Routes 115 & 209 in Brodheadsville this month with a weekend long celebration and ribbon cutting ceremony. This state-of-the-art, full service gym makes working out a pleasurable and effective experience. For more information call 570-992-4040 or visit them online at: www.wellfit.com.

Back Bone Security & Northeast Pennsylvania Federal Credit Union—



Back Bone Security and Northeast Pennsylvania Federal Credit Union revealed the latest Network Security Monitoring Service with an announcement and ribbon cutting ceremony this month. Find out how to keep your business secure by visiting www.backbonesecurity.com or calling 570-422-7900.

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570-992-4827
800-891-2317

Welcome New Members

The following new members are not listed in the 2005 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

3Aero Technical Services

William Bergen
541 Resica Falls Rd
East Stroudsburg, PA 18301
570-223-9323
billybergen@netscape.net
AVIATION - MAINTENANCE

Apex Styles Co.

Tanya Thompson
528 Main Street
Stroudsburg, PA 18360
570-588-0960
tthompson50@hotmail.com
RETAIL

Bernz Music Entertainment

Bernard Lewis
16 Brookville Terrace
Mt. Pocono, PA 18344
570-839-3283 / 570-839-3283
bigbernz@verizon.net
MUSIC

Bryan Technologies

Damien Bryan
PO Box 725
Effort, PA 18330
570-643-3567 / 570-643-3567
damien@bryantchnlgy.com
www.bryantchnlgy.com
WIRELESS

Colonial Financial Group, Inc.

Allison Bergen
101 Woods Way
Stroudsburg, PA 18360
570-420-1299/570-420-1266
allisonb@ptd.net
FINANCIAL SERVICES

Community Abstract and Settlement, LLC

Dani Johnson-Magnuson
3008 Hamilton
East Stroudsburg, PA 18360
570-992-9519 / 570-992-8687
dmagnuson@tatitle.com
TITLE COMPANIES

Got Stuff?

Bradley Marx
220 Eagle Valley Mall
East Stroudsburg, PA 18301
570-504-1645
gotstuffstroud@aol.com
www.gotstuff-of-stroudsburg.COM
E-COMMERCE

Hazleton Site Contractors

Dana Arnold
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Skippack, PA 19474
570-453-3900
PAVING -EXCAVATING

KG Cabinets and Tile Plus, Inc.

Gail Murphy
PO Box 297
Scotrun, PA 18355
570-629-5121 / 570-629-6186
kgcabinets@aol.com
KITCHENS - BATHS - CUSTOM

Lewis Mortgage Service, Inc.

John Lewis
46 North Sixth Street
Stroudsburg, PA 18360
570-421-7404 / 570-421-7414
jklewis@ptd.net
www.lewismortgage.com
MORTGAGES

Mama Maria's

Filippo LoPresti
347 Tegawitha Rd, Rt. 611
Tobyhanna, PA 18466
570-839-8200
RESTAURANTS

Marek Auto Center

Marek Ulanecki
103 Prospect Street
Tobyhanna, PA 18466
570-894-8420 / 570-894-1530
mareku13@earthlink.net
AUTOMOBILE - SERVICE & REPAIR

Mark, Jonathan

702 Thomas Street
Stroudsburg, PA 18360
570-424-5806 / 570-588-1903
kelly7@ptd.net
INDIVIDUAL

Pocono Fitness - Well Fit Express

Melissa Vega
Rt 115 & 209 PO Box 1557
Brodheadsville, PA 18322
570-992-4040 / 570-992-4682
info@wellfit.com
www.wellfit.com
HEALTH - FITNESS

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Sound Strategy, Inc., A

Dennis Jeter
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tberkley@asoundstrategy.com
www.asoundstrategy.com
E-COMMERCE

Thornton Creative

Tom Thornton
3205 Hamilton East
East Stroudsburg, PA 18360
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tom@thorntoncreative.com
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GRAPHIC DESIGN

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Amy Enman
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Delaware Water Gap, PA 18327
570-897-6898 / 610-855-8579
amy@gapcoffee.com
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FOOD - GOURMET