

Right Reason Technologies Awarded Wall Street West Grant

Right Reason Technologies (RRT), a Web-based training and eLearning company located in East Stroudsburg, Pennsylvania has been selected by the Wall Street West WIRED organization to receive a grant to create an online financial awareness curriculum for high school students. RRT is partnering with East Stroudsburg University and local financial institutions to design the curriculum. The program will help students learn about the opportunities that exist in the region as more financial firms move into the area.

"This is a great opportunity to introduce our students to what financial sector careers are available in the area. This will help us correct the brain-drain where qualified people are leaving the region to find family sustaining wages elsewhere," said Peter Schmitt, a partner at RRT.

The first part of the grant will be to develop the courses for students that will be delivered to students in Monroe County school districts. Future phases of the grant will reach out to additional districts in the nine-county WIRED region while incorporating two and four year degree programs.

Right Reason Technologies, LLC (www.rightreasontech.com) has been in business since 2001 providing training and eLearning solutions to businesses and schools in our area and throughout the country.

Wall Street West is a not-for-profit partnership of more than two dozen local, regional, and statewide economic development agencies, technology investment groups, workforce development organizations, educational and research institutions, and experts from the private sector. The group secured a \$15 million Workforce Innovation in Regional Economic Development (WIRED) grant from the U.S. Department of Labor to help fund its effort to attract New York City-based financial institutions to establish their back-up and back-room operations in the region.

For More Information, Please Contact:

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Pocono Mountains Business Magazine TV Show

"Your Local Business and Economic News Report"

Airtimes: Mondays at 4:30 p.m., Thursdays at 8:00 p.m.,
and

Sundays at 12:00 noon on Blue Ridge Cable TV 13.

Airtimes are subject to programming changes.

For up-to-date airtime changes, program information,
or to download a copy of the show, go to

www.GeorgeTV.com



HR Corner

We are having issues concerning communication in our company. How do you stifle the "US" vs. "THEM" mentality between employees and management?

Communication is always a two-way street. What you say isn't always what people hear. Personalities play a big role in interpreting what is being said. Ever notice how you can give directions to two different people and have two very different outcomes?

Below are 10 tips to keep in mind to improve communication in your organization:

- Be a better listener
- Make time to communicate with your employees
- Get information out to employees as efficiently as possible (sometimes not saying anything speaks louder and can send the wrong message)
- Keep it simple; don't try to roll a handful of thoughts into one breath
- Be honest, direct, and focus on the real issue
- Give regular feedback; avoid surprises
- Don't hide behind emails
- Acknowledge people, chances are that others will be much more likely to acknowledge you in return
- Actively solicit feedback about your own communication, and communication within the organization.
- Watch your body language

Communication is not a science...it's more of an art. Reviewing these reminders helps all of us to keep on track. For years we've seen superb communicators and, some that are not so good. Try to pick up on what others do well and make it part of your communication program.

(Submitted by Chamber member, Martie Telepo of Right Reason Technologies, East Stroudsburg, PA)

This Q & A format does not necessarily represent the views of the Pocono Mountains Chamber of Commerce. It is designed to provide general, yet accurate information with regard to the subject matter. However, neither the Chamber nor the author(s) is engaged in rendering any legal or professional services. If legal advice or other expert assistance is required as to any particular situation, the services of a competent professional person should be sought.

OPEN HOUSE
December 6, 2007

Citizens Bank

814 Main Street
Stroudsburg, PA 18360

5:30 p.m. to 7:30 p.m.
Please R.S.V.P. by calling
Donna Satzger at: (570) 424-7197

November 2007 Calendar of Events

November 2.....Government Affairs Committee

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

November 7.....New Member Breakfast

..... 7:30 a.m. - Burnley Employment & Rehabilitation

..... Services - Snydersville

November 8.....Membership Committee

..... 8:00 a.m. - PMCC

November 9.....Leadership Pocono

..... 8:00 a.m. - PMCC

November 12.....Quality of Life Committee

..... 8:30 a.m. - PMCC

November 12.....Education Committee

..... 12:00 noon - Monroe Career & Technical Institute -

..... Bartonsville

November 12.....Business Card Exchange

..... 5:00 p.m. - Hotel Jonas - Kunkletown

November 13.....Women in Business Luncheon

..... 12:00 noon - Shawnee Inn & Golf Resort -

..... Shawnee-on-Delaware

November 14.....Economic Development/Transportation Committee

..... 8:00 a.m. - PMCC

November 14.....Annual Awards Banquet

..... 6:00 p.m. - Terraview at Stroudsmoor Country Inn -

..... Stroudsburg

November 15.....Expo Committee

..... 8:00 a.m. - PMCC

November 16.....Monthly Breakfast

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

November 16.....Environmental Committee

..... 8:00 a.m. - PMCC

November 20.....Business Development Committee

..... 8:00 a.m. - PMCC

November 21HR Committee

..... 8:30 a.m. - PMCC

November 26.....Finance Committee

..... 7:30 a.m. - PMCC

November 26.....West End Committee

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

November 26.....Executive Committee

..... 8:00 a.m. - PMCC

November 27.....Board of Directors

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

November 27.....Women in Business Steering Committee

..... 10:00 a.m. - PMCC

From the President



One of the most common obstacles that small businesses are facing today is their affectability to hire experts and professionals to assist them in the areas they need such as: Attorneys, Accountants, Business Coaches, or Marketing Experts.

The Chamber's Business Development Committee has developed monthly interactive workshops called "Learning Breakfast" with a variety of topics such as: "Accounting & Taxes; Marketing your Company; 5 Ways of Massive Profits; 6 Steps to a Winning Business; Effective Hiring Processes & Employee Evaluations; 90 Days Planning for Success, and many more, using experts to guide you in enhancing your business. These workshops will be held on the first Tuesday of each month, starting December 4, 2007 at 7:30 a.m. in the Chamber's Conference Room. The topic for December 4th is "Taxes." The cost of these workshops is \$10.00 per person.

This is another benefit of your Chamber membership. I urge you to take advantage of the valuable resources that the Chamber offers.

Robert Phillips, IOM

GPCC MISSION STATEMENT

Act as
A Unified Voice of Business
dedicated to the Prosperity
of all Commerce
leading to the Enhancement of
the Quality of Life
in our region and surrounding areas.

Business Card Exchange



The October 15th Business Card Exchange was held at Big Daddy's. With more than 120 people in attendance, this event provided an excellent opportunity for networking. Along with networking, everyone enjoyed the music and Big Daddy's atmosphere.

Women in Business Luncheon



left to right: Kathleen Fanelli, Cindy Papile, Catherine Schratt

The October Women in Business luncheon, sponsored by Catherine Schratt of Cate Jewelry, was held at Pangea Restaurant in Scotrun. The topic, titled "Preparing All Students for Tomorrow's Challenges & Opportunities," was presented by Dr. Kathleen Fanelli, Principal at Pocono Mountain Academy.

Donna Foley of Bankers First Mortgage won the 50/50 which she donated back to the scholarship fund.

The November luncheon, sponsored by Bill Skinner of ActionCoach, will be held at Shawnee Inn & Golf Resort. The featured topic will be "Gifts that Give Back" and will be presented by the Women in Business Committee.

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

Ribbon Cuttings

The American Red Cross

The American Red Cross recently held a Ribbon Cutting Ceremony to honor its newly renovated Park Avenue location in Stroudsburg. All materials and labor were donated by caring people in our community. For further information on the American Red Cross, you can contact their office at (570) 476-3800.



V.I.P. Studios

CareWorks Convenient Healthcare

CareWorks Convenient Healthcare recently held two ribbon cuttings at their two locations. One clinic is located in Tannersville in the Mr. Z's Market and the other one is in Stroudsburg in the Mr. Z's Market. CareWorks is owned and operated by Geisinger Health System. These clinics are walk-in clinics that provide diagnostic and treatment services from a fixed-service menu of common family illness and preventive health and wellness services. Each clinic is staffed by a certified family nurse practitioner. For more information, visit their Web site at www.careworkshealth.com.



Tannersville



Stroudsburg

Monthly Breakfast



left to right- Robert Phillips, IOM, Denise Burdge, Daisy Gallagher, Robert Gallagher

The Monthly Breakfast, which was held on September 21, 2007 at the Best Western Pocono Inn, was sponsored by Gallagher & Gallagher, Inc. Lori Gallagher spoke about Campaign America. Campaign America is the #1 source for all your marketing promotional needs. They offer promotional items for Political, Corporate, Holidays, Small Businesses, and Fundraisers. They offer the highest quality products at affordable prices and are constantly developing new ideas to enhance their client's needs.

The Special Program was The Shepherd's Maternity House. Mary Trickel, a volunteer, gave an update on The Shepherd's Maternity House, which is a non-profit facility that offers shelter, care, counseling, and education to unwed, first-time mothers-to-be regardless of race, religion, or financial means. These unwed mothers are provided with an atmosphere of love, security, care, support, and personal independence.

The Shepherd's Maternity House's goal is to provide an extended program for long-term housing. They opened their doors in 2006 and hope to launch a campaign to fulfill their goal in 2008.

During the breakfast, Ms. Daisy Gallagher, President and CEO of Gallagher & Gallagher, rolled out the Chamber's new branding with our new name and logo. Gallagher & Gallagher, a nationally recognized award-winning full-service marketing, advertising, and public relations firm graciously designed and donated the Chamber's new logo. The Chamber is now known as the "Greater Pocono Chamber of Commerce." Gallagher & Gallagher has been a member of the Chamber for more than 15 years and they have offices in Pennsylvania, Washington, D.C., and New York City.

Rob Boehning won the 50/50 drawing, which he donated to The Shepherd's Maternity House. SCORE won the gift certificate, which was donated by Access Office Technologies, Inc.



left to right- Robert Phillips, IOM, Sister Marion Reiersen, Mary Trickel

Members in the News

Achieve Business Solutions and The Alternative Board (TAB) are holding a People Power Workshop on Wednesday, November 7 from 11:30 a.m. to 1:00 p.m. at Tri-Co Federal Credit Union in Augusta, NJ. Seating is limited and advance registration is required. If you are interested in attending or learning more, fax your name, business name, date/session preference, and phone number to (973) 833-0200, or email info@tab-nwjerseypoconos.com. The Workshop is FREE for TAB Members and first-time TAB workshop attendees. If you spend more time working in your business than on your business, you need TAB!

East Stroudsburg University of Pennsylvania's foreign language club, Polyglots, hosted a cultural fair on Saturday, November 3 in the Keystone Room, located in the university's Center for Hospitality Management. The Cultural Fair featured booths and presentations from a variety of ESU student organizations including the Asian Student Organization (ASO), Desi Student Organization (DSO), International Student Organization (ISO), Latin American Association (LAA), Polyglots, and Anime Club. In addition, the Pennsylvania Dance Network sold jewelry and the Polyglots sponsored a "Kiddie Korner" with fun activities for younger attendees. The ESU Polyglots student organization, dedicated to celebrating languages and cultures from around the world, is open to ESU students from all academic majors. For more information or for special accommodations contact Hansberry at (570) 977-1764.

East Stroudsburg University's Career Services Office is here to help! List your part-time and seasonal jobs with us. Connect with our local college students. Email or fax your job announcements to: dsteigerwalt@po-box.esu.edu or fax: (570) 422-3609.

Herbert, Rowland & Grubic, Inc. (HRG) has been named to the 2007 Hot Firms List published annually in The Zweig Letter by Zweig White Information Services, a leading management consulting and research firm serving the architecture, engineering and construction industries. The Zweig Letter 2007 Hot Firm List is based solely on gross revenue for both fiscal years 2003 and 2006. Firms were selected based on percentage growth and dollar growth, which were weighted equally to give both small and large firms an opportunity to make the list. The complete list will be published in the November 26th issue of The Zweig Letter and on their Web site at: www.thezweigletter.com. Robert Grubic, PE., president of HRG, is proud of the firm's recognition on this year's Hot List. "HRG has enjoyed steady growth for many years, thanks to the loyalty of our clients and the dedication of our staff," Grubic says. "Our managers have worked hard to establish a strategy and vision for sustained growth, and we are proud to see the success of that strategy place us alongside such distinguished industry peers."

The Pocono Mountains Association of REALTORS® (PMAR) presented checks to five individuals running for area offices during a recent "Meet the Candidates" night held for its membership. Those receiving checks include: Donna Asure and Robert Nothstein, both Republicans who are running for County Commissioner, \$750 each; Steve Carey, Republican running for Smithfield Township Supervisor, \$500; Russell Fisher, a Democrat running for Chestnuthill Township Supervisor, \$200; and Jamie Keener, a Republican running for Tobyhanna Township Supervisor, \$200. PMAR is also supporting the candidacy of Daryl Eppley, who is a Democrat running for Stroud Township Supervisor but he does not accept campaign contributions. "We host these events to engage and inform our membership and to share issues of concern for REALTORS and homeowners with these candidates each of whom we hope will continue supporting legislation that helps current and potential homeowners," said CherylAnn Houseman, director of government affairs.

Rebuilding Together-Monroe County is accepting applications for their annual program that repairs homes for those in need. On Saturday, April 26, 2008, more than 300 volunteers will provide all types of home repairs which range from roof repairs, plumbing repairs, windows, insulation, handicap ramp, or just a coat of paint. The guidelines for the program are as follows: a Monroe County homeowner (mobile homes included); 60 years or older – and/or permanently physically disabled; meet income requirements of \$15,315 one person or \$20,535 two persons; and need repairs to your home. Applications can be obtained by calling (570) 839-2570. Applications must be complete with all required documents that include proof of home ownership and 2006 income (social security, interest, dividends, pension, employment, and 2006 tax return). Deadline for applications is postmarked by Monday, November 26, 2007.

Membership Anniversaries

20 Years

Leddy Telecommunications Service

10 Years

Keystone Propane Service, Inc.
Pocono Personnel

5 Years

Baskets and Bows
BOBHAYCOM Realtors
Campaign America
Helps on the Way Financial, Inc.
Magic Touch Entertainment

Congratulations!

Monday Morning Report Is Back!

If you are interested in receiving the Chamber's Monday Morning Report please email Peter Alasty at palasty@poconochamber.net so your email address can be added to the distribution list.

If you are not familiar with the Monday Morning Report, upcoming Chamber events and meetings for the week are posted.

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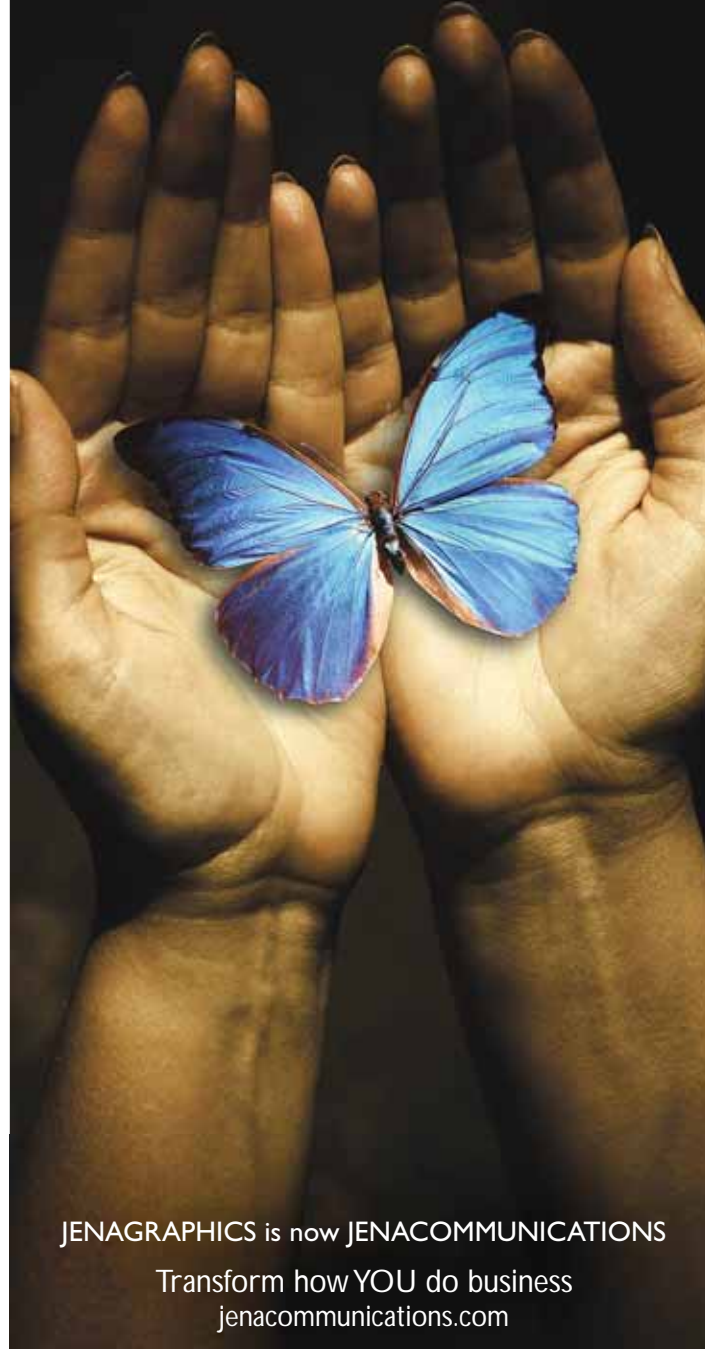
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800-695-1371

PLEASANT VALLEY MOTORS
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BRODHEADSVILLE, PA 18322
570-992-4827
800-891-2317

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Welcome New Members

The following new members are not listed in the 2007 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

Apon Services, LLC

Alex Aponte
2 Ramblewood Drive
Saylorsburg, PA 18353
610-381-6129
aponserv@ptd.net
CONTRACTORS-HEATING & AIR
CONDITIONING & PLUMBING

Mike Weaver

Mike Weaver
886 Polk Valley Road
Stroudsburg, PA 18360
570-421-3725
weahavens@ptd.net
PRESSURE WASHING & PAINTING

CareWorks Convenient Healthcare

Dean Lin
1070 North 9th Street
Stroudsburg, PA 18360
570-271-6936
570-517-0974
stephany@convenient-clinic.com
www.careworkshealth.org
MEDICAL-HEALTH CARE

Paoletti Real Estate

Vincent Paoletti
108 Pocono Boulevard, Route 611
Mount Pocono, PA 18344
570-839-0203
570-839-0213
paolre@ptd.net
www.paolettirealestate.com
REAL ESTATE

Casal Communications

Carol A. Sitroon
PO Box 826
Tannersville, PA 18372
570-629-1137
570-629-1137
casalcomm@noln.com
CONSULTANTS

Shultz EC Solutions

Marion Shultz
PO Box 359
Kresgeville, PA 18333
610-681-6912
shultz@freshair.com
AIR & WATER PURIFICATION

Coldwater Creek

Sherry Gallagher
1000 Route 611, Suite I-01
Tannersville, PA 18372
570-629-2176
570-629-5897
www.coldwatercreek.com
APPAREL-WOMEN

United Concordia Companies, Inc.

Donald Katze
380 Sunset Road
Mountaintop, PA 18707
570-239-5757
570-260-6972
donald.katze@ucci.com
www.ucci.com
INSURANCE

DJ Presents

Danielle Jordan
PO Box 327
Tannersville, PA 18372
570-994-2739
danielle.jordan@netzero.com
www.djprepresents.com
ENTERTAINMENT

Greater Pocono Chamber of Commerce Stroudsburg, PA

IMPACT



Executive Committee

Denise Burdge - Chairman of the Board
Joseph McDonald - First Vice Chairman
Jamie Keener - Second Vice Chairman
Daisy Gallagher - Treasurer
Charles Niclaus - Assistant Secretary
Bob Hay - Past Chairman

Staff

Robert Phillips - President/CEO
Patricia Metzgar - Vice President, Operations/Development
Parviz Alasty - Vice President, Business Development/Government Affairs
Jessica Goward - Membership Director
Miriam Conway - Executive Assistant

Board of Directors

James Becker	Dr. Kim Filipkowski	Allan Muto	Isaac Sanders
Denise Cebular	Donald S. Hannig	Jane Niering	Conrad Schintz
Holly Corcoran	Richard Henley	Ann Pilcher	Paul Schuchman
Bruce Denlinger	Scott Henry	William Prall	Linda Seliger
Gene Dickison	Tim Kelly	Lynn Price	Jack Wallie
Dr. Robert Dillman	Elizabeth Koster	Frank Revitt	Bill Wells
Frank Epifano	Chris Kurtz	Barbara Samet	

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