

## Global Economic Outlook Dinner



*Dr. Jay Bryson*

Dr. Jay Bryson, global economist for Wells Fargo Securities, will be the guest speaker at an Economic Outlook Dinner on March 29, 2011 at Terraview at Stroudsmoor at 6:00 p.m. This event is sponsored by Wells Fargo and the cost to attend is \$35.00 for Chamber Members, and \$50.00 for Non-Members.

Dr. Bryson joined Wachovia in 1998 to provide analysis on financial markets and macroeconomic developments in foreign economies. Before joining Wachovia, Dr. Bryson was an economist in the Division of International Finance at the Federal Reserve Board in Washington, D.C. From 1989 to 1992, Dr. Bryson was an assistant professor of economics at the University of Alabama. He also lectured on international economics and macroeconomics at the School for Advanced International Studies at Johns Hopkins University and at Georgetown University.

**WELLS  
FARGO**

He has published in academic and popular economic journals and his comments on the economy regularly appear in The Wall Street Journal, the New York Times, and USA Today. He also makes frequent appearances on CNBC and Bloomberg TV.

Dr. Bryson received his B.A. and Ph.D. degrees in economics from the University of North Carolina at Chapel Hill.

For more information or to make a reservation, call the Greater Pocono Chamber of Commerce at 570-421-4433.

### In This Issue

Calendar of Events.....	Pg. 2
Members in the News.....	Pg. 2
Ribbon Cutting.....	Pg. 10
Business Card Exchange.....	Pg. 11
New Members.....	Pg. 12
Women in Business.....	Pg. 12

### 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.

## March 2011 Calendar of Events

<b>March 4</b>	<i>Government Relations/Public Policy Committee</i> 8:00 a.m. - Stroud Township Building
<b>March 4</b>	<i>Quality of Life</i> 10:00 a.m. - GPCC
<b>March 7</b>	<i>Education Committee</i> Noon. - JR's Grille - E. Stroudsburg
<b>March 8</b>	<i>Women in Business Luncheon</i> Noon - Sycamore Grille - Delaware Water Gap
<b>March 9</b>	<i>West End Committee</i> 8:00 a.m. - Western Pocono Community Library - Brodheadsville
<b>March 9</b>	<i>Expo 2011</i> 2:30 p.m. to 7:00 p.m. - Koehler Fieldhouse - ESU
<b>March 10</b>	<i>Expo 2011</i> 12:00 p.m. to 7:00 p.m. - Koehler Fieldhouse - ESU
<b>March 11</b>	<i>Leadership Pocono</i> 8:00 a.m. - GPCC
<b>March 14</b>	<i>Business Card Exchange</i> 5:00 p.m. - Log Cabin Bar & Grille at the Crossings at Tannersville
<b>March 15</b>	<i>Women in Business Steering Committee</i> 9:00 a.m. - GPCC
<b>March 16</b>	<i>HR Committee</i> 8:00 a.m. - GPCC
<b>March 21</b>	<i>Finance Committee</i> 8:00 a.m. - GPCC
<b>March 21</b>	<i>Executive Committee</i> 8:30 a.m. - GPCC
<b>March 22</b>	<i>Board of Directors</i> 8:30 a.m. - TBA

## Members in the News

**The Inn at Pocono Manor** has announced it will invest more than \$4 million in a comprehensive renovation program touching all areas of the historic Resort's main lodge. The carefully planned renovation program is expected to be completed late spring 2011, and is being carried out without interruption of the property's business or disruption to the guest experience. Renovations include the entrance, public lobbies, event and meeting rooms, restaurants and guestrooms. Robert Sighinolfi, general manager, made the announcement.

"It is with great pleasure that we announce a comprehensive renovation program for the historic main lodge at The Inn at Pocono Manor," said Mr. Sighinolfi. "With the freshening of our 108-year-old property's interiors, and the complete redecoration of our guestrooms and baths in the main building, our Resort will meet the demands of today's discriminating travelers."

All public areas of The Inn at Pocono Manor's main lodge, starting with the front entrance, are being renovated, bringing the large and historic building's multiple interior spaces into design unity. The comprehensive renovation is geared toward refreshing the hotel while retaining its significant antique character. The design, therefore, centers on historical elements which are in keeping with the location and personality of the Resort, but which integrate modern technologies and conveniences. The 181 guestrooms will have new finishes, including a restful palette of green and blue hues, offset by locally made dark wood furnishings, original artwork, and luxurious bedding and draperies. Also being installed in each guestroom are flat screen televisions. The guestrooms in the tower section of the main lodge will receive new HVAC units and electrical upgrades as well. Guest baths will have enhanced lighting and wall treatments, along with new bath hardware including bowed shower rods.

In the Public Spaces, a rich design of warm colors and historical motifs are presented through Axminster carpets, and are accented by dark walnut wood furnishings, ornate light fixtures, rich fabrics and wallcoverings. The Resort's original fireplaces, unique stonework and built-in features are being retained, giving the Lobby and Lounge spaces an authentic and cozy feel. A stunning Main Dining Room design, using dramatic drapery treatments to create intimate dining areas, iron chandeliers, and accents of black, white, red and gold throughout the vast and historic room, will make this room a popular setting for many events and celebrations in the Pocono Manor area in the years to come.

Additional renovations to the Resort's restaurants will include the comprehensive redecoration of the Lamplighter Lounge, the property's casual dining room and bar, which will receive new furnishings, carpet, lighting and art. Additionally, the Resort's meeting and event rooms in the main lodge building will receive a freshening, with new carpet, wall coverings and draperies. Post-renovation, pub-

### LEADS WANTED!!!!

If you are aware of a new or existing business in the Greater Pocono region that might be interested in learning more about the various benefits of chamber membership, please contact Audrey Bartkowski, Membership Director at 570-421-4433 or [abartkowski@greaterpoconochamber.com](mailto:abartkowski@greaterpoconochamber.com).

lic space interiors on the lower level of the lodge will blend seamlessly in décor with other areas of the main hotel building.

For more information and photography of the comprehensive renovation program at The Inn at Pocono Manor, and for reservations, contact 800-233-8150 / 570-839-7111, or visit [www.poconomanor.com](http://www.poconomanor.com).

**Northampton Community College's** "Personal Care Home Administrator" program is officially approved by the Department of Public Welfare, and satisfies Pennsylvania's requirements of 100 hours of training for certification as a Personal Care Home Administrator. The course is offered at NCC's Fowler Family Southside Center, 511 E. Third Street, Bethlehem.

The program consists of 20 individual modules of study, covered in 31 evenings of training. Online testing is available upon completion of the program. Before beginning the program, student must attend the Department of Public Welfare orientation class for administrators. Visit the DPW website at [www.dpw.state.pa.us](http://www.dpw.state.pa.us) for dates and times of the orientation class.

Program modules begin on Wednesday, March 2, from 6-8 p.m. The first module, "Local, State and Federal Laws and Regulations Pertaining to the Operation of a Home," is \$40. For more information, including a listing of all modules with dates, times and fees, visit [www.northampton.edu/che](http://www.northampton.edu/che) or contact NCC's Healthcare Education department at 610-332-6585 or [che@northampton.edu](mailto:che@northampton.edu).

will have samples of the work that the classes will do and be available to answer questions about the classes that evening. Class sizes are limited to 10 people per class.

The reception is free and open to the public with no pre-registration required. The gallery is located on RT 611 in DePue Plaza Tannersville. For further information call the gallery at 570-619-0461



Connie & George Roberts

In a first for the **United Way of Monroe County**, a husband and wife will lead the annual fundraising efforts to help those in need in our community.

Local TV celebrities George and Connie Roberts have been named co-chairs of the 2011 campaign. The announcement was made at a special gathering at Barley Creek Brewing Company in Tannersville Friday evening. In attendance were United Way supporters, volunteers, staff, business/community leaders and friends.

"We are thrilled to be heading the campaign and are looking forward to a very successful year," Connie Roberts said. "It's an honor to be serving the community in this way," stated George Roberts.

The couple said they are looking forward to an exciting campaign, with "fun" being a big part of their fundraising plans. They emphasized the vital mission that United Way has in the community and the importance of getting everyone involved to make a difference.

"We are so enthused about Connie and George co-chairing our campaign and thank them so much," said Mathilda Sheptak, executive director of the United Way of Monroe County.

The Roberts already work as a team every day in their roles with George Roberts Productions/ George TV.com, a growing video production company with offices on Main Street in Stroudsburg. Connie is general manager of the business, which was founded by her husband in 2002. They have been married for 17 years.

George Roberts Productions produces five regular TV shows and four seasonal shows. These include the Greater Pocono Chamber of Commerce's Business Magazine TV Show, developed in 2005, and the Bizzy Awards, a business competition conceived by George in 2006 and modeled after Hollywood-type awards shows. GRP also produces the "Pathways to Healthy Living" TV Show for the Pocono Medical Center, as well as Pocono Landscape Challenge and the Pocono Mountains TODAY TV shows. They can be viewed on TV 13 as well as GeorgeTV.com.

Community service is certainly not new to the Roberts, who are involved with many local organizations and have been honored several times for their invaluable contributions. They reside in Hamilton Township and have two children, George III and Justin.

The United Way of Monroe County named George Roberts its volunteer of the year in 2009. He has been on the non-profit's board of directors for three years and has chaired its marketing committee since 2008. George Roberts Productions received a "Rising Star" Award from the United Way in 2007.

Besides his own business, George is the senior news anchor for TV 13. He can be seen Monday through Friday on the Pocono Report at 5 & 6 p.m., and the Valley Report at 5:30 and 6:30 p.m. He also handles the anchor duties for the 10 p.m. Night Report. And he can be seen anchoring the CNN Headline News Local Edition for Blue Ridge Communications.

While in college, George got his first radio job at WPCN in Mount Pocono. After graduating from the University of Scranton in 1982, he worked full-time in radio throughout Northeastern Pennsylvania and the Lehigh Valley. He was named the Poconos' Favorite Disc Jockey in 1984 by PM Magazine.

George began his television broadcasting career in 1988 and was the first news anchor hired for the new Eyewatch News Team on TV 13. In 1995, he began hosting the ComputerWise TV show. George has been nominated for regional Emmys and has won several Communicator Awards and Telly Awards for his work on a variety of shows.

In addition to serving on the United Way's board, George is on the board of Leadership Pocono. He was named Citizen of the Year in 2009 by the Greater Pocono Chamber of Commerce. Roberts also serves on the board of the Local Emergency Planning Commission.

Connie Roberts received the Athena Award from the Greater Pocono Chamber of Commerce in 2008. She was named one of the Top Women In Business in Northeastern Pennsylvania by the Northeast Pennsylvania Business Journal in 2002. Since 2005, Connie has produced and hosted the "Pocono Landscape Challenge" TV show with Jim Scocozza. In 2006, she received the Small Business Associations' Journalist of the Year Award.

Connie served as the chairperson for the American Red Cross of Monroe County from 2007-08 and was named Volunteer of the Year for 2008. During her term she completed an "extreme makeover" of the American Red Cross building after securing \$140,000 in donations. She is one of the original organizers of the Run For The Red Pocono Marathon, which attracts runners from all over the world. Connie also chairs the marketing committee for the Rotary Club of the Stroudsburgs.

A graduate of Pleasant Valley High School and Northampton Community College, she created Pocono Bride Magazine in 1991. In 1998, she became president of Constance Communications Corporation, a multi-media marketing firm. She produced Perfect Bride Magazine throughout Eastern Pennsylvania and produced/hosted the "Getting Married with Connie" TV Show, which aired in Northeastern Pennsylvania. In 2002, after Perfect Bride Magazine was sold, Connie began producing and hosting the Pocono Mountains TODAY TV show with her husband.

Before her career in media and promotions, she assisted her parents in opening and running the Blue Note Inn in Delaware Water Gap from 1987 through 1991.

Connie's volunteer work with the United Way has included being a panel member for the annual fund distribution process. She also contributes her time and effort to other area charities and organizations. She is an ambassador for Northampton Community College, an advisory board member for Pocono Health System's Spirit of Women, and a PTO committee member at Hamilton Elementary School. To get involved in helping George and Connie Roberts with the 2011 campaign, visit [www.unitedwaymonroe.org](http://www.unitedwaymonroe.org) or call 570-629-5657.

More than 45 years after being established to provide stimulating work, steady pay and the chance for those with disabilities to be tax-paying, involved members of the community, **Burnley Workshop of the Poconos** is still

going strong, living out the vision of empowering individuals with disabilities. Thanks to support from the local community, Burnley offers training, supervision and stimulating work to over 100 individuals at their sheltered workshop and at various community work sites in Northeastern Pennsylvania.

2010 was a busy year for Burnley with the introduction of a new contract with the Tobyhanna Army Depot that resulted in 16 new jobs for Monroe County citizens with disabilities. Even in light of this recent development, there is still a growing demand for Burnley's services; currently there is waiting list for services. Judy Sanner, Director of Operations at Burnley Employment and Rehabilitation Services is eager to build on this growth and offer services to an even greater number of individuals: "Anyone who visits the Workshop or sees our participants at work in the community will see that we offer local businesses a ready workforce. We provide people with disabilities the opportunity to maximize their potential for independence. The individuals we serve take great pride in their achievements."

The Burnley Workshop invites the local community to be a part of this exciting period of development by supporting their upcoming annual fundraiser. The 2011 April Showers Ball will take place on April 15, 2011 at the Stroudsmoor Country Inn, Terraview. Guests at the ball will be treated to fine dining, music, dancing, a silent auction and the chance to win dream vacation to Florida. The \$25 raffle includes 3 chances to win; 1<sup>st</sup> Prize is a one week stay at the exclusive Wyndham Bonnet Creek Resort, FL worth \$2,500. 2<sup>nd</sup> Prize is a \$250 Visa Gift Card. 3<sup>rd</sup> Prize is a \$200 Savings Bond donated by Penn Security Bank & Trust, East Stroudsburg. Tickets are on sale at Burnley Workshop, 4219 Manor Dr, Stroudsburg.

**WHAT:** Dinner, Dancing, Silent Auction & More

**WHERE:** Stroudsmoor Country Inn, Terraview

**WHEN:** Friday, April 15, 2011, begins with cocktail hour at 5:30 p.m.

**HONOREES:** Dr. Conrad Bergo, the Mattioli Family, Tobyhanna Army Depot

**GET INVOLVED:** Become a sponsor, donate an item for auction or attend the Ball

**HOW:** Contact Charlotte Wright at 570.814.4487

Your business or family can help support Burnley's mission in various ways. Consider becoming a sponsor of the 2011 April Showers Ball – you'll be supporting Burnley *and* spreading the word about your company. Alternatively, you can donate an item to be auctioned at the Ball with all proceeds benefitting Burnley. Tickets to the Ball sell fast, so be sure to reserve your place soon. To learn more about all of these options, contact Charlotte Wright, Special Events Manager at Burnley on 570.814.4487.

The April Showers Ball is also an opportunity for Burnley to recognize and thank individuals and businesses that have gone above and beyond to support and champion Burnley's mission. Among the honorees is Tobyhanna Army Depot who will be awarded the Mary Gearhart Award for their tireless work to extend the benefits of em-



ployment to individuals with disabilities. Dr. Conrad Bergo of East Stroudsburg University will be awarded the James Trent Award for his untiring efforts advancing the aims of the Burnley Workshop and assisting individuals with disabilities to reach their full potential. Burnley will also be honoring the Mattioli family for their commitment to Burnley and the local community. The Mattiolis will be presented with the Lifetime Community Service Award.

**Better Homes and Gardens Real Estate Wilkins & Associates** announced the continued expansion of their fulltime Relocation Department located at the 304 Park Avenue office.

The Wilkins organization remains a member of Employers' Resource Council (ERC) and was chosen again by Cartus, the premier provider of global mobility management located in Connecticut. Said, Thomas R. Wilkins, CEO, "To be chosen by Cartus to provide their customers and clients workforce mobility throughout the Northeast Pennsylvania region is an honor." Cartus is a Relocation company that only allows certain Brokers to participate in their relocation services which include corporate moves, Affinity services and government services worldwide. This is the third year that Better Homes and Gardens Real Estate Wilkins & Associates has been chosen by Cartus to represent them in Northeast Pennsylvania.

ERC, located in Ohio, is a worldwide relocation network of the top real estate Brokers in the United States. Member Brokers handle corporate, broker to broker and Fortune 500 moves through brokers who have joined their network. Better Homes and Gardens Real Estate Wilkins & Associates has been a member of ERC for the past 7 years.

In addition to relocation services, the department will also focus on outgoing referrals and will re-promote their Commission Rebate Program whereby a person sells their home in the Poconos and then has up to 18 months to relocate to another area and purchase a home. When they do, a portion of their commission charged in the sale of their Pocono home is credited to their new purchase. "Our commission rebate program was very successful at the height of the market. When the housing industry slowed down, it wasn't used as much. We're hoping it will be used extensively in 2011." said Dominick J. Sacci, President of the Wilkins organization.



James Martin

James Martin has received the Realtor of the Month award from **Better Homes and Gardens Real Estate Wilkins and Associates** for the month of January, 2011.

James primarily works out of the firms' Bushkill location and has worked with the company since July of 2006. Due to his production in 2010, James will not only finish in the "Presidents Top

Ten" of the organization, but will also be acknowledged with a franchise award from the corporate office in Parsippany, NJ. The firms' President, Dominick J. Sacci says, "Jimmy truly sets the bar for unit production and how to use time efficiently. Last year, he closed the most rental units in our firm, and now that he has joined the Carl Maurer Team, he will realize an increase in production via our bank foreclosure account(s). I don't know if Jimmy even has any idea what his sales production will be like when all of the tenants that he is providing services to, purchase homes in the coming years. He is setting himself up for some very rewarding years in our industry".

The Realtor of the Month acknowledgment is awarded to Realtors® based on their commitment to the Real Estate Industry as a career and the firm as a whole. Along with sales production, the Realtor® of the Month is primarily measured by their approach and mind set of on the industry, their attitude and dealings with clients/customers, and their TEAMWORK ethic.

They are also considered based on opportunity time, sales meeting attendance, onsite and on-line training participation, lead generation involvement, overall adherence to the policy and guidelines of the firm, and usage of the tools supplied by Better Homes and Gardens Real Estate Corporate.

The starting lineup for both NASCAR Sprint Cup Series events at **Pocono Raceway** in 2011 will be determined on Saturday, Raceway Officials announced today. "The move to Saturday qualifying, traditionally held on Friday, will allow more race fans to enjoy the competition to determine the pole position and the other starting positions," stated Raceway President, Brandon Igdalsky. "Our fans will enjoy a full day of racing action as Sprint Cup qualifying joins an already exciting Saturday schedule at Pocono Raceway."

Qualifying for the June 12, *Pocono 500*, NASCAR Sprint Cup Series event, will be held on Saturday, June 11. The *Pocono 200*, ARCA Racing Series presented by Menards event, will follow qualifying.

The August 7, *Pennsylvania 500*, NASCAR Sprint Cup Series event weekend will feature two sets of qualifying and two 125 mile races on Saturday August 6; the *Pocono Mountains 125*, NASCAR Camping World Truck Series event and the *Pennsylvania 125*, ARCA Racing Series presented by Menards event. Qualifying for the *Pocono Mountains 125* and the *Pennsylvania 500* are scheduled for Saturday morning. The *Pocono Mountains 125* and the *Pennsylvania 125* races are scheduled for Saturday afternoon.

There will be no shortage of on track action on Friday of both race weekends. A total of close to five hours of practice for the *Pocono 500* and *Pocono 200*, plus *Pocono 200* qualifying will be featured on June 10. More than six hours of practice for the *Pennsylvania 500*, *Pocono Mountains 125* and the *Pennsylvania 125* are scheduled for August 5. Qualifying for the *Pennsylvania 125* will follow practice on August 5.

Tickets for the *Pocono 500* and *Pennsylvania 500* weekends are on sale now. Friday grandstand tickets are \$10, Saturday grandstand tickets are \$20 in advance and \$25 at the gate. Children 12 and under accompanied by a paying adult are admitted free on Friday and Saturday. Sunday grandstand tickets start at \$45. To purchase tickets call toll free 1-800-RACEWAY (1-800-722-3929) or online at [www.poconoraceway.com](http://www.poconoraceway.com).

**Herbert, Rowland & Grubic, Inc. (HRG)** is pleased to announce that James Hendricks, P.E., has been named an associate of the firm.



*James Hendricks, P.E.*

HRG's Associates Program recognizes employees who demonstrate a strong commitment to the company's core values and are viewed as leaders within their area of practice.

"Jim has made a significant contribution to HRG's success," says HRG President Robert Grubic,

P.E. "I am so proud to be able to recognize his achievements in this way, and I look forward to the continued contributions he will make with his enhanced role within the firm."

Hendricks earned his bachelors degree in civil engineering from New Mexico State University and has 21 years of experience in municipal engineering, dams and flood control, site development and facility construction.

Originally founded in 1962 to serve central Pennsylvania, HRG has grown into a full-service firm that offers a comprehensive package of engineering and related services. HRG's professionals deliver quality, cost-effective solutions to diverse industries.

With offices throughout the Mid-Atlantic region, we can provide personal, convenient service. Our service areas include land development, transportation, water resources, water and energy, environmental, electrical, mechanical, surveying/GPS, geographic information systems, and financial consulting. For more information, please visit the web site at [www.hrg-inc.com](http://www.hrg-inc.com).

Thirty-two years ago the business community in our state decided to take the bull by the horns. In 1979 a marvelously innovative program was born to teach our young people (juniors and seniors in high school) about those issues that face business people every day. ***Pennsylvania Free Enterprise Week (PFEW)***, internationally acclaimed for its excellence, now annually graduates more than 1,400 students with a vastly improved understanding about free market economics and how economic opportunity is so integrally tied to personal freedom.

Each summer, PFEW holds four, one-week individual sessions in July and August. The focus of the week is to group

the participants (strangers at first) into "management teams" of senior executives who have inherited imaginary "companies." These teams, under the guiding hands of "executives-on-loan" called Company Advisors, operate their firms for a computer simulated three-year period of time. To add a sense of reality, they are competing against two other student "companies" manufacturing and distributing the same product. These fledgling corporate executives are faced with decisions that any real-life business person confronts daily. They work with balance sheets, statements of income; market share surveys, etc., etc., and must also react to a variety of external factors as well. Oil embargos, inflation, union strikes, are but a few of the "unknowns" that these young entrepreneurs must deal with as they operate their businesses. Sound familiar?

PFEW is designed to give every participant, in broad



brush strokes, an idea of what is germane and pertinent to the business world of today. Each day's activities include four to five presentations from world-class business people from a list that reads like who's who in Pennsylvania. The students hear about: Business and Finance, The Role and Relationship of Business and Government, Taxation, Business Ethics, Labor Relations, and much, much more.

The Chamber is proud to support PFEW to give our local students and eye-opening experience like Valerie described. We encourage our local companies and civic organizations to provide sponsorships for our students and, if possible, volunteers for the sessions. (PFEW is completely a product of the private sector.) Every student attends PFEW on a fully tax-deductible \$525 scholarship (the actual value of the scholarship exceeds \$1,500) which is provided by a local firm. All scholarship providers are recognized and thanked in a variety of ways for their sponsorship and each student wears the name of their sponsor throughout the week. Each graduate also corresponds with his or her sponsor following graduation to report on the program and what they learned. PFEW is also an approved organization through the PA Educational Improvement Tax Credit (EITC) program through the Department of Community and Economic Development.

If you would like to learn more about this award-winning program and how you can help, you can visit their website at [www.pfew.org](http://www.pfew.org) or contact John Trombetta, president of

the Foundation for Free Enterprise Education at (814) 833-9576 ext. 106 or e-mail him at [john@pfew.org](mailto:john@pfew.org). PFEW is open to all current sophomores and juniors in Pennsylvania and information on attendance as well as program applications can also be found on the website. Thank you for your support!

**Pocono Services for Families and Children** invites you to join us in the celebration of the 45<sup>th</sup> anniversary of Monroe County Head Start at our annual dinner on March 29<sup>th</sup> at the Shawnee Inn. The cost is \$45 per person. Representative Mario Scavello will guide the ceremonies which will include an awards ceremony and entertainment provided by the children of Monroe County Head Start.

Also plan to come to our Golf Outing at the Shawnee Inn on June 2<sup>nd</sup>. You can enjoy the day golfing, enjoy a barbeque or participate in the ball drop. Ball Drop tickets are \$10 a piece with the chance to win \$1,000. The barbeque will cost \$15 or you can golf and eat for \$100.

For more information please visit our website at [www.psfc.org](http://www.psfc.org) or call 570-421-2711.

We are inviting you to participate in a unique opportunity to promote your business while helping a vital area non-profit community organization.

The **Western Pocono Community Library** with the support of the West End Committee is hosting the **"SPRING INTO GOLF"** indoor miniature golf fundraising event on Sunday, March 27, 2011.

In return for your sponsorship of \$25.00 your organization will receive: a sponsorship sign placed prominently near a green, inclusion with our sponsors list placed prominently near the entrance of the Library, and our sponsors will be included on marketing materials (where possible).

Our plan is to promote this event at various Chamber of Commerce events, through various media and social networking resources, through posters at area businesses and with flyers sent home to area school students of the Pleasant Valley School District. With your help, we can make this a fun event for families and area golfers while helping to support a vital community organization. So please help us **"SPRING INTO GOLF."**

For more information or to sponsor this event, please contact Carol Kern at the Library at 570-992-7934 or call Doug Atherton at 570-983-4160 or e-mail Doug at [datherton@northpennbank.com](mailto:datherton@northpennbank.com).

On Behalf of the Western Pocono Community Library and the West End Committee, thank you for your consideration.

**WEICHERT, REALTORS® - Acclaim** has announced the addition of **Jacqueline Calicchio** to the Tannersville office. A Bartonsville resident, she serves clients in Monroe, Pike, Lackawanna and Carbon Counties as a member of the Pocono Mountains Association of Realtors®, Inc. Calicchio also serves on the Association's committees of government affairs, bylaws, finance and member services.

Prior to entering real estate, armed with a bachelors degree in marketing, Calicchio worked for Home Counseling Services of America, a non-profit, where she assisted with loan modifications, short sales and related financial matters for clients. She is also known for her work as a community activist in Pocono Township and holds membership of the Stroudsburg Chamber of Commerce and Rotary.

Calicchio can be reached at the Weichert® agency located on Route 611 in Tannersville, telephone 570-629-6100. **WEICHERT, REALTORS® - Acclaim** is owned by President/CEO Charlie Marzzacco; Vice President of Operations and Broker of Record is Michelle Cappabianca. For more information, the company Web site is [www.weichertrealorsacclaim.com](http://www.weichertrealorsacclaim.com).



**Better Homes and Gardens Real Estate Wilkins & Associates** announced the 5 Realtors® that in 2010 produced the most business for the Independent Family of Home Buying Services, a program unique to the Wilkins organization.

The five Realtors® were James Martin, Todd Hallman, Mike Meilinger and Sylwia Sacci of the Stroudsburg office and Barbara Nannery of the Bushkill office. The five were announced by Dominick J. Sacci, President. The criteria for being named as a top producer of the Independent Family of Home Buying Services focused on those agents that most successfully used the Family members which include Wells Fargo Home Mortgage, Pennsylvania First Settlement Services, "Get-Connected" and Small & Son Insurance.

"These agents understand the benefit to the buyer and the speed by which we can close a transaction when the agent makes sure that the buyer utilizes all of the Family services. It makes for a very smooth transaction," stated Sacci. "We're expecting the Independent Family to be even stronger in 2011 due to its success in 2010."

**Dunkelberger's Sports Outfitters** was recently featured on the cover of Outdoor Advertising Magazine, a monthly publication dedicated to providing businesses with tips on using creative outdoor advertising to attract more customers. The billboards are located along the





Jere Dunkelberger

north and southbound lanes of Route 33 near the Lehighon exit.

Dunkelberger's has been in business for over 35 years and remains a popular landmark at

the corner of 6<sup>th</sup> and Main Streets in downtown Stroudsburg. Be sure to check out the latest ads depicting owner, Jere Dunkelberger, and his grandchildren enjoying a snow day together!

Doreen M. Fisher, Ed.D., has been appointed the new director of online learning at **Northampton Community College (NCC)**.

As director, she will provide overall leadership for the internal and external operations of the Office of Online Learning, collaborate with deans to expand and support the growth of the program, hire distance learning faculty and staff, and maintain the quality of courses, faculty, staff and the website.

Dr. Fisher earned an Ed.D. in higher education leadership from the Widener University. She received a master's degree in student affairs in higher education from Kutztown University, where she also earned a B.S. in science and a B.A. in sociology.

Before coming to NCC, Fisher was director of e-Learning at Montgomery County Community College, where she oversaw implementation of the college's e-learning strategic and assessment plans, and initiated and implemented a Virtual Visiting Scholar program. She has authored numerous articles and presentations. Fisher plans to expand NCC's online support services and programs.

Over 3000 students were enrolled this fall in NCC's online learning program. The program offers over 150 courses and the ability to complete degrees entirely online in accounting, business administration, criminal justice, early childhood education, general studies, individualized transfer studies, liberal arts, social work, special education, and sport management.

For more information go to [www.northampton.edu/Academics/Online-Learning.htm](http://www.northampton.edu/Academics/Online-Learning.htm) or call 610-332-6089.

Lorena C. Morton has joined **Better Homes and Gardens Real Estate, Wilkins & Associates** and will be working out of their Stroudsburg office, announces the company's President, Dominick J. Sacchi.

Lorena graduated from the Pocono Real Estate Academy

in May of 2010. She is also a National Certified Medical Assistant and has prior work experience as a Medical Assistant/Supervisor in Phlebotomy.



Lorena C. Martin

Originally from Panama City, Panama, Morton has lived in Mount Pocono for the last 7 years. Lorena is a proud member of the Virtuous Women Ministry Hospitality

Outreach Committee. She was recruited by the company's Associate Broker/Sales Manager/Recruiter, Dennis Mooney.

**Pennstar Bank** announced a \$2,500 contribution to **Pocono Alliance** to support PoconoInfo: Monroe County's Information and Referral Helpline. The donation is part of an initiative of Pennstar Bank to reinvest into the community.



John Koczwar and Michael Tukeva

Are you tired of spending precious minutes and hours contacting agency after agency to find the right service option for your needs?

Then your next call should be to PoconoInfo. PoconoInfo is your first stop shop for Human Service information in Monroe County.

PoconoInfo's information & referral helpline has been linking individuals and human service agencies since 2004. PoconoInfo has a database of over 850 services available to Monroe County residents. With a simple phone call to PoconoInfo (570-517-3954), residents can speak to a call specialist who will help them search for services such as local food pantries, consumer advocacy/debt services, veteran affairs, prescription assistance and many other programs. The call specialist will then provide contact information and program details for these services to help clients find the help they need faster. This valuable information service is free for all Monroe County residents.



"Pennstar Bank recognizes Pocono Alliance's commitment to improve the quality of life in Monroe County." John Koczwar, Vice President, Branch Sales Manager of Pennstar Bank, added, "We believe in supporting local programs that truly make a difference. PoconoInfo is a critical component for connecting people with the valuable resources available to them." PoconoInfo's database of services is available 24-hours a day online at [www.poconoinfo.org](http://www.poconoinfo.org). Clients can search for services online using keywords or by service categories. The database will provide them with program descriptions, hours of operation and contact information.

"Pocono Alliance is very grateful for Pennstar's contribution" said Michael Tukeva, Executive Director. "We hope to see more Monroe County businesses support the efforts of PoconoInfo through donations as well as by putting PoconoInfo brochures and flyers in their employees' break room." Businesses that would like more information should contact Arthur Piancone at (570) 517-3953 or [apiancone@co.monroe.pa.us](mailto:apiancone@co.monroe.pa.us).

**Edwards Business Systems** has become a proud sponsor of the 2011 Season of the Scranton/Wilkes-Barre Yankees. Edwards Business Systems (EBS) has also developed a cooperative alliance with one of its suppliers, Konica Minolta, to add additional support to the Yankees. "The SWB Yankees are very important to the quality of life of the residents and businesses of the Scranton/Wilkes-Barre area. We look forward to hosting several events at the ballpark and supporting the team!" stated Ray Fuentes, President of Edwards Business Systems. He added "Like EBS, the SWB Yankees are continuing to invest in what we consider to be a growing and dynamic region. We expect this sponsorship to continue our longstanding history of outreach in the business community."

EBS specializes in helping businesses in the healthcare, education, legal and other industries with new technologies to improve document management, security, workflow efficiency and cost reduction. Dexter Loeb, Regional Sales Manager of EBS in Scranton/Wilkes-Barre said "We are excited to continue building our relationship with the Northeast Pennsylvania business community through our relationship with the SWB Yankees. Bringing Konica Minolta in as an additional sponsor will allow us to help the SWB Yankees expand their office efficiencies and supply cost effective document management solutions."

Edwards Business Systems has been in the Scranton/Wilkes-Barre area for over 10 years and provides "Fast Forward Document Solutions" to large and small companies with equipment and technology from Konica Minolta, Ricoh, Hewlett Packard and Muratec. EBS has been in the business since 1954 and is routinely ranked as one of the largest family owned independent dealers in the industry. Additionally, Edwards Business Systems has been awarded the status of Elite Dealer by Office DEALER Magazine for the last 10 years. EBS is also a Certified Green Business at the Platinum level. Headquartered in Bethlehem, EBS also has offices in West Reading, Harrisburg, Lancaster and Pottstown, Pennsylvania. Their

Scranton/Wilkes-Barre office is at 2200 Stafford Avenue in Scranton.

Students and their parents can explore what **Northampton Community College's Monroe Campus** has to offer at an open house on Saturday, March 26 (snow date April 2). The event will be held from 10 a.m. to noon in the Community Room at 3 Old Mill Road, Tannersville. In addition to seeing the plans for the new campus, visitors can learn about the many fields of study offered at NCC, meet faculty members and get their questions answered by the pros in admissions, financial aid and career services.

To register, e-mail [adminfo@northampton.edu](mailto:adminfo@northampton.edu) or call 610-861-5500.



*l to r: Ginny Sosnowski,  
Msgr. Joseph Kelly,  
Marianne Chester*

### **Shepherd's Maternity House Ball Honors Supporters.**

Ginny Sosnowski, Manager of the Nurse-Family Partnership of Pocono Health Systems, was one of the honorees at the February 13 Shepherd's Maternity House Ball at Stroudsmoor Country Inn in Stroudsburg. Other honorees were The Respect for Life Groups of Monroe County Parishes: St. Mary's in Mount Pocono, St. Ann's in Tobyhanna, and St. Bernadette's in Canadensis.

The 9<sup>th</sup> Annual Benefit event was titled "A Celebration of Life" and brought together supporters of Shepherd's Maternity House, located in Price Township of Monroe County.

Proceeds from a silent auction—comprised of items donated by more than 65 generous donors—were used to support expectant mothers and their babies at Shepherd's Maternity House. Joe Sukenick of DigiQuest donated his photography throughout the event. Music was donated by God's Time Folk Group and DJ Joe Franzo.

Msgr. Joseph P. Kelly, M.S.W., V.E., introduced the honorees and gave a report on Shepherd's Maternity House activity. The welcome was given by Marianne Chester, Advisory Board President of Catholic Social Services of Monroe County and President and CEO of mEnterprise Solutions, LLC.

**Best Auto Service Center** is pleased to announce the arrival of our new service advisor, Bill Ramos. Bill is an experienced service advisor with great people skills and is fluent in Spanish. For more information, please contact them at 570.688.2378.

Spring is upon us! As the 2011 golf season approaches, I want to reach out to our fellow chamber members to remind you of the many exciting golf experiences **Skytop Lodge** has to offer.

Our golf facility boasts a 4.5 star rating from Golf Digest for places to "stay and play". We are one of only three such resorts to hold this prestigious honor in the entire state of Pennsylvania. Our championship 18-hole course offers challenging play for the experienced golfer, while at the same time is not overwhelming for the novice. The course has provided finely manicured fairways and greens, spectacular scenery and first-class service since 1928!

At Skytop, you will find a full service pro shop and snack bar, restaurant and bar, driving range with three putting greens, lessons and one and two day golf schools.

If you are looking for a unique and memorable experience for a tournament or any other event, we offer competitive packages that include golf, cart, tournament set-up service and lunch or dinner following. I can help arrange tee-times or set up your tournament to increase your participation. You can reach me, Brian Boyle at 570-595-8910 or [golfproshop@skytop.com](mailto:golfproshop@skytop.com). To see all of our amenities, please visit our website at [www.skytop.com](http://www.skytop.com). You will be pleasantly surprised to find that this excellent facility is right in your backyard!

Come see what a great golf experience we at Skytop can provide.

**Riverside Rehabilitation** is pleased to welcome Megan Elmer, PTA as a full time Physical Therapist Assistant and Michelle Scesa, MS.CCC-SLP as a part-time Speech Therapist.

Megan Elmer is a graduate of Community College of Allegheny County. Her background includes rehabilitation hospitals, emergency rooms and outpatient settings. She has extensive experience working with orthopedic, neurological, spinal and sports injuries. Elmer's duties at Riverside will include manual therapy, use of modalities, balance training, therapeutic activities instruction and patient education in the Eagle Valley Mall, East Stroudsburg facility.

Michelle Scesa received her BS degree from Kutztown University and her MS in Speech-Language Pathology from East Stroudsburg University. Her extensive experience includes pediatric speech therapy in home care, outpatient and school settings as well as adult speech therapy. Scesa is also a clinic supervisor and speech instructor at East Stroudsburg University. In her new position, Scesa will evaluate and treat speech therapy patients as well as educate patients and their caregivers at Riverside's East Stroudsburg, Brodheadsville and Tobyhanna facilities. The addition of Scesa allows Riverside to expand its Speech Therapy services to Lackawanna County. Speech Therapy is now available in eight (8) Riverside Rehabilitation Centers throughout Northeast PA and the Poconos.

For additional information on Physical, Occupational or

Speech Therapy, contact Riverside Rehabilitation at 1-800-514-3878 or visit [www.riversiderehab.com](http://www.riversiderehab.com). With convenient locations in Brodheadsville, East Stroudsburg, Tannersville, Tobyhanna, Moscow, Plains, Mountaintop, Taylor, Tunkhannock and Berwick, patients receive individualized care by licensed professionals, close to home, work or school in five counties throughout Northeastern PA and the Pocono region. Extended evening hours are available. Most insurance plans are accepted.

**The Crossings Premium Outlets** will host its annual Healthcare Professionals' Shopping Month. All personnel who show their current healthcare ID at the information center located in the food court will receive a complimentary VIP coupon book worth hundreds of dollars in additional savings at participating stores. Hours are 10am-9pm, Monday-Saturday and Sunday 10am-8pm. For more information please call (570) 629-4650.



*Carl Maurer*

**Better Homes and Gardens Real Estate Wilkins & Associates** recently announced that the Carl Maurer Team was number one in the company in sales for 2010. The announcement was made by Dominick J. Sacci, President, in an interview at the Corporate office.

The Carl Maurer Team consists of Carl Maurer, Assoc Broker, Dennis Farrelly, Realtor, James Martin, newest member of the team and Donna Sorrentino, Maurer's licensed Administrative

Assistant. Collectively, they handle over 15 banks, various lenders and REO companies including Fannie Mae and Freddie Mac in listing and selling foreclosed properties.

Said Carl Maurer, "While the market is still a bit depressed, we were pleased with our overall numbers for the year." Maurer has been with Better Homes and Gardens Real Estate Wilkins & Associates since 1998 when he joined the company as a Realtor. Maurer comes from New Jersey where he'd been in the bank and REO business for 20 years.

The Carl Maurer Team closed or sold over \$14.7 million in real estate for 2010. Their closed sales figures do not include rentals which also are handled by The Carl Maurer Team through James Martin.

The Carl Maurer Team has been located at the Bushkill office for the past 5 years and just recently expanded to add Martin as a Buyer's Broker.



## Business Card Exchange

Approximately 80 Chamber members and several non-members gathered at the Sycamore Grill in Delaware Water Gap for the monthly business card exchange on Wednesday, January 12.



*Sponsors Joe and Ania Fiduccia of All Services Corp.*

The free networking event featured a presentation by Joe and Ania Fiduccia, owners of All Services Corp. They highlighted their software training programs and also the services available through the personal concierge division of the company.

Sponsorship opportunities are still available. Please call the chamber office at 421-4433 for more information. The next business card exchange will be held on Monday, February 7th from 5:00 – 7:00 p.m. at the Sherman Theater, sponsored by Dennis Jeter of A Sound Strategy Inc.



*Business Card Exchange at Sycamore Grille*

## Women in Business

The January Women in Business luncheon, sponsored by Quality Health Care, was held at Stroudsmoor Inn. The topic entitled "Keeping the Mood Positive in 2011" was presented by Dr. Steven Weisblatt.

The February luncheon will be also be held at Stroudsmoor Country Inn and is being sponsored by Linda Schiaffino of Spreading Joy. Dr. Nche Zama of Pocono Medical Center will be speaking on "Heart Health"

For more information on upcoming WIB lunches, to donate a door prize, or to sponsor a luncheon, please contact Miriam Conway at 570.421.4433.



*Dr. Steven Weisblatt at the January Women in Business Luncheon*

## Ribbon Cutting/January 2011

State Representative Rosemary Brown celebrated the Grand Opening of her new office on January 21, 2011. Approximately four hundred people came out to show their support and attend the Ribbon Cutting Ceremony conducted by the Greater Pocono Chamber of Commerce. The office is located at 13 Seven Bridge Road, East Stroudsburg. Representative Brown also maintains a satellite office in the Chamber of Commerce building on Main Street in Stroudsburg. To reach the representative, please call (570) 420-8301.



*Ribbon Cutting for Representative Rosemary Brown*



## Welcome New Members

The following new members are not listed in the 2010-2011 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

### AmeriWorks Financial Services Inc.

Louis Perosi  
PO Box 187  
Sciota, PA 18354  
570-801-7800  
570-801-7801  
smallstock@verizon.net  
www.pos-university.com  
Financial Services

### American General Financial Services

Jason Eisenhart  
RR 1 Box 705  
Tannersville, PA 18372  
(LOC) Fountain Springs Plaza East  
570-629-2996  
570-629-3077  
gerard\_zoltowski@agfinance.com  
www.agfinance.com  
Loans

### Antonio's Grille

Carrie Claffey  
108 Hobbs Lane  
Stroudsburg, PA 18360  
(LOC) Route 209 and Weir Lake Road, Brod-headsville  
570-992-2616  
antoniosgrille@yahoo.com  
www.antoniosgrille.com  
Restaurants

### AT&T/The Wireless Experience

Tom Kochanski  
436 Stroud Mall  
Stroudsburg, PA 18360  
570-872-9500  
thomas.kochanski@thewirelessexperience.com  
www.wirelessexperience.com  
Wireless

### Cranford Group LLC

Ellyn Kravette  
RR 3 Box 2457  
Effort, PA 18330  
(LOC) Route 115 and Jonas Road)  
570-629-7081  
570-629-7082  
cranfordgroup@verizon.net  
www.cranfordgroupllc.com  
Drug-Alcohol Services

### Eugene S. Hahn, CPA

Eugene S. Hahn  
PO Box Q  
Pocono Pines, PA 18350  
201-247-3801  
eugene.hahn@yahoo.com  
cpa951@msn.com  
Accountants-Certified Public

### Holiday Inn Express Hotel & Suites

Minu Desai  
1863 W. Main Street  
Stroudsburg, PA 18360  
484-951-3311  
610-391-3862  
mdesai1998@yahoo.com  
Hotels-Motels

### Ironman 70.3 Pocono Mountains c/o Philadelphia Triathlon LLC

Richard Adler  
203 E. Lancaster Avenue  
Wayne, PA 19087  
610-687-3955 ext. 101  
484-585-1669  
richard@phillytri.com  
www.ironmanpoconomountains.com  
Sporting Events

### Log Cabin Bar and Grill

Brian Albelli  
The Crossings Premium Outlets  
1000 Route 611, Unit G-2  
Tannersville, PA 18372  
570-619-7812  
570-619-7811  
brian@theloggcabinbarandgrill.com  
www.theloggcabinbarandgrill.com  
Restaurants

### Mountain Valley Orthopedics

Stacy McAdams  
447 Office Plaza  
600 Plaza Court, Suite C  
East Stroudsburg, PA 18301  
570-421-7020  
570-421-7091  
www.mountainvalleyortho.com  
Physicians-Orthopedics & Surgery

### Mountain Valley Orthopedics

Jodi McGee  
100 Community Drive  
Suite 210  
Tobyhanna, PA 18466  
570-839-6750  
570-517-3764  
www.mountainvalleyortho.com  
Physicians-Orthopedics & Surgery

### Northeast Financial Group LLC

Robert Sowden  
Route 611 Box 531  
Tannersville, PA 18372  
570-688-9898  
570-688-9890  
rsowden@nefginc.com  
www.nefginc.com  
Financial Services

### Northeast PA Natural Awakenings Magazine

Kim Baldwin/Gary Gravatt  
3547 Williams Road  
Cresco, PA 18326  
570-982-4211  
1-888-464-2511  
publishers@NEPANaturalAwakenings.com  
www.NEPANaturalAwakenings.com  
Publishers

### R.W. Buff Inc.

Robert Buff  
745 Main Street  
Stroudsburg, PA 18360  
570-476-5437  
570-424-1034  
bbuff@rwbuff.com  
www.rwbuff.com  
Contractors-Building & Construction

### Riverview Country Club

Jenna Strausser/Deron Erney  
1 Riverview Place  
Easton, PA 18040  
610-559-9700  
610-559-8717  
deron@riverviewcountryclub.com  
www.riverviewcountryclub.com  
Golf Courses-Country Clubs

### Sand Spring Modern Cuisine

Mark Reinhardt  
PO Box 63  
Cresco, PA 18326  
(LOC) 230 Sand Spring Road, Cresco  
570-595-3015  
570-300-1661  
mark@sandspringdining.com  
www.sandspringdining.com  
Restaurants

### Tax Prep USA, Inc.

Leticia R. Coultien  
5126 Milford Road  
Suite 2  
East Stroudsburg, PA 18302  
570-431-6117  
lrc@taxprepousainc.com  
www.taxprepousainc.com  
Tax Preparation

### Youth Infusion, Inc.

Francesca Turturro  
PO Box 853  
East Stroudsburg, PA 18301  
570-266-5125  
888-569-3546  
francesca@youthinfusion.org  
www.youthinfusion.org  
Non-profit Organizations

# IMPACT



*The Voice of Business since 1910*

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*Daisy Gallagher* - Chairman of the Board

*Charles Niclaus* - First Vice Chairman

*Elizabeth Koster* - Second Vice Chairman

*Chris Kurtz* - Treasurer

*Dr. Robert Dillman* - Secretary

*Jamie Keener* - Past Chairman

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*Patricia Metzgar* - Vice President, Operations/Development

*Audrey Bartkowski* - Membership Director

*Miriam Conway* - Executive Assistant

*Georgia Strunk* - Office Assistant

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Donald Hannig  
Bob Hay  
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Timothy Hegarty  
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John Holahan  
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Theresa Yocum  
Donna Zlocki

# IMPACT

Visit us at [www.greaterpoconochamber.com](http://www.greaterpoconochamber.com)

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

Phone: (570) 421-4433  
Fax: (570) 424-7281  
URL: <http://www.greaterpoconochamber.com>

***"The Voice of Business in the Poconos"***