

## THE CHAMBER'S EXPANDS INTO BUCKS COUNTY AND COLONIAL SCHOOL DISTRICT

The largest business organization in Montgomery County got a little bigger when the Colonial Business Association (CBA) agreed to become part of The Chamber of Commerce for Greater Montgomery County.



The CBA which serves businesses within the Colonial School District including Conshohocken, Plymouth Meeting and Whitmarsh Township has become the first affiliate Regional Council of The Chamber. The CBA was previously a Chapter member of The Chamber. The Chapter relationship was developed to allow business associations to continue to build a strong local presence while receiving marketing support from The Chamber. The new relationship offers CBA members the opportunity to become members of The Chamber with all benefits afforded to them, while still maintaining their local identity. A local board of advisors will assist in program development as well as marketing

expanding Business Connectors and Business Partnership Network, two long running and successful chamber programs.

"Combining with The Chamber provides our association with the ability to maintain our local identity while taking advantage of all of the benefits available through a regional business organization," said CBA President, Michael Grossman.



In addition to the CBA, The Chamber recently signed a Chapter agreement with the Chalfont New Britain Business Alliance (CNBBA). Organized in October, 2002 the CNBBA's mission is "to share ideas, strengthen local businesses, ensure economic prosperity and to create an opportunity for business leaders to network and support the growth and development of local businesses and the community." Their goal is to preserve the history and small town atmosphere in Chalfont, New Britain and surrounding areas while promoting business growth.

The CNBBA meets monthly at 8am on the 3rd Wednesday at the Chalfont Borough Building and all are welcome to attend. In addition to their membership meetings a number of card exchanges and fundraising events, such as Jack & Jill Bingo (formerly His & Her Bingo) to benefit local charities. For more information, visit their website, [www.cnbba.org](http://www.cnbba.org)



the value of membership.

"We are excited to welcome members of the CBA to The Chamber and look forward to provid-

ing the opportunity for new connections within our expanded service area," said Pam Kelly, President/CEO, The Chamber of Commerce for Greater Montgomery County.

The Chamber will work with the local board to establish networking events and educational programs in the region including



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BEST CHAMBER OR NETWORKING GROUP

*Serving the Indian Valley, North Penn, Wissahickon regions and surrounding communities*

## CHAMBER BOARD OF DIRECTORS

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Duncan Reed, *Edward Jones Investments*

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Lon Seitz, *Seitz Leatherman & Kolb, LLC*

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Allyson Gilmore, *Doylestown Health*

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David Onorato, *Hladik, Onorato & Federman, LLP*

Daniel J. Reavy, *McMahon Associates, Inc.*

Sheri Strouse, *Harleysville Bank*

Kirk Walters, *The Walters Group*

## A MESSAGE FROM THE PRESIDENT'S DESK



Merriam Webster defines a chamber as an association of businesspeople to promote commercial and industrial interests in the community. Over the years the emphasis of many chamber's has moved from one of advocacy to that of providing networking and professional development opportunities for their members. Today, a business is deluged with places to

make new connections, whether through online platforms or one of thousands of "meet-up" groups.

As we move towards the next decade, one whose name gives way to thinking more clearly, chamber staff along with the assistance of the Board of Directors is re-evaluating programming in order that The Chamber be positioned as the one organization that members choose to be involved. I look forward to sharing more with you shortly.

We have a number of events planned for the Fall. I hope to see you soon.

Best,

Pam

### CHAMBER STAFF

Kim Nguyen, Vice President,  
Member Services

Wendy Custer, Member Relations  
Manager

Mary Griffith, Membership & Executive  
Administrator

Carol Schultz, Events Assistant

## THANK YOU TO OUR ANNUAL SPONSORS



## PROSPECTOR

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The Chamber of Commerce  
for Greater Montgomery County

217 Church Road, Suite C, North Wales, PA 19454

Phone: (215) 362-9200 | Fax: (267) 613-8865

FRIDAY, NOVEMBER 15, 2019

7:30 AM TO 12:00 PM

MONTGOMERY COUNTY COMMUNITY COLLEGE

**BUSINESS UNIVERSITY****SBU**REGISTER TODAY [WWW.CHAMBERGMC.ORG](http://WWW.CHAMBERGMC.ORG)**Chellie Cameron, CEO, Philadelphia Airport to Keynote Business University**

Chellie Cameron, CEO of the Philadelphia Airport will be the keynote speaker for this year's Business University. Ms. Cameron has been at the helm of the Airport since 2016 leading a team of over 900 employees serving 31.7 million passengers annually. She is responsible for the directing, planning, and development of all activities at the airport, which includes working with 25 airlines with over 500 flights daily. Ms. Cameron, an accountant by trade and former active duty officer in the United States Air Force will share her story of what it takes to lead the county's 20<sup>th</sup> busiest airport to be a major economic driver for the region, generating over \$15 billion in revenue and supporting more than 96,000 full time jobs.

Business University also includes breakout sessions on topics such as Marketing on a Shoestring Budget, Ransomware, The Art of Negotiation, How to Win Business through Storytelling, Leadership and Management, and Managing Constructive Criticism.

**Don't Just Join...Belong**

New and revised Committees and Councils will be available in 2020 for purposeful networking and professional relationship building. Member leadership roles will be crucial to the success of many. Descriptions and prerequisites will be available shortly.

- Ambassadors Committee
- Business Partnership Network (BPN)
- CBA Advisory Board
- Community Youth Foundation Committees
- Cultural Engagement Committee
- Golf Committee
- Government Affairs Committee
- Membership & Outreach Committee
- Networking Events Committee
- Nonprofit Council
- Power Your Potential Conference Committee
- President's Advisory Board
- Sales & Marketing Council
- Young Professionals Council

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Use a Personal Loan for vacations, furniture, a new computer, dental work, legal fees, credit consolidation, or whatever you may want or need. Personal Loans are typically lower rates than credit cards with fixed payments over the life of the loan.

**4.49%** APR\* Up to 24 months**5.49%** APR\* Up to 36 months**6.49%** APR\* Up to 48 months**7.49%** APR\* Up to 60 months

For membership inquiries contact:

**Michael Grover • 215-996-3744 • [mgrover@msdfcu.org](mailto:mgrover@msdfcu.org)**

Rate subject to change without notice. Estimated monthly payment per \$1,000 borrowed at 7.49% APR is \$20.03 for 60 months; at 6.49% APR is \$23.71 for 48 months; at 5.49% APR is \$30.19 for 36 months; and at 4.49% APR is \$43.64 for 24 months. My Advantage discount does not apply.

\*APR = Annual Percentage Rate





## Looking for Referrals?

*The search stops here!*

Business Partnership Network is...

- A cost effective way of expanding your business
- A referral networking group with one business per profession
- Weekly meetings that include 10 minute presentations and testimonials
- Commitment without the pressure that the national groups impose
- Supported by a Chamber of Commerce well known for making business connections
- Open to guests

For more information, visit [www.bpnmontco.com](http://www.bpnmontco.com) or call 215-362-9200.

Business Partnership Network  
217 Church Road, Suite C  
North Wales, PA 19454



Business Partnership Network

### Meeting Locations

**Tuesdays 7:00am - 8:30am**

Lansdale

**Wednesdays 11:30am - 1:00pm**

Montgomeryville

Blue Bell

**Thursdays 7:30am - 9:00am**

Indian Valley

## - Notice -

New BPN groups are now forming in Fort Washington and Colonial School District

For more information, contact Kim Nguyen

[kim@chambergmc.org](mailto:kim@chambergmc.org) | 215-362-9200

*Thank you to our Prospector Partner!*

**“...Always my first stop when looking for an expert.”**

S.K.S., Corporate Senior Attorney, Dallas, TX



The Best Source For Experts Worldwide

800-523-2319 | [experts@tasanet.com](mailto:experts@tasanet.com) | [TASAnet.com](http://TASAnet.com)

## UNDERSTANDING HIPAA IN THE WORKPLACE

The Health Insurance Portability and Accountability Act, or “HIPAA”, as it is frequently called, is a law that establishes policies and regulations that ensure the health and personal data of individuals is protected. As an employer, it is important to know that you can incur significant penalties for failure to comply with the aspects of this law.

HIPAA applies to any entity that handles the flow of patient and personal information. Accordingly, protected health information can include:

- Any discussions concerning treatment involving the patient, doctors, nurses or other medical personnel
- Any personal details of an individual including the patient’s full name, date of birth or social security number
- Medical information, including details of treatment, diagnosis or health history

It is critical that you and your employees understand that this sensitive information must always be kept safe. Precautions should be in place to protect employee and dependents personal data, health records and information acquired through employee physicals, workers’ compensation claims or as the result of a workplace injury covered by OSHA.

Some of the important things every business should do to be HIPAA compliant is:

- Establish policies and procedures for safe handling of sensitive data
- Implement security awareness training for all employees
- Perform an annual risk assessment
- Assure that encryption is used for all methods of data transfer

Although it can be a challenge for small businesses to be HIPAA compliant with their limited resources, the good news is that My Benefit Advisor (MBA) can be a valuable resource and can assist you in your efforts. The MBA program is available to all members of the Chamber of Commerce for Greater Montgomery County, for more information visit MBA online at [ccgmc.mybenefitadvisor.com](http://ccgmc.mybenefitadvisor.com) or contact Ray Keough at (610) 537-1393.

**MY BENEFIT  
ADVISOR**



## CELEBRATIONS

### MILESTONE CELEBRATIONS



Methacton School District - 5 Years



Abington - Lansdale Hospital - 45 Years



Hladik, Onorato & Federman - 40 Years



Cianci Chiropractic - 5 Years



Elm Terrace Gardens - 30 Years



Veris Vlsalign - 15 Years



North Penn School District - 25 Years

## Celebrate the Holidays with The Chamber

### Young Professional's Ugly Sweater Holiday Party

December 5 | Imprint Beer



*It's beginning to look  
a lot like Fitmas!*

### Holiday Mix & Mingle

December 12 | UFC Gym

### Women's Holiday Party & Pollyanna Exchange

December 19 | Talamore Country Club



## MEMBER NEWS

[American Heritage Credit Union](#) held its second Annual Coat Drive to support the Delaware Valley Veterans Home & Veterans Multi-Service Center. The collection took place between July through September with 120 coats collected and donated.



[DunlapSLK](#) organized a team of forty-two volunteers from their staff to serve at the fall Feed My Starving Children MobilePack food packing event at Delaware Valley University.



[Grand View Health](#) embarks on a \$210M facilities expansion and improvement plan. The centerpiece of the project is a five-story, 170,000 square foot patient care building that will go up next to the hospital and is expected to be completed in 2024.

[Hamburg, Rubin, Mullin, Maxwell & Lupin, PC](#) is pleased to announce that attorney Noah Marlier has joined the firm as an Associate in the firm's Municipal Law department. Noah is a graduate of Rutgers Camden school of law and previously served as an Assistant District Attorney in Montgomery County served in the Economic Crimes Unit.



[McCloskey Partners](#) is excited to announce that Jordynne Jarrett joined the team as a Human Resources Generalist. Jordynne brings twelve years of experience with a concentration in payroll and benefits administration.



[Merck Sharp & Dohme Federal Credit Union](#) is expanding to Quakertown. The Credit Union recently broke ground on a new 3,000 square foot branch to better serve Merck members, families, and the business community as well as

its employees. The branch is scheduled to be completed in the spring of 2020.

[Montgomery County Community College](#) welcomes Neumann University to its University Center Partnership. Neumann will be offering an online degree completion program for a Bachelor of Science in Public Safety Administration. The program is designed for people who are in the fields of firefighting, police or emergency medical services.

**Put Your News on Our Home Page!**

**Member News can be submitted online:**

Chambergmc.org/login then click [News Releases](#)

[North Penn School District](#) Board of School Directors have appointed two new assistant principals to fill recent vacancies. Leaz Metelus, formerly the principal at Act Academy Charter School in Philadelphia will serve at Penndale Middle School. Donald Walsh will replace Kyle Hassler as assistant principal at North Penn High School. Walsh has been with the school district for many years.



[North Penn Water Authority](#) is pleased to announce the hiring of Ami Tarburton as CFO. Ami is responsible for overseeing NPWA's Finance Department, its staff and day-to-day operations and will be working with Dale Reichenbach, outgoing CFO until his retirement in early 2020.

[OpenSource Technologies](#) has been selected as an Entrepreneurs' Forum's 2019 Philadelphia 100 Winner. This awards program honors the 100 fastest growing privately-held companies in the Greater Philadelphia Region.



[QNB Bank](#) has once again teamed up with the Lehigh Valley IronPigs to help raise money for local libraries through the "Batting for Books" campaign. Since the program's inception in 2011, QNB has donated \$33,950 to local libraries.

[World Wide Stereo](#) celebrates its 40th anniversary with a number of private and public events. Founder and recent Consumer Technology Hall of-Fame Inductee Bob Cole indicates the success of the company is through its long held mantra, "we've done well by doing good."





# POWER

YOUR POTENTIAL

Montgomery County Women's Conference

## SAVE THE DATE



CHAMBER OF COMMERCE  
for Greater Montgomery County

**Thursday, April 2, 2020**  
**8AM-3PM**  
*Normandy Farm Hotel  
& Conference Center*



## EVENTS

### RIBBON CUTTING AND GROUNDBREAKING CEREMONIES



Custom Craft Contractors - Lansdale



Firebirds Wood Fired Grill - North Wales



Tough Mudder Boot Camp - Blue Bell



Lightbridge Academy - Montgomeryville



Your CBD Store - Lansdale

### CHAMBER EVENTS

Young Professionals  
Council



BPN - Four Group After Hours Networking



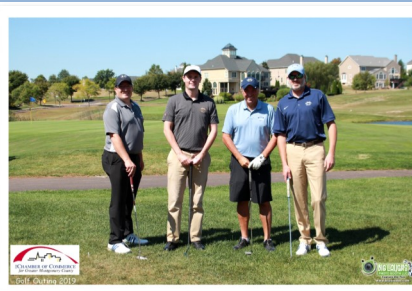
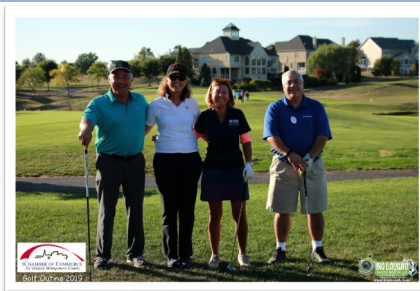
Pep Rally Networking at  
Fox Rothschild, Blue Bell



Maximize Your  
Membership



# ANNUAL GOLF OUTING

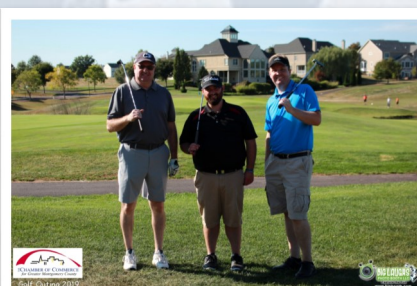
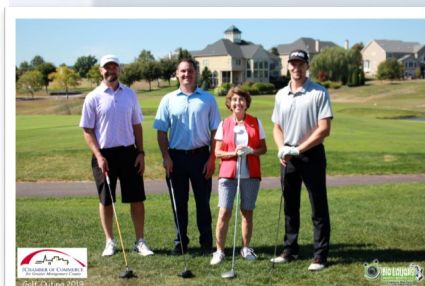


## Annual Golf Outing

9-19-19



*Presenting Sponsor*





## WELCOME NEW MEMBERS

**Antheil Maslow & MacMinn, LLP**

Theresa Lang

[ammlaw.com](http://ammlaw.com)

**Bassman, Adelman & Weiss, PC**

Jennifer Faust

[bassman.com](http://bassman.com)

**Business Development University**

Jacquelyn Cumo

[businessdevelopmentuniversity.com](http://businessdevelopmentuniversity.com)

**Carl Venezia Meats**

Carl Venezia

[carlveneziameats.com](http://carlveneziameats.com)

**Catalfano Brothers**

Charles Catalfano

[catalfanobrothers.com](http://catalfanobrothers.com)

**Chalfont New Britain Business Association**

Sue Gelb

[cnbba.org](http://cnbba.org)

**Clean Safe Supply and Distribution**

Byron Wharton

[cleansafesupply.com](http://cleansafesupply.com)

**Dan Collins Painting**

Leah Junta

[dancollinspainting.com](http://dancollinspainting.com)

**Firebirds Wood Fired Grill**

Callie Murray

[northwales.firebirdsrestaurants.com](http://northwales.firebirdsrestaurants.com)

**getmeahealthplan.com**

Abbe Kligerman

[getmeahealthplan.com](http://getmeahealthplan.com)

**Indian Valley Scuba & Travel**

David Valaika

[indianvalleyscuba.com](http://indianvalleyscuba.com)

**Innovation Training & Consulting, Inc.**

Diana Baldi

[innovationtrainer.com](http://innovationtrainer.com)

**J. Davis Printing, LLC**

Rosemarie Davis

[jdavisprinting.com](http://jdavisprinting.com)

**Keystone Specific Chiropractic Center**

Kevin Britt

[keystonespecific.com](http://keystonespecific.com)

**Landmark Home Inspections**

Kyle Fisher

[LHIPA.com](http://LHIPA.com)

**Lightbridge Academy**

Sarah Uban

[lightbridgeacademy.com/locations/Montgomeryville-pa](http://lightbridgeacademy.com/locations/Montgomeryville-pa)

**MTN Financial Advisors**

Michael Grossman

**Nostalgia 1720 Weddings & Special Events**

Galina Nemtsov Wohl

[nostalgia1720.com](http://nostalgia1720.com)

**Quantum Restoration Services**

Carey Hebrank

[qrsrestore.com](http://qrsrestore.com)

**Randy Friter - Bookkeeping/Consulting**

Randy Friter

**Signarama - Norristown**

Elaine Fabro

[signarama-norristown.com](http://signarama-norristown.com)

**Simplify Senior Living LLC**

Loretta Shacklett

[simplifyseniors.com](http://simplifyseniors.com)

**Small Town Pharmacy**

Christopher Pino

[smaltownrx.com/Norristown/](http://smaltownrx.com/Norristown/)

**State Farm Agency—Stephania Raieta**

Stephania Raieta

[stephanieraieta.com](http://stephanieraieta.com)

**The Pinnacle at Plymouth Meeting**

Erin Fox

[blueharborseniorliving.com](http://blueharborseniorliving.com)

**Tough Mudder Bootcamp Blue Bell**

Geoff Veale

[Tmbootcamp.com/blue-bell/](http://Tmbootcamp.com/blue-bell/)

**Well Crafted Beer Company**

Doug Bellenger

[wellcraftedbeer.com](http://wellcraftedbeer.com)

**Your CBD Store**

Estela Valera

[cbd4u.com/find-us/pennsylvania/lansdale](http://cbd4u.com/find-us/pennsylvania/lansdale)

## THE CHAMBER IN THE COMMUNITY



**Community Youth Foundation**

An affiliate of The Chamber of Commerce for Greater Montgomery County



Montgomery County Commissioners  
Candidates Forum



\$4000 was raised for the Foundation  
through Eagles tickets and basket  
raffles.



*Show Me the Money* was a panel  
discussion for parents and students  
to learn about careers that do not  
require a college degree.

## RENEWALS & ANNIVERSARIES

45 Years:



**Abington – Lansdale Hospital**  
Jefferson Health.

30 Years:



**RE/MAX**  
RELIANCE

25 Years:



15 Years:



10 Years:



**Keystone  
Opportunity  
Center**

5 Years:



309 Office Furniture	Greene, Tweed & Co.*	Solis Mammography
Acts Retirement-Life Communities, Inc.*	H3 Business Services	Summit Land Transfer, Inc.*
Allstate Insurance-James Agency	Herbein & Company, Inc.	The Hengey Agency
American Heritage Federal Credit Union	Imprint Beer Company	The Lei Barry Team at Keller Williams Real Estate*
BA Salon	Independence Blue Cross*	The Lincoln Center for Family & Youth
Bassett Furniture	J. P. Petro Group, LLC	The Peterman Group
Best Insurance Pro, LLC*	Lafayette Personnel Service	The Weimer Group*
BQ Basement Systems*	Laurel House	The Wooden Duck Shop
BTC Envelopes & Printing, LLC*	Leveraging Financial Knowledge, LLC	TITAN Mobile Shredding, LLC*
Cardinal Camera & Video Center*	LMG Family Practice, P.C.	Village Handcrafted Cabinetry
Chick-fil-A - Montgomeryville	Manna on Main Street*	Volpe Enterprises, Inc.
Coldwell Banker Realty Corp. Associates*	Mastroieni & Sons Furniture	
Comcast Spotlight	Meridian Bank*	
CompanyVoice	Methacton Education Foundation*	
Crossings at Stanbridge*	Montgomery County Community College*	*Centennial Members
Dale Carnegie Training	Nappen & Associates*	
Diversified Disability & Vocational Services, Inc.	North Penn Chapter of the Institute of Management Accountants	
Dock Mennonite Academy	North Penn Pediatric Dental Associates, LLC	
Driver Training Services*	OpenSource Technologies, Inc.	
East Coast Mortgage and Financial Services, Inc	Penn Community Bank - New Britain Branch	
Family Caregivers Network	Republic Services Co.	
GMH Mortgage Services	ShopRite of Hatfield	
	Sidney Kimmel Cancer Center	



## 60TH ANNIVERSARY ANNUAL DINNER & AWARDS CELEBRATION



Congratulations to our 2019 Award Recipients!

1. World Wide Stereo  
**Business of the Year**
2. Geoff Brandon, TD Bank  
**Business Person of the Year**
3. For Pete's Sake Cancer Respite Foundation  
**Community Organization of the Year**
4. Dick Shearer  
**Community Service Award**
5. Beth Ann Magda  
**Young Entrepreneur of the Year**

6. April Donahue  
**President's Award**
7. Merrill Moyer  
**Sanford A. Alderfer  
Lifetime Achievement  
Award**



