

Pocono Mountains Chamber of Commerce
Stroudsburg, PA

IMPACT

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Larry Crimi - Secretary
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Patricia Metzgar - Vice President, Operations/Development
Parviz Alasty - Vice President, Business Development/Government Affairs
Miriam Conway - Executive Assistant
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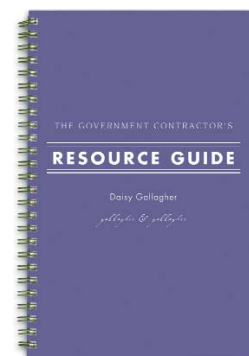
Monthly

March 2007 VOL. 36, NO.3

NEW BOOK GUIDES ENTREPRENEURS TOWARD \$200 BILLION GOVERNMENT CONTRACTING MARKET

The United States government issues a contract approximately once every 20 seconds, allocating \$200 billion dollars for contracting annually. Twenty-three percent of that budget is designated for small businesses. With those facts in mind, Access International today announced the publication of The Government Contractor's Resource Guide, a guide for small business contracting. The book contains all the necessary rules, regulations, guidelines, and tools to help small businesses capture their part of an enormous government set-aside.

The book was written and compiled by Daisy Gallagher, Founder and CEO of Gallagher & Gallagher, Inc., a strategic marketing, branding, and public education firm. In 1998, the firm was among the first twenty companies in the nation awarded federal supplier status under the General Services Administration (GSA)'s Advertising and Integrated Marketing Schedule (AIMS) and in 2005 was named by the U.S. Small Business Administration as one of the nation's top-five women-owned businesses.



"The information on government contracting is plentiful, but sifting through vast information to find exactly what you need is an arduous task," says Gallagher. "Small business owners just don't have that kind of time. We assembled as much pertinent information as possible to speed the information-gathering

process and help small businesses identify resources while avoiding the pitfalls that they might otherwise experience as they enter the government contracting arena."



Daisy Gallagher,
CEO of Gallagher & Gallagher

Advance copies distributed to select individuals in the federal small business contracting arena generated positive feedback from entrepreneurs and from government contracting officials alike. One government official lauded its usefulness as a desk reference for federal contracting officers, saying "(the guide) is...will be most useful from any side of the issue. The glossary alone is more than I have any reference for Fed contracts. I appreciate having this in hand."

Daisy Gallagher gained her government contracting expertise through Gallagher & Gallagher's successful engagements with agencies ranging from the General Services Administration to the White House's Office of Personnel Management to the Center for Disease Control to the Department of Defense to the Department of Transportation to the U.S. Postal Service, as well as through her appointment as a charter member of the GSA's Industry Government Council, an advisory board convened to review government contracting issues and recommend best practices to GSA. She was recently confirmed by Congress to continue sharing her insight as a member of the Federal Small Business Advisory Committee.

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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



Committee Corner

Economic Development/Transportation Committee

What's going on with EAB? What's up with the PMEDC? What's with MCTA? Rail, isn't that here already? Need quick and concise answers to these questions? Don't know what these are all about? Well join the Economic Development/Transportation Committee of the Pocono Mountains Chamber of Commerce.

On the second Wednesday of each month, the Economic Development/Transportation Committee meets to hear from the key economic development groups of Monroe County. Representatives come and highlight the newest of their news. Members include:

- Pocono Mountains Economic Development Corporation (PMEDC)
- Monroe County Economic Advisory Board (EAB)
- Pocono Mountains Municipal Airport Authority
- Monroe County Transit Authority (MCTA)
- Monroe County Planning Commission
- PA Northeast Regional Rail Authority

The focus is to keep each other informed and to provide on-the-spot information for Chamber members so they realize the impact that all these groups have on our quality of life. Through these meetings, we are able to support each other's goals for the betterment of our area, while not duplicating our efforts.

The Pocono Mountains Chamber of Commerce takes pride in providing our membership with an opportunity to hear from these organizations.

Again, we meet on the second Wednesday of each month, at 8:00 a.m. at the Chamber. Join us for this information packed hour.

New Book continued from page 1

The combination of real world government contracting experience and face-to-face discussions with policy makers has given Gallagher a unique perspective and made her a sought after expert and frequent lecturer on the topic of small business/government contracting.

The Government Contractor's Resource Guide is available for \$24.95 online in book and CD format and can be purchased at Amazon (www.amazon.com). The guide is also presently available through local booksellers, several university/college bookstores, as well as www.gallagher-gallagher.com.

Founded in 1990, Gallagher & Gallagher has received international and national awards in every marketing communications discipline, and remains an approved government contractor. The agency is a certified SBA HUBZone Business Concern and Pennsylvania State Certified Woman Business Enterprise in a labor surplus area. The agency has offices in New York City, Stroudsburg and Scranton, Pennsylvania, and Washington, DC.

Book Details

Title: The Government Contractor's Resource Guide
 Writer: Daisy Gallagher, Gallagher & Gallagher, Inc.
 ISBN: 13 0-0789647-0-2
 Library of Congress: 2006907430

March 2007 Calendar of Events

- March 1.....** Membership Committee
4:00 p.m. - PMCC
- March 2.....** Government Affairs Committee
8:00 a.m. - Best Western Pocono Inn - Stroudsburg
- March 7.....** New Member Breakfast
7:30 a.m. - Burnley Employment & Rehabilitation Services - Snydersville
- March 8.....** Tech Task Force
4:00 p.m. - PMCC
- March 9.....** Leadership Pocono
8:00 a.m. - PMCC
- March 12.....** Education Committee
12:00 noon - Monroe Career & Technical Institute - Bartonsville
- March 12.....** Business Card Exchange
5:00 p.m. - Legendary Tannersville Inn - Tannersville
- March 13.....** Business Development Committee
8:00 a.m. - PMCC
- March 13.....** Women in Business Luncheon
12:00 noon - Best Western Pocono Inn - Stroudsburg
- March 14.....** Economic Development/Transportation Committee
8:00 a.m. - PMCC
- March 14.....** Expo '07
3:00 p.m. to 8:30 p.m. - Koehler Fieldhouse - ESU
- March 15.....** Expo '07
3:00 p.m. to 8:30 p.m. - Koehler Fieldhouse - ESU
- March 16.....** Monthly Breakfast
7:30 a.m. - Best Western Pocono Inn - Stroudsburg
- March 21.....** HR Committee
8:30 a.m. - PMCC
- March 23.....** Environmental Committee
8:00 a.m. - PMCC
- March 26.....** Finance Committee
7:30 a.m. - PMCC
- March 26.....** West End Committee
8:00 a.m. - Western Pocono Community Library - Brodheadsville
- March 26.....** Executive Committee
8:30 a.m. - PMCC
- March 27.....** Board of Directors
8:30 a.m. - Best Western Pocono Inn - Stroudsburg
- March 27.....** Women in Business Steering Committee
10:00 a.m. - PMCC
- TBA.....**Expo Committee
- TBA.....**Quality of Life Committee

Chamber and PMEDC to Publish Annual Community Magazine

imagespoconomountains.com

The 2007-08 edition of Images of the Pocono Mountains, a community magazine sponsored by the Pocono Mountains Chamber of Commerce and Pocono Mountains Economic Development Corporation (PMEDC), will publish this July.

Images of the Pocono Mountains is a vibrant, newsstand-quality magazine that showcases the best of the Pocono Mountains area through its people, places, and progressive business climate. With all new original photography and editorial features, the 2007-08 publication will focus on specific areas of education, the arts, sports and recreation, healthcare, commerce, and quality of life. It will be used all year for the purpose of promoting the community to prospective residents, new businesses, and visitors.

"Images of the Pocono Mountains 2007-08 will illustrate the great quality of life we enjoy in our community and promote our economic strength and growth potential to new businesses," says Chamber President & CEO Robert Phillips. "Best of all, this highly targeted marketing tool will capture the defined audience our members most want to reach."

Chamber members will have the opportunity to reserve advertising space soon. More than 10,000 copies of the magazine will be distributed through the Chamber, PMEDC and key local businesses, as well as at trade shows, conferences, and events throughout the year.

To create a quality guide like Images of the Pocono Mountains, the Chamber and PMEDC partner with Journal Communications (jnl-com.com), an award-winning custom publisher of community and specialty magazines with clients in more than 30 states.

The print magazine is just one part of Journal's complete publishing program that also includes an online magazine and photographic video tour of the community, a targeted distribution network and a customer acquisition and retention program.

"Journal is proud to partner with a progressive community like the Pocono Mountains area," says Ray Langen, Executive Vice President for Journal Communications. "Great communities make great subjects, and we anticipate a spectacular publication this year. Together we will make Images of the Pocono Mountains the most effective tool to generate a strong return on investment for advertisers and to promote growth in the area."

Visit Images of the Pocono Mountains online at www.imagespoconomountains.com.

For more information about the magazine, contact the Pocono Mountains Chamber of Commerce at (570) 421-4433 or Journal Communications toll-free at (800) 333-8842.

Ribbon Cuttings Beautification Station



Beautification Station recently held a Ribbon Cutting Ceremony in honor of their new location in Effort. Their professional staff specializes in both cuts and color. They offer haircuts to meet the needs of your entire family. Give them a call today at (570) 620-2254.

Geisha Japanese Restaurant



Geisha Japanese Restaurant recently held a Ribbon Cutting Ceremony in honor of their brand new location at 19 Williams Street in Stroudsburg. Their phone number is (570) 420-9993. Stop by and see them today!

Laubach Family Chiropractic



Laubach Family Chiropractic recently held a Ribbon Cutting ceremony in honor of their one-year anniversary. They will be hosting an open house on Friday, March 9th from 5:00 p.m. to 8:00 p.m. They are located on Route 611 in Scotrun Plaza, 1/4 mile north of the Crossings. Stop by and see them today, or give them a call at (570) 629-9507.

New Member's Breakfast

Apostle Art offers a full array of home services including home staging for real estate, interior design services, interior painting, carpet cleaning, wall murals, and room makeovers. Their fine artists also work with clay sculpture, acrylic painting, and photography. Call them today at (570) 972-7939.

Axa Advisors, LLC. offer Global Financial Services including investments, risk management, and comprehensive financial planning. They help clients to accumulate, manage, and protect wealth and assets. Give them a call today at (570) 983-0361.

Distinguished Weddings.Com offers private and commercial wedding consulting, as well as Bridal Expos. Their Spring Wedding Expo will be held April 29, 2007 from 12:30 p.m. until 3:30 p.m. at the Shawnee Inn and Golf Resort in Shawnee-on-Delaware.

Geisha Japanese Restaurant serves both Japanese and Korean food. They pride themselves on great customer service, and always put their customers first. Stop by and see them today at 19 Williams Street in Stroudsburg, or give them a call at (570) 420-9993.

Kensington Financial's Patsy Johnson is a senior mortgage specialist who is licensed in more than ten states. Her company both purchases and refinances mortgages. Give her a call today and let her start working for you. (917) 685-5261.

Lackland Self Storage, located at 2481 Milford Road in East Stroudsburg is a climate controlled self-storage facility. They offer parking for boats and RV's up to 40 feet. They also sell boxes and other packing material as well as offering a U-haul Service. Give them a call today at (570) 420-4556, and let them store your things.

Minsi Trails Council, Boy Scouts of America offers high quality youth programs for first through fifth graders (cub scouting), fifth through twelfth graders (boy scouts), and two co-ed programs for 14 - 21 year olds (venturing and exploring). Their goal is to create civic-minded leaders of the future through outdoor experiences and community services, as well as working with other young people and committed adults. Give them a call today at (610) 465-8558.

Raymour and Flanigan's Susan Carr is a home furnishings consultant who helps you envision and create beauty in your home. Her expertise can help you discover what style best suits your needs. Call her today for an appointment at (570) 421-2118, or stop by at 1122 North 9th Street in Stroudsburg, ask for Susan at the door.

Stealth Electric, LLC. is a full service electrical contracting company serving all your commercial and industrial needs. They have more than ten years experience and are fully insured and registered with the state of Pennsylvania. Give them a call at (570) 730-2439.

TechHome Systems, Inc. consists of system integrators specializing in home theater, whole house audio and video. They also install central vac, window consoles, and all kinds of automation for both your home and your business. Give them a call today at (570) 620-2035.

Thrivent Financial for Lutheran's Harold Ziegler specializes in Lutheran based insurance and investing. He also offers financial planning. He has services to help meet all of your needs. Give him a call today at (570) 402-2323.

Monthly Breakfast

The January Monthly Breakfast was sponsored by Pre-Paid Legal Services, Inc. and was held at the Best Western Pocono Inn. Mr. Philbert Robertson of Pre-Paid Legal Services, Inc. introduced Fred Curling who presented a Power Point Presentation on Identify Theft. The five areas of identify theft are: Driver's License, Social Security, Medical, Character/Criminal, and Financial, and Mr. Curling touched on each one. Mr. Curling discussed important legislation such as: FACTA (Fair and Accurate Credit Transactions Act, HIPAA Security Rule, and Gramm, Leach, Bliley Safeguard Rule (GLB). Identify Theft is of enormous proportions and every 700 times a theft crime is committed, one person is convicted. Take charge and fight back against identify theft and order the Federal Trade Commission's free report. You can contact them at (877) ID THEFT or visit their Web site at www.consumers.gov/idtheft. For more information on Pre-Paid Legal Services, Inc. contact Mr. Philbert Robertson at (570) 561-2083.



left to right-
Fred Curling,
Denise Burdge,
Philbert Robertson,
Robert Phillips, IOM

The 50/50 drawing was donated to Big Brothers/Big Sisters

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800-891-2317

BUSINESS CARD EXCHANGE



Sam Snead's was the host for the February 13th Business Card Exchange. Everyone in attendance enjoyed great food along with an opportunity to network with fellow Chamber members.

HR Committee Hosts a Breakfast Discussion about Internships

Dr. Dennis Steigerwalt, East Stroudsburg University's Director of Career Services, will be sharing his insights about internships during an upcoming breakfast discussion. As ESU's Director for the past three decades, Dr. Steigerwalt will discuss the pros and cons of using interns, understanding the types of internships, and the services and benefits that local education institutions can provide to your business. There will be an open discussion as well as a question and answer session. Please mark your calendars for the April 18th breakfast and look for details and a registration form in next month's Impact. If you have any questions, please call the Chamber at (570) 421-4433.

WalkAmerica 2007

Sunday April 29, 2007
East Stroudsburg University

Registration: 8 a.m.; Step off: 9 a.m.

Safe four mile walk through East Stroudsburg and Downtown Stroudsburg with lunch provided, kids activities, music, and raffle to follow.

March of Dimes (610) 439-7420 or go online at: www.walkamerica.org

"with your support, there's hope..... walk to save babies" sm

Membership Anniversaries

30 Years

Shawnee Inn & Golf Resort

25 Years

Brookdale-on-the-Lake
Budget Inn & Suites
Paradise Stream
Pocono Palace

20 Years

Advanced Business Equipment
WBRE-TV-Nexstar Broadcasting
Yellow Book USA

15 Years

Frank M. Brown, P.C.
Gallagher & Gallagher, Inc.
Strand Pool Supply
Temple University Public Radio-WRTY

5 Years

Benson Hearing & Balance, Inc.
Country Camera Studio
Country Club of the Poconos
Paul A. Schmid Contracting

Congratulations!

Pocono Chamber TV Show Picks Up another Station



The Pocono Mountains Business Magazine TV Show will air the second Sunday of every month at 11:00 a.m. on the local MyNetwork affiliate WQMY, Channel 53 Scranton/Wilkes-Barre.

The new airing starts March 11, 2007. The show will air a second time on Wednesday at 5:30 a.m. WQMY can be seen on channel 16 on the Blue Ridge Cable System in the Poconos.

The new airing was obtained through George Roberts Productions which produces the TV show for the Pocono Mountains Chamber of Commerce. The Pocono Mountains Business Magazine will continue to air three times a week on Blue Ridge Communications TV-13.

For more information, go to GeorgeTV.com or call (570) 992-4842.

From the President



Each year, the Pocono Mountains Chamber of Commerce hosts a Report to Business with the Monroe County Commissioners. The breakfast forum brings the Commissioners together with Chamber members to discuss issues affecting the business community. This gives Chamber members a chance to hear, first hand, what is going on in Monroe County. At the end of the forum, everyone in attendance will have a chance to ask questions that

affect them or their business. Topics that the Commissioners have discussed in the past, and hopefully will again this year, are taxes, economic development, education, growth, and the County's budget. The breakfast is scheduled for March 29, 2007 at the Best Western Pocono Inn at 7:30 a.m.

I personally invite you to attend this important forum, so call the Chamber today to make your reservation, as reservations are accepted on a "first come, first serve" basis and walk-ins will not be accepted.

This is another example of the many benefits that the Chamber offers to its members.

On another note, don't forget the Chamber's Business EXPO coming up on March 14th and 15th at East Stroudsburg University of Pennsylvania Koehler's Fieldhouse from 3:00 p.m. to 8:30 p.m. This year's major sponsor is Geisinger/Geisinger Health Plan.

Robert Phillips, IOM

Women in Business Luncheon



Pictured from left to right: Lynn Olechnovich, Cindy Papile, Mary Campagna, Joseph Campagna

The February Women in Business luncheon sponsored by Studio Colette, Inc., was held at the Best Western in Stroudsburg. Lynn Olechnovich of Studio West Dance Club did a fun presentation titled "Samba-cise with Studio West" as part of the Alternatives to the Gym series.

The March luncheon will also be held at the Best Western and is sponsored by Michelle Fiore of Chateau Resort & Conference Center. The featured topic will be the last of the "Alternatives to the Gym" series titled "Meditation & Martial Arts: Break the Stress and Learn to Defend Yourself" and will be presented by Jason Cronan of 4 Corners Health and Fitness.

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.

Members in the News

Coldwell Banker Phyllis Rubin Real Estate, in its ongoing effort to offer buyers and sellers, premium service and innovative ideas, introduces its Homebuyer Ready Program, the first program of its kind in the region. The program is designed to offer sellers and buyers added convenience and confidence because a Homebuyer Ready home listed for sale has gone through several major components of the real estate process up front rather than waiting until an offer is made. With this program the buyer will know the home they are looking at, and potentially buying, is already inspected, has a clean title, and a home warranty. The seller has a distinct advantage because theirs will stand out from other homes on the market that aren't certified Homebuyer Ready, according to Vickie Brockelman, CBPRRE Broker/Owner. To learn more about the Coldwell Banker Homebuyer Ready Program or other services offered, visit www.coldwellbankerintroduces.com or www.cbprre.com.

Coldwell Banker Phyllis Rubin Real Estate published its premier issue of Coldwell Banker Introduces, a monthly guide created to showcase living and lifestyle opportunities offered in the Pocono Mountains region in mid-February. The magazine features detailed information about real estate properties listed exclusively by Coldwell Banker Phyllis Rubin Real Estate as well as tips, trends, and ideas related to buying and selling properties, living in the Poconos, and enjoying a more satisfying home life. Each month, more than 21,000 copies of the 32-page full color magazine will be distributed by real estate publisher, Harmon Homes in New York, New Jersey, and Pennsylvania. Each home listing will feature detailed information about the property including photos. For more information about Coldwell Banker Introduces, visit www.coldwellbankerintroduces.com or www.cbprre.com.

EA Wedding Planner is offering a series of workshops this spring geared towards assisting today's couples survive the wedding planning process. The first workshop will be held in Pennsylvania and other workshops are scheduled to be held in New Jersey and New York. The first event will be held at the Inn at Nichols Village in Clarks Summit, PA on March 25, 2007 and April 22, 2007. Vendor exhibition spaces are still available. All participating vendor's business card will be placed in business card holders in each resource bag. Those interested in only participating in the resource bags, should send 50 business cards for each workshop along with \$50.00 to EA Wedding Planner, 205 Victoria Drive, Tobyhanna, PA 18466. For more information and registration, visit: www.eaweddingplanner.com or call Erika Almeida at (570) 839-2330 or (908) 217-0843.

Frank M. Brown, PC, Certified Public Accounts, President, Frank M. Brown is pleased to announce that Jacquelyn J. Mathiesen, CPA has joined the firm, whose offices are located at 814 Main Street in Stroudsburg. Jacquelyn is a graduate of Bloomsburg University and has 21 years of public accounting experience, including 13 years as a certified public accountant. She previously worked for a local accounting firm. Her past experience included providing accounting, auditing, and tax services to a wide range of individual and business clients. She is a member of the American Institute and Pennsylvania Institute of CPA's. Jacquelyn resides in Stroudsburg with her husband James and sons James and Joshua.

George Roberts Productions unveils a newly redesigned GeorgeTV.com Web site as part of its roll-out of streaming video production for the Internet. The site has all of their TV programs in streaming video, so viewers can watch them anytime 24/7 right on their computer monitor, says George Roberts, Executive Producer. And now they are offering streaming video production and hosting services to anyone who has a Web site. GeorgeTV can produce any type of Web site video, whether it's a video newsletter, a demonstration, or show product and/or services. You don't need to switch from your current Web designer or service provider to do it. For more information on Streaming Video or other Web services, contact George Roberts Productions at (570) 992-4842.

Herbert, Rowland & Grubic, Inc. (HRG) continues the rapid growth of its Land Development group with the recent hiring of Jan Tice, a project engineer in their Stroudsburg office. Tice brings 17 years of varied experience in land planning and design, landscape architecture, and brownfield redevelopment to the firm and has bachelor's degrees in civil and environmental engineering and landscape architecture. Her responsibilities will include providing land development and site design services to the firm's residential, commercial, and hospitality industry clients throughout Northeastern Pennsylvania. Originally founded 44 years ago to serve Central Pennsylvania, HRG has grown into a full-service engineering firm, providing quality, cost-effective design solutions to a diverse client-base throughout the Mid-Atlantic Region. For more information, please visit: www.hrg-inc.com.

The Jenny Rose Center is proud to announce their upcoming three year anniversary. Their wound care center has helped the community, mostly diabetic patients, with wounds that will not heal. Through various specialized equipment and technology, they are preventing unnecessary amputations, healing ulcers, and improving the quality of life. They would like to extend a big thank you to the doctors in the area who are allowing them to be a part of their patients' healing. Their treatments include Hyperbaric Oxygen Therapy, Anodyne® Therapy, as well as the treatment of lower extremity stasis ulcers, peripheral neuropathy, and full service Podiatry services. They can be reached at (570) 421-3415.

Pocono Builders Association 2006 Past President, Sandi Mackey from Target Homes recognized three members for their dedicated services to the Association in 2006. Bill and Noelle VanderBrink, NEPA Marketing Group, Inc., were awarded the New Member of the Year Award. Bill and Noelle have been very active in the Association since becoming a member in 2005. Both serve on the Association's Public Relations committee. William Jenkins, AHM Mortgage, was awarded the Associate Member of the Year Award. William serves as the Association's 2007 Treasurer as well as on the Public Relations Committee and the Finance Committee. Donald Hannig, Vice President of Spread Eagle Development Corp., was awarded the Builder of the Year Award. Hannig served as the 2006 President, Immediate Past President for 2007, and currently serves on the Government Affairs Committee. Every year the Pocono Builders Association recognizes those members that have given their time and efforts to the Association as well as the community.



Bill and Noelle VanderBrink

Riverside Rehabilitation's Edward Desmet, MSPT, Clinic Manager, recently completed twenty hours of post-graduate training in the theory and practice of shoulder and elbow injuries and rehabilitation. The course entitled "Shoulder and Elbow Update, 2006" was conducted at the University of Pennsylvania Health System in Philadelphia. Topics covered included the most current research on shoulder and elbow injuries as well as the latest evaluation and treatment techniques for these diagnoses. A graduate of College Misericordia, Desmet has more than nine years of clinical experience as a physical therapist in an outpatient environment with special interest in sports/athletic rehabilitation. Desmet has been with Riverside Rehabilitation for more than six years, serving as a clinic manager in East Stroudsburg for two years. For additional information contact Riverside Rehabilitation at (800) 514-3878 or visit www.riversiderehab.com.

Shawnee Mountain Ski Area, along with Boy Scout Troop #105 and the Minsi Trails Council, will host the 17th Annual Pocono Scout Weekend on Saturday and Sunday, March 10 and 11, 2007. Last year, thousands of scouts from five states participated in the event, some coming as far away as Virginia & Massachusetts. This weekend will offer scouts, an excellent opportunity to try winter sports for the first time. Both days will start with a breakfast buffet at Shawnee Mountain. Saturday will feature merit badge testing, which is free and open to all registered scouts with an intermediate level ability and above followed by a pasta dinner sponsored by Troop #105. Sunday will feature the BSA Ski Competition on the NASTAR race course. Trophies will be awarded by the BSA in several different age groups. Special accommodations throughout the area are available for this weekend. All scouts and their family members will get special discounts on lift tickets, lessons and rentals at Shawnee Mountain. For more information or to pre register, call (570) 421-7231, ext. 223.

The Small Business Institute provides essential business planning knowledge for anyone with an existing business, a business idea, or simply the desire to become an entrepreneur.

Learn how to transform your ideas and goals into a successful business and gain insight into how to successfully grow an existing business with their upcoming six-week training program which will be held Tuesdays from March 6 - April 10 from 6:00 p.m. - 9:00 p.m. in The Scranton Enterprise Center, 2nd Floor. The Registration Fee for the program is \$249 per person. The training program will feature the Core Four business planning curriculum, which has received the Presidential Award for Excellence. It focuses on the four cores of business development: Success Planning, Market Planning, Cash Flow Planning, and Operations Planning. To register or learn more about the programs visit www.MetroAction.org.

Young & Haros, LLC's Alan Price Young, Esq. has been admitted to the College of Community Association Lawyers (CCAL). Young, a graduate of Lehigh University and Cornell Law School, was one of only 102 attorneys nationwide to be admitted to the prestigious organization. CCAL was established by the Community Associations Institute (CAI) for attorneys who have distinguished themselves through contributions to the evolution or practice of community association law and for committing themselves to high standards of professional and ethical conduct in the practice of community association law. For more than twenty five years Young has represented the interests of planned community and condominium associations in Pennsylvania. He has played an instrumental and very active role in the industry. Young & Haros, LLC, located in Stroudsburg, provides legal services to many of eastern Pennsylvania's growing number of community associations.

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.

99 Cents Tile Store

Salih Katinci
129 North 9th Street
Stroudsburg, PA 18360
(570) 426-9770
(570) 426-9023
salihkatinci@hotmail.com
TILE/STONE COVERING

Apostle Art

Valerie Sagheddu
3059 Emerald Boulevard
Long Pond, PA 18334
(570) 643-4026
apostleart@epix.net
www.apostleart.com
INTERIOR DESIGN

AXA Advisors, LLC.

Blake Martin
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Moosic, PA 18501
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www.axaonline.com
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asisnkgb@gmail.com
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Judd Enterprises

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Canadensis, PA 18325
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Key Real Estate of the Poconos

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