

I-80 Tolling Presentation

On Thursday, January 7, 2010, Herbert, Rowland and Grubic sponsored a breakfast at Pocono Inne Town on Act 44 – Tolling of I-80. Slate Belt Chamber of Commerce along with the Government Affairs Committee of the Greater Pocono Chamber of Commerce were participating partners. Guest speakers were Craig Shuey, Director of Government Affairs and Carl DeFebo, Manager of Public & Media Relations, both with the Pennsylvania Turnpike Commission.

Act 44 was passed by the Pennsylvania legislature in July 2007, establishing for the first time ever an inflation sensitive, long-term funding stream to address Pennsylvania’s transportation funding crisis. It also allows PennDOT to redirect \$60 million a year in construction and \$20 million a year in maintenance that is currently used on I-80, to other interstate roadways.

A state-of-the-art all electronic Open Road Tolling (ORT) system, would be used for the I-80 Toll Conversion Project. ORT includes electronic toll collection structures that span the main highway corridor at nine locations every 30 to 40 miles. This system is dramatically different from the system currently used on the Pennsylvania Turnpike because tolls are assessed without vehicles ever having to stop at a tollbooth. All of the entrances and exits to I-80 will remain and no toll booths will be constructed. The Pennsylvania Turnpike Commission (PTC) has offered drivers who register for E-ZPass, the Turnpike’s electronic toll collection program, a tremendous cost saving incentive to join.

For more information, go to www.paturndpike.com/i80.



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Greater Pocono 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.

WWW.GeorgeTV.com

February 2010 Calendar of Events

- February 3.....*New Member Orientation*
8:30 a.m. – GPCC
- February 4.....*Quality of Life Committee*
10:00 a.m. – GPCC
- February 5.....*Government Affairs Committee*
8:00 a.m. – Stroud Township Building
- February 8.....*Education Committee*
Noon. – JR's Grille - E. Stroudsburg
- February 8.....*Business Card Exchange*
5:00 p.m. – Pocono Pistol Club - Stroudsburg
- February 9.....*Economic Development/Transportation Committee*
8:00 a.m. – GPCC
- February 9.....*Women in Business Luncheon*
Noon – Stroudsmoor Country Inn - Stroudsburg
- February 10.....*West End Committee*
8:00 a.m. – Western Pocono Community Library - Brodheadsville
- February 11.....*Women in Business Steering Committee*
8:30 a.m. – GPCC
- February 12.....*Leadership Pocono*
8:00 a.m. – GPCC
- February 16.....*Business Development Committee*
8:00 a.m. – GPCC
- February 16.....*Energy Committee*
8:30 a.m. – Strunk-Albert Engineering
- February 17.....*HR Committee*
8:00 a.m. – GPCC
- February 18.....*Expo Committee*
8:00 a.m. – GPCC
- February 22*Finance Committee*
7:30 a.m. – GPCC
- February 22*Executive Committee*
8:30 a.m. – GPCC
- February 23.....*Board of Directors*
8:30 a.m. – Pocono Inne Town
- February 26*Environmental Committee*
8:00 a.m. – GPCC

Women in Business

The January Women in Business luncheon, sponsored by Judy Dvorschok of Howell Benefits, was held at the Stroudsmoor County Inn in Stroudsburg. Lynn Garris of Pocono Medical Center presented a very informative topic entitled “Food 101: Nutrition for the New Year”.

The February luncheon will also be held at Stroudsmoor Country Inn and is being sponsored by Linda Schiaffino of Spreading Joy. The topic entitled “How to make Your Clients Fall In Love With You!” will be presented by Bill Skinner of ActionCOACH.

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.



January Women in Business Luncheon at Stroudsmoor Country Inn

Business Card Exchange

Burnley Employment and Rehabilitation Services and Allied Services sponsored the January Business Card Exchange, which was held at The Gem and Keystone in Shawnee. Everyone in attendance had an opportunity to network and also meet key individuals from Burnley and Allied. Burnley Employment and Rehabilitation Services has empowered people with disabilities since 1964. The Gem and Keystone displayed an outstanding array of hors d' oeuvres.



January Business Card Exchange at Gem and Keystone.

l to r first row: James Brogna, Melody Bitkoff, Peter Kirkwood, William Conaboy. l to r 2nd row: Michael Ferguson, Robert Phillips, IOM, Robert Ames, Tom Pugh, William McCabe.

Photo Courtesy of VIP Studios

Correction: In the January issue, it was erroneously reported that Funtime Entertainment provided the entertainment at the Annual Children’s Party when they actually donated their services.

**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.

Members in the News

To help reduce the environmental impact created by the thousands of NASCAR fans that travel in for the Pocono 500 & the Pennsylvania 500 NASCAR Sprint Cup Series races each summer, **Pocono Raceway** is thinking "green" again this year by encouraging race fans to park their cars and ride in on special buses. By participating in this program, fans can reduce the effect of their presence on local roadways and enjoy a safer travel option.

The buses are available to all fans, local residents and visitors alike. A quick arrival at the track is ensured by specially-designated bus lanes and the help of Sheriff's department escorts. As a special treat for using this service, the arrival concludes with a lap around "the Tricky Triangle."

Pocono Raceway, along with Martz Trailways and Destination Pocono, began this program two years ago. Last year's four pick-up locations have exploded to eleven, covering the entire four-county Pocono region and New York City. This year, race fans can park and ride from one of the following locations: Wilkes-Barre, Montage Mountain, Downtown Scranton, Delaware Water Gap, Mount Pocono, Tannersville, Milford, Greentown/Hawley, Hazleton and White Haven. Seats are available at \$29.99 per rider locally, and \$69.99 from New York City.

Pocono Raceway is encouraging fans to contact Destination Pocono for their complete race planning. Area hotels are also partnering with Destination Pocono by offering packages that include rooms, race tickets, upgrades and bus seats. This means that fans can receive complete, one-stop race planning service when gearing up for summer's race season. Booking is now available for race packages as well as the bus service.

As the premier destination management concierge of the Pocono region, Destination Pocono is recognized by The Pocono Mountains and Lackawanna County visitor bureaus and has over 90 partners that work with the company. As such, Destination Pocono is the prime contact for booking corporate meetings, social and family events, vacations and day trips in the beautiful Pocono Mountains.

Destination Pocono's "Going Green" division has also partnered with Martz Trailways to work with individuals and trip planners to arrange outings and day trips throughout the Pocono Mountains. Day trips from NYC have proved to be quite successful and offer a new clientele an easy way to enjoy the Poconos. For more information, please check online at www.DestinationPocono.com or call toll-free number at 888-629-8050.

Laura Gehl with **Fitzgerald GMAC Real Estate** has been awarded the Accredited Buyer's Representative (ABR[®]) designation by the Real Estate Buyer's Agent Council (REBAC) of the NATIONAL ASSOCIATION OF REALTORS[®] (NAR).

Laura joins more than 30,000 real estate professionals in North America who have earned the ABR[®] designation. All were required to successfully complete a comprehensive course in buyer representation and an elective course focusing on a buyer representation specialty, both in addition to submitting documentation verifying professional experience.



REBAC, founded in 1988, is the world's largest association of real estate professionals focusing specifically on representing the real estate buyer. There are more than 40,000 active members of the organization world-wide. THE NATIONAL ASSOCIATION OF REALTORS[®], "The Voice for Real Estate," is the world's largest professional association, representing over 1,000,000 members involved in all aspects of the real estate industry.

Fitzgerald GMAC has two offices in Monroe County. Laura works out of the Canadensis office and can be reached at 570-595-2110. Fitzgerald's main office is in Stroudsburg.

Burnley Workshop held its annual April Showers Kick-Off Breakfast on January 22nd, at JR's Grill in East Stroudsburg.

Elected officials including PA state representatives, Monroe County commissioners and township supervisors, Members of Burnley's Board and Staff, representatives of Allied Services, as well as many other community leaders were in attendance. Barth Rubin, Honorary Chair of the April Showers Ball, and owner of Budget Inn & Suites, hosted and generously donated the Kick-Off breakfast. James Weiler was there to provide remarks on behalf of Weiler Corporation, the Ball's Honoree.

Keeping with tradition, the breakfast was a celebration of the achievements of Burnley's employees, which are made possible through the generous support of area businesses, government agencies, and individual supporters.

The Ball is scheduled for April 23, 2010 at the Stroudsmoor Country Inn - tickets and tables are on sale now and Sponsorship Opportunities are available. Burnley is accepting donations for the silent auction as well. For more information contact Melody Bitkoff mbitko@allied-services.org / 570.992.6616, Ext. 29

Spirit of Women, along with **Pocono Health System** and the **Sherman Theater**, is sponsoring DANCE YOUR HEALTH OUT on February 27, 2010 from 10:00 a.m. to 4:00 p.m. at the Sherman Theater located at 524 Main Street, Stroudsburg. Admission is free, so bring your friends and family to dance, learn simple ways to stay healthy, enjoy music, and participate in health screenings.

For more information please call Lourdes O'Kane at 570-420-5346 or visit www.shermantheater.com and www.dayofdance.org.

Save the Date for **Burnley Workshop's** April Showers Ball scheduled for April 23, 2010 at the Stroudsmoor, Terra View. This year Burnley will recognize Weiler Corporation as their Honoree and Barth Rubin, Owner, Budget Inn and Suites as Honorary Chair. There are numerous ways to support the Ball such as attending the event, becoming a sponsor, or donating an item or service for the silent auction. For more than 45 years Burnley has been providing jobs and training for over 100 people with disabilities in the Greater Pocono Area.

For more information contact: Melody J. Bitkoff, Director of Business Development & Fundraising; 570-992-6616, Ext. 29/ mhitko@allied-services.org.

Mary Baxter with **RE/MAX of the Poconos**, Pocono Pines office has earned the prestigious *Certified Luxury Home Marketing Specialist* designation in recognition of



her experience, knowledge and expertise in the luxury home market. "Mary Baxter is an example of a real estate professional who has worked to develop market knowledge and the special skills and competencies necessary to provide exceptional service in the fine homes and estates marketplace," said Institute President Laurie Moore-Moore, upon announcing Baxter's designation. "Affluent buyers and sellers can turn to sales professionals who have this designation and be confident that they have special expertise and experience in the luxury home marketplace."

"I am committed to providing outstanding service to my clients," said Baxter, "the *Certified Luxury Home Marketing Specialist* designation is evidence of my ability to meet the needs of affluent buyers and sellers. My membership in The Institute for Luxury Home Marketing also provides me with marketing tools and networking capabilities that benefit my clients."

Baxter is an award-winning real estate professional who has gone through special training and met performance standards in the upper tier market. **She** has been in real estate since 1998 and specializes in the Pocono Mountains market. In addition, Baxter works closely with her husband Rob Baxter who has just been awarded the Certified Distressed Property Expert designation raising his expertise to helping people avoid foreclosure.

For current information on the upper tier market, contact Mary Baxter at RE/MAX of the Poconos, 570-646-1776 or e-mail MaryBaxter@remax.net.

The Inn at Pocono Manor's has extended its Ski Camelback Package through March 28, 2010! With excellent ski conditions on the mountain, this is the perfect opportunity to ski the Poconos.

The Inn at Pocono Manor's "Ski Camelback Package" offers superb skiing for all ages and skill levels, and includes:

- Lift ticket for Camelback Mountain, the Pocono's largest ski area, just 5 miles from the Inn (Snowtubing and Snowboarding also available at Camelback)
- Guest room accommodation
- Full breakfast buffet
- Lift ticket
- All taxes and gratuities
- Discount Ski Rental Vouchers also available

For those who need more excitement, Mount Airy Casino and The Crossings Premium Outlets are only minutes away from The Inn at Pocono Manor. At the Resort, on-site winter activities include dog sledding, snowshoeing, cross country skiing, snowmobiling and ice skating. The Ski Camelback Package includes access to The Inn at Pocono Manor's health, fitness and spa facilities, game room, table tennis, hiking and cross-country skiing trails. On the Resort's grounds (weather permitting) guests can choose snowmobiling, snowshoeing, sledding, ATV tours and dog sledding.

The historic Inn at Pocono Manor, which opened in 1902, is the longest continuously operating resort in the Poconos and one of the oldest in North America. The Inn's Exchange at Pocono Manor Restaurant welcomes guests for dinner each evening. The Old Lamplighter Lounge serves specialty beverages and pub fare throughout the day – and is perfect for après-ski! The Laurel Spa offers state-of-the-art treatments designed to enhance guests' healthy lifestyles and sense of well being.

The "Ski Camelback Package" at The Inn at Pocono Manor is \$112 per person based on double occupancy. For more information and for reservations, contact 800-233-8150/ 570-839-7111, or visit www.poconomanor.com.

The Inn at Pocono Manor's has announced its romantic Valentine's Dinner for two February 13th and 14th. The dinner includes a sumptuous five-course Valentine's celebration in the Inn's intimate Exchange Restaurant, finished with a specially created dessert from the resort's pastry chef. Also included with dinner is champagne specially produced and bottled in Pennsylvania. Valentine's Dinner is \$99 per couple, plus tax and gratuity.

For those couples who would like to make the evening linger till the next morning, The Inn at Pocono Manor is extending a special guestroom rate of just \$99 (plus tax) per room for the nights of February 13th and 14th. Availability is limited and so couples are encouraged to make their reservations early.

The historic and romantic Inn at Pocono Manor, which opened in 1902, is the longest continuously operating resort in the Poconos and one of the oldest in North America. The Inn's Exchange at Pocono Manor Restaurant welcomes guests for dinner each evening. The Old Lamp-

lighter Lounge serves specialty beverages and pub fare throughout the day. The Laurel Spa offers state-of-the-art treatments designed to enhance guests' healthy lifestyles and sense of well being.

For Valentine's Dinner and Guestroom reservations at The Inn at Pocono Manor, contact 800-233-8150 / 570-839-7111, or visit www.poconomanor.com.

Riverside Rehabilitation Centers are pleased to welcome Briona Cordero, MS.CCC-SLP, to their staff as a full time Speech Therapist.



Briona evaluates and treats adult and pediatric patients with deficits in speech, articulation, language, voice, swallowing and cognition resulting from brain injuries, strokes, and other neurological and auditory processing disorders. Speech Therapy patients, referred by their physicians, can set an appointment with Briona by calling Riverside at 570-839-9975.

Briona has experience in a variety of settings including acute rehabilitation, acute hospitals, home health care, skilled nursing facilities as well as outpatient clinics. She is a member of the American Speech-Language Hearing Association. In addition to her Clinical Competence Certification, Briona is certified in CPR. After graduating from Pocono Mountain High School, Briona earned her BS in Science and then her MS in Speech Language Pathology from East Stroudsburg University. She currently resides in Pocono Pines.

For additional information on Speech Therapy, contact Riverside Rehabilitation at 1-800-514-3878 or visit www.riversiderehab.com.

Riverside Rehabilitation Centers are pleased to welcome Linda Salas-Mamary, MS,OTR/L,CHT to their staff as a full time Occupational Therapist.



Linda evaluates and treats patients with injuries and conditions of the hand, wrist, elbow and shoulder, including traumatic injuries, fractures, dislocations, sports injuries, tendonitis, nerve entrapment disorders, repetitive motion syndromes, amputations, burns, frostbite, arthritis and neurological

disorders. Linda is a Certified Hand Therapist. To earn this distinction, she completed extensive training, successfully passed a comprehensive test of advanced clinical

skills and theory in upper quarter rehabilitation and demonstrated continued professional development. The Certified Hand Therapist credential assures the public that Linda has achieved the highest level of competency in her profession and that she stays current with treatments and practices. Linda has experience in a variety of settings including acute rehabilitation and home health care, as well as outpatient clinics.

Linda is a member of the American Occupational Therapy Association and the American Society of Hand Therapists. She earned her BS in Psychology and her MS in Occupational Therapy from Misericordia University. She currently resides in Blakeslee.

Occupational Therapy patients, referred by their physicians, can set an appointment with Linda by calling Riverside at 570-839-9975. For additional information on Occupational Therapy and Certified Hand Therapists, contact Riverside Rehabilitation at 1-800-514-3878 or visit www.riversiderehab.com.

Joseph Dabrowski has partnered with **Better Homes and Gardens Real Estate Wilkins & Associates** and will be working out of their Stroudsburg office, announces the



company's SVP/GM, Dominick J. Sacci.

Joseph has been licensed since 1982 and graduated from the Pocono Real Estate Academy. As a

real estate professional, he previously worked with LTS Builders in the new construction division from 1981 through 1995. Prior to that he was employed by the Handson New Construction and Remodeling Company since 1975.

Joe has lived in the Poconos for the last 32 years, and has additional education as a Dale Carnegie Sales and Leadership Training Graduate. He was recruited by Heather D'Adamo, the firm's Executive Vice President/Partner.

PNC Bank announced today a \$3,000 contribution to **Pocono Alliance's Tax to the Max for Kids Campaign**. The donation was made under the Pennsylvania Educational Improvement Tax Credit (EITC) Program.

Pocono Alliance's mission is to improve the quality of life in Monroe County by identifying human service needs and working towards solutions. The funds targeted for Pocono Alliance will offer tuition assistance to children from financially eligible families wishing to attend approved Key-

stone STAR pre-school facilities. This “Win-Win” campaign allows businesses like PNC Bank to invest their tax dollars in their local community and future workforce. “Through PNC Bank’s generous contribution, we can continue to see that every individual has the opportunity to live a healthy, safe and meaningful life.



The Tax to the Max for Kids Campaign is a unique opportunity for businesses to use their tax dollars, which they need to pay regardless, to benefit the children

of their community. Pocono Alliance is very grateful for PNC Bank’s participation,” said Michael Tukeva, Executive Director.

The Pocono Alliance has four committees; Education, Health, Housing and Transportation; that serve as the table in which representatives in our community identify human service needs, assist with program development, and deliver services in Monroe County. Businesses interested in supporting the Pocono Alliance can contact Michael Tukeva, Executive Director.

PNC Bank is proud to be a supporter of Pocono Alliance. “PNC Bank strongly applauds the efforts of the Pocono Alliance as they develop programs that help the youth of our communities start their life on the right path through quality early learning,” said Peter J. Danchak, President, PNC Bank, Northeast PA.

The Shawnee Inn and Golf Resort, perched on the edge of the Delaware River, is giving skiers and snowboarders ample incentive to enjoy this season’s abundant snow with two value-laden overnight packages.

The resort’s “Night Glow Ski Package” includes lodging accommodations, a hot breakfast each morning and one night lift ticket (for check-in night) and one day’s lift ticket (for check-out day) at the nearby Shawnee Mountain Ski Area. Rates start at \$123 per adult midweek (Sunday through Thursday nights) and \$158/adult/weekend. Children ages (5-11) can be added to the package for as low as \$62/day/midweek and \$68/day/weekends and holidays. Youths (12-17) are \$68/day/midweek and \$74/day/weekends and holidays.

The Night Glow package is available now through March 20; all rates are based on double occupancy and include all taxes and resort fee.

Similarly, the resort also is offering a “Presidents’ Day Package,” which offers a stay-and-ski option for the three-day holiday weekend with check-in on Friday, Feb. 12 and

check-out on Monday, Feb.15. One full-day ski lift ticket is provided for each person in the guest party.

Peacefully secluded, Shawnee Inn is only minutes away from Shawnee Mountain Ski Area, which features 23 trails, two terrain parks and a snow tubing park. One quarter of the trails are geared for beginners, 50 percent for intermediate levels and the other quarter for expert skiers. Operating hours are from 9 a.m. to 10 p.m. mid-week (Monday-Friday) and 8 a.m. to 10 p.m. weekends (Saturday-Sunday). Night skiing also is available from 4 to 10 p.m.

To book either the Night Glow or Presidents’ Day package, call The Shawnee Inn at (570) 424-0990 or visit www.ShawneeInn.com.

The Shawnee Playhouse presents a great line-up of shows for February 2010.

LOVE IN A TIME OF WAR

Feb 6-14, 2010

Love and war are surely a strange mix, a potent brew, in this unique romance based on the real-life letters sent across the world during World War II.

LOVE IN A TIME OF WAR tickets \$18 adults, \$15 seniors, \$10 children.

8:00 pm Feb 6, 13, 2:00 pm Feb 7, 14.

If this show was a movie it would likely be rated PG-13.

LOVERS, WINNERS, LOSERS

Feb 14 – Valentines Day – One Show Only!

Two intricate romances in one special show that looks at love in all its wonderful and conflicted, bewildering and beautiful glory.

LOVERS, WINNERS, LOSERS tickets \$18 adults, \$15 seniors, \$10 children.

7:00 pm Feb 14 – one show only.

If this show was a movie it would likely be rated PG-13.

THE SEAFARER

Feb 19-21, 2010

As the night wears on in Dublin, a friendly game of cards takes a devilish turn. There just might be a soul up for grabs, and it's time to call or fold.

THE SEAFARER tickets \$18 adults, \$15 seniors, \$10 children.

8:00 pm Feb 19, 20, 2:00 pm Feb 21.

If this show was a movie it would likely be rated R for language.

STAGED READINGS

Feb 26-28, 2010

The finalists from our Shawnee Original Playwrights Series contest will be presented as staged readings prior to final vote for the winner.

STAGED READINGS tickets are FREE – donations gratefully accepted.

8:00 pm Feb 26, 27, 2:00 pm Feb 28.

If this reading was a movie it would likely be rated R for language and subject matter.

For tickets, showtimes, and more information please contact the Shawnee Playhouse Box Office at 570-421-5093 or visit www.TheShawneePlayhouse.com.

The Inn at Pocono Manor has named Robert Sighinolfi general manager for the historic resort. The property, which opened in 1902, is the longest continuously operating resort in the Poconos and one of the oldest in North America. The announcement was made by Jim Bokosky, vice president of operations for Marshall Hotels & Resorts, which operates the Resort.



"I am very pleased to welcome Robert to our Resort," said Mr. Bokosky. "He brings a diverse background in hospitality to his new role, spanning from food & beverage to hotel operations. We look forward to his leadership of our landmark property."

Robert Sighinolfi most recently served as regional vice president of GF Management Company, located in Philadelphia. In this role he was responsible for the overall operations of seven hotels in locations across the United States. During his tenure there, Mr. Sighinolfi was instrumental in significantly elevating guest satisfaction levels system-wide through enhanced customer service programs and streamlined operations. He was also actively involved in the repositioning of properties to major hotel brands.

Prior to this, Mr. Sighinolfi was senior vice president for the Waterford Hotel Group of Waterford, Connecticut, responsible for the operations of the Hartford Convention Center and a portfolio of 27 hotels. He has previously served in the role of general manager for Hilton Hotels Corporation at properties in Connecticut and New York. Earlier in his career he held the same position for Holiday Inn Hotels & Resorts.

Robert Sighinolfi attended Westfield State College in Westfield, Massachusetts. He holds a Culinary Arts degree from the Culinary Institute of America, located in Hyde Park, New York. Sighinolfi is a Certified Hotel Administrator, and has actively served on the Board of Directors for Convention and Visitors Bureaus in Connecticut and on Long Island. He is a previous professor within the Hotel and Hospitality Program for Nassau Community College on Long Island. Mr. Sighinolfi has relocated to Pocono Manor.

Silver Arrow Gallery in Tannersville is celebrating Valentines Day on February 13th by hosting a demonstration of 3 Local Artists' work from noon to 4 p.m. The first demonstration will be by Helen Kopec of HAK Creations. Helen will demonstrate how she makes romantic hearts using silver, gold and copper using a variety of

styles and settings. She is always designing new items using wire, metal, beads, glass, and a variety of miscellaneous items. From the inspiration of one object, she will build an entire original design.

Our next local artist is Mary Kester. Mary creates timeless, elegant bead work with a variety of color and stones.. She will be demonstrating by designing bracelets using semi-precious stones on necklace wires with toggle closures. Mary selects her stones for unique color and quality to create necklaces, earrings and bracelets.

Beginning at 2:00 p.m., Pat Transue will demonstrate her glass encased artwork trivets. Pat solders, glues and cuts to come up with these one of a kind trivets. She is a local nature photographer who is always trying to come up with a new way to display her photographs. Her current style is to manipulate her nature photography into abstract art.

All three artists are from this area and are members of the Pocono Mountain Arts Council. Their work can be seen in local businesses throughout the area as well as at Silver Arrow Gallery.

For more information, please contact Silver Arrow at 570-619-0461 or a www.silver-arrow-gallery.com.



Robert M. Baxter of **RE/MAX of the Poconos** has earned the prestigious Certified Distressed Property Expert® (CDPE) designation, having completed extensive training in foreclosure avoidance, with a particular emphasis on short sales. At a time when millions of homeowners are struggling with the possibility of foreclosure, the skills and education amassed by Baxter will help benefit Pocono area residents and communities.

Short sales allow the distressed homeowner to repay the mortgage at the price that the home sells for, even if it is lower than what is owed on the property. With declining property values, this can save many people from foreclosure and even bankruptcy. More and more lenders are willing to consider short sales because they are much less costly than foreclosures.

Today, more than 13 percent of homeowners are delinquent on their mortgage or in the foreclosure process. This is occurring across all price ranges, and the fastest-growing category of homes in foreclosure is the luxury home market. "The CDPE designation has been invaluable as I work with homeowners and lenders on complicated short sales," said Baxter. "It is so rewarding to be able to help families save their homes from foreclosure."

Alex Charfen, co-founder and CEO of the Distressed Property Institute in Austin, Texas, said that agents such as

Baxter with the CDPE Designation have valuable perspective on the market, and training in short sales that can offer homeowners real alternatives to foreclosure, which can be devastating to credit ratings. "These experts better understand market conditions than the average agent, and can help sellers through the complications of foreclosure avoidance," he said.

The Distressed Property Institute provides live and online courses to train real estate professionals how to help homeowners in distress, with a strong focus on handling short sales. "Our goal is to help as many homeowners as possible, by educating as many real estate professionals as possible," Charfen said. "Rob Baxter has demonstrated a commitment to struggling homeowners, a commitment that can provide much-needed stabilization to the community."

Baxter has been a licensed member of the Pocono Mountains Association of REALTORS® since 1974 and is based in the Pocono Pines office of RE/MAX of the Poconos RE/MAX of the Poconos is an independently owned franchise of RE/MAX International with offices in Stroudsburg and Pocono Pines. For more information about CDPE Designation, visit www.cdpe.com.

Catholic Social Services is holding their Second Annual Fundraising event featuring The Movin' Out Band at the Sherman Theater on May 15, 2010. 2009's first annual Catholic Social Service fundraiser was deemed a huge success by raising support for the vital services and resources that CSS provides to the communities here in Monroe County. Now they need you to team up with CSS and help support this great cause more than ever. Event sponsorship opportunities for their 2nd annual fundraiser in 2010 are currently available, so please act now to be part of this great community event! For more information, contact Catholic Social Services at 570-476-6460.

The **Greater Pocono Chamber of Commerce West End Committee** held their networking event on January 28th at the Western Pocono Community Library in Brodheadsville. It was a great event and everyone in attendance enjoyed the refreshments which was sponsored by Chris Kurtz of Homestead Land Services, and provided by Hannah Bananas .



West End Networking at Western Pocono Community Library

Ribbon Cuttings



New Beginnings Financial Consulting, Inc.

New Beginnings Financial Consulting, Inc. recently celebrated its one-year anniversary. They are located at 556 Main Street (rear) and offer their expertise in audit, review and compilation, bookkeeping, payroll processing, income tax preparation for individuals and businesses, loan packaging for small businesses, IRS "Offer in Compromise", credit repair and residential and commercial mortgages. For more information, please contact Sean Adams CPA, President by phone 570-213-4491 or e-mail sean@newbeginningscpa.com.



Red Lobster

The new Red Lobster celebrated its grand opening on Monday, January 18, with a Champagne Reception and Ribbon Cutting Ceremony conducted by the Greater Pocono Chamber of Commerce. Red Lobster, a Darden restaurant, is the leader among seafood and casual dining restaurants and has more than 680 locations in the United States and Canada. The restaurant is located on Route 611 in Bartonsville. For more information, please call 570-421-2743 or visit the website at www.redlobster.com.

Welcome New Members

The following new members are not listed in the 2009-2010 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

Best Buy

Christopher McCall
300 Shoppes at Stroud
Stroudsburg, PA 18360
570-476-1421
570-420-5102
Christopher.McCall@bestbuy.com
www.bestbuy.com
Electronics-Dealers

Cartridge World

Robert Bilbow
RR 14 Box 27
Stroudsburg, PA 18360
(LOC)Route 611, Bartonsville
Plaza
570-730-4333
570-730-4336
rbilbow@cartridgeworldusa.com
www.cartridgeworldusa.com
Office Supplies

Cetronia Ambulance Corps.

Larry Wiersch, CEO
7355 William Avenue Suite 700
Allentown, PA 18106-9397
(LOC) 5197A Seven Bridge
Road, East Stroudsburg
610-398-0239
610-395-2465
wierschl@cetronia.org
www.cetronia.org
Non-Profit Organizations

Destination Pocono

Maureen McHugh
RD 1 Box 365
Tannersville, PA 18372
570-629-8050
570-620-9794
mmchugh@destinationpocono.com
www.destinationpocono.com
Tourism-Destination
Management

Home Counseling Services of America

Jacqueline Calicchio
3008 Hamilton East
Stroudsburg, PA 18360
570-992-6500/877-424-2327
570-992-3400
jcalicchio@homecounselingservices.org
www.homecounselingservices.org
Counselors-Financial

Red Lobster

David Morrison
3588 Route 611
Bartonsville, PA 18321
570-421-2743
570-421-7329
cknott@redlobster.com
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