

Pocono Mountains Chamber of Commerce
Stroudsburg, PA

IMPACT

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

Staff

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

Board of Directors

James Becker	Richard Henley	Frank Revitt
Denise Cebular	Scott Henry	Michael Riley
Holly Corcoran	Tim Kelly	Barbara Samet
Dr. Matthew Connell	Elizabeth Koster	Isaac Sanders
Larry Crimi	Chris Kurtz	Conrad Schintz
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Robert Dillman	Jane Niering	Jack Wallie
Frank Epifano	Ann Pilcher	Bill Wells
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IMPACT

Monthly

December 2006 VOL. 35, NO.12

THE CHAMBER'S YEAR IN REVIEW

As the year 2006 comes to an end, it is a great opportunity for the Chamber to use the IMPACT's cover page to report to you- the members- with a summary of our accomplishments for 2006.

Robert P. Phillips, IOM, President/CEO has been appointed to the Pennsylvania Industrial Development Authority Board, known as the PIDA Board, by Senator Robert Mellow as the Senator's representative. The Chamber hosted a breakfast with James Creedon, the Secretary of Department of General Services.

Chamber's Business Resource Center and its Small Business Development Committee have achieved the following milestones:

- Nine seminars including "Doing Business with the Commonwealth of PA," HUBZONE (Doing Business with the Federal Government), Business Start up, Marketing, Financing, and Legal Issues and Accounting. 275 individuals attended these workshops.
- 400 individuals received business consultations through one-on-one or group counseling.
- 29 new businesses assisted to start and 36 existing businesses received assistance to take their entities to the next level.
- 335 new jobs were created.

Business Card Exchanges and Monthly Breakfasts brought a significant amount of networking among the business community within the region. More than 3,000 individuals attended these two events.

Government Affairs Committee (GAC) has hosted all six senatorial and House of Representative debates for the mid-term state election. All debates were televised live.

Membership has reached 1,900 members in 2006, a new height in the Chamber's history.

HR Committee held a HR Conference on September 19 at Shawnee Inn & Golf Resort with more than 100 people in attendance.

TV Programming- Thanks to George Roberts Production, "Pocono Mountains Business Magazine" the Chamber's TV Show has reached 91,000 viewers. 60% of the viewers are Presidents, CEOs, and Executive professionals. 63% of the viewers are between 35 to 54 years old and 35% of the viewers watch the show several times a month. The Bizzy Awards was created and conducted for the first time to highlight the region's businesses for excellence in ten different categories.

Radio Programming-The Chamber aired a weekly radio show to educate and inform the community as well as to introduce member businesses to the region.

EXPO 2006- Representatives of 187 businesses and organizations showcased their products and services to more than 5,000 attendees in a two day event that was held at East Stroudsburg University of Pennsylvania.

Women in Business luncheons continued to offer powerful and insightful business seminars with the tools to assist businesses to succeed.

Quality of Life Committee held their 27th Annual Golf Tournament at Skytop Lodge with 120 golfers in attendance. The committee is also sponsoring a Children's Holiday Party event at the Salvation Army.

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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



The Chamber Staff would like to wish everyone a Happy and Safe Holiday!

From the Chairman of the Board



It was an honor to serve as Chairman of the Board for 2006 and I will continue as a member of this great organization. It seemed like just yesterday that I became Chairman, and as my position comes to an end, I have many people to thank.

First of all, I would like to thank our 1900 members for their continued membership and participation in our Chamber. My heartfelt thanks goes out to my fellow Executive Committee members and the Board of Directors for their continued involvement and solutions to the many issues that we faced in 2006. The Pocono Mountains Chamber of Commerce has accomplished many things this year and they are all outlined on the front cover. We have a very active Chamber and they are always looking for new programs to help business, both large and small.

Secondly, I would like to thank the many volunteers that give their time for our myriad events to make them a great success.

Last, but not least, I would like to commend Bob Phillips on his leadership and most importantly the Chamber staff; Pat Metzgar, Peter Alasty, Miriam Conway, Amber Richardson, and Georgia Strunk for their constant dedication to the Chamber and its members.

*Bob Hay
Chairman of the Board*

PMCC 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.

December 2006 Calendar of Events

- December 1.....**Government Affairs Committee
8:00 a.m. - Best Western Pocono Inn - Stroudsburg
- December 6.....**New Member Breakfast
7:30 a.m. - Burnley Employment & Rehabilitation Services - Snyder'sville
- December 7.....**Membership Committee
4:00 p.m. - PMCC
- December 8.....**Leadership Pocono
8:00 a.m. - PMCC
- December 11.....**Education Committee
Noon - Monroe Career & Technical Institute - Bartonsville
- December 12.....**Business Card Exchange
5:00 p.m. - Geisinger - Mt. Pocono
- December 12.....**Women in Business Luncheon
Noon - Shawnee Inn & Golf Resort - Shawnee-on-Delaware
- December 13.....**Economic Development/Transportation Committee
8:00 a.m. - PMCC
- December 15.....**Monthly Breakfast
7:30 a.m. - Best Western Pocono Inn - Stroudsburg
- December 15.....**Environmental Committee
8:00 a.m. - PMCC
- December 18.....**Executive Committee
8:30 a.m. - PMCC
- December 19.....**Small Business Development Committee
8:00 a.m. - PMCC
- December 19.....**Board of Directors
4:00 p.m. - Chateau Resort - 5:00 p.m. - 7:00 p.m. - Holiday Party
- December 26.....**Women in Business Steering Committee
10:00 a.m. - PMCC
- TBA.....**Expo Committee
- TBA.....**Quality of Life Committee



Monthly Breakfast

The October Monthly Breakfast, which was held on the 20th of October at the Best Western Pocono Inn, was sponsored by Hannan Communications.

Diane Hannan, owner of Hannan Communications and long-time member of the Pocono Mountains Chamber of Commerce, has been in business since 1978. She allocated her time during the breakfast to Rebuilding Together, Monroe County (formerly Christmas in April). Ms. Hannan introduced Mark Hodgson, a board member, who started eight to nine years ago as a House Captain and then became involved on the board.

Mr. Hodgson reported that Rebuilding Together, Monroe County is a non-profit organization dedicated to preserving and revitalizing houses in our community. Their goal is to make sustainable impact in partnership with communities. Originally founded in 1988 in Washington, D.C., Rebuilding Together is a one day event that addresses the needs so people can live safe. They rely on donations of time, money, materials, and volunteers, both skilled and unskilled, to repair the homes. Last year, our Chapter was able to provide home repairs to 15 Monroe County residents. The demand this year will be the same, if not greater, and Monroe County will need more than 300 volunteers to work on the homes that will need to be repaired.

Become a volunteer and help rebuild America, one community at a time. You can start on Saturday, April 28, 2007, when Rebuilding Together Monroe County will hold their one day event. A new goal is to do this year round, not just one day, if they can raise enough money. For more information call 570-839-2570 and visit their Web site at www.rebuildingtogether.org.

Mark Hodgson won the 50/50 drawing and donated it to Rebuilding Together Monroe County. A special thank you goes to Gene Dickison, who has agreed to be a house sponsor.



picture are -Robert Phillips, IOM and members of Rebuilding Together Monroe County

Women in Business Luncheon

The November Women in Business Luncheon which was sponsored and presented by Hair Alternatives, Cate Jewelry, and Mary Kay Cosmetics, was held at the Shawnee Inn & Golf Resort. The topic entitled "Makeover: From Dull to Dazzling!" was presented by Catherine Schratt-Cate Jewelry, Ginny Magda & Linda Seliger-Hair Alternatives, and Leigh Frailey & Arline Madtes-Mary Kay Cosmetics.



Pictured from left to right: Catherine Schratt, Leigh Frailey, Arline Madtes, Linda Seliger, & Ginny Magda

The December Annual Holiday luncheon will also be held at Shawnee Inn & Golf Resort. Don't forget to bring an ornament for the ornament exchange!

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 *Continued from Page 9*

Riverside Rehabilitation Centers welcomes Heath Jones, MS OT, to their staff as a full time Occupational Therapist. Jones, a member of the American Occupational Therapy Association and the Lehigh Valley Hand Society, evaluates and treats patients with injuries to their upper extremities, resulting from repetitive strain disorders, traumatic injury to the hand, wrist or forearm, arthritis, CVA, head trauma, developmental delays in motor skills, work injuries, or spinal cord injuries. He has experience in adaptive equipment modification and instruction, environmental adaptation, work hardening, upper extremity splinting, kinesioplasty, wheelchair evaluation and hand injury treatment including cumulative trauma, tendon repairs/transfers and burns. Occupational Therapy patients, referred by their physicians, can set an appointment with Jones by calling Riverside at (570) 839-9975 or visit www.riversiderehab.com for more information.

A Sound Strategy, Inc. (ASSI), a new Web site and software development company is the latest company to join the East Stroudsburg University Business Accelerator Program, a non-profit corporation, established to serve as the community and economic development extension of the university. ASSI specializes in developing a variety of software applications, including siteMaster®, a database-driven e-commerce Web development program. A Sound Strategy, Inc. targets small to mid-sized companies, government entities, and communities that share a targeted commercial or social interest. Owned and operated by Dennis Jeter, President, and Tiffany S. Day, Vice President, ASSI was recently designated an 8(a) company by the United States Small Business Administration. The special designation allows ASSI to compete for specific federal contracts and awards. In addition, ASSI has several other certifications; HUBZone, KIZ, SDB, MBE and Vendex. For more information, contact Dennis Jeter at (888) 774-3065 or Brad Klein at (570) 422-7920.

New Member's Breakfast

Beautification Station is a full service family salon. Their services include foil highlights, cuts, color, waxing, pedicures and manicures. Every client receives special attention and your satisfaction is guaranteed. Contact them today at (570) 620-2254.

Community Chiropractic Center, located on Route 209 in Regency Plaza in Brodheadsville provides care for pediatric development and adult healthcare. They specialize in neck, back, headaches and carpal tunnel health issues. They provide individuals with personal injury, workman's compensation claims, and athletic injuries. Community Chiropractic Center increases individual health and vitality through a lifetime of family care. Stop by and see them or give them a call at (570) 992-1011.



The Cutting Post is a full service hair, nails, and tanning salon. They specialize in hair coloring, texture perms, as well as men and women's hairstyles. They also do bridal parties as well as proms. The Cutting Post staff is very friendly and professional, and they listen to their clients. Stop by and see them today at 1 Learn Road in Tannersville, or give them a call at (570) 629-1224.

Fairway Golf offers specialty advertising on golf courses. They install a 32 foot by 15 foot five panel score board, and place advertisements around the frame. All ads are engraved and hand painted in granite. This has proven to be very successful for them in reaching customers. Their phone number is (908) 879-1277. Call them today.

House of Dance, located at 411 Route 940 in Mt. Pocono offers many styles of dance including ballet, tap, jazz, lyrical, modern, hip hop, spiritual dance, belly dancing, and yoga. House of Dance also focuses on healing. They bring New York style and ambiance to the Pocono area. Their motto is "You've tried the rest, now try the best." Call them today at (570) 839-9696.

Inner Vision Ultrasound provides 3D and 4D keepsake ultrasounds to expectant mothers and their families. They provide and promote early bonding in a safe, family friendly atmosphere. Mothers can also take home pictures and videos to share with friends. They are located at Fountain Court, Unit 2 in Bartonsville, and their phone number is (570) 620-1500. Stop by and see them, or give them a call today.

J&G Tile specializes in the tiling of bathrooms and kitchen countertops, as well as sheet rock and tape. They handle all types of repairs and renovations, and offer services for both new construction as well as existing construction. Contact them today at (570) 421-7864.

Jem Enterprise will soon be offering a "Pocono Gold Discount Card" to raise funds for non-profit organizations. Businesses offering a discount will receive free advertising on JEM Enterprises Web site. JEM Enterprise's current promotional item is Letters from Santa for your child. Contact them today at (570) 595-3404.

JTS Business Services Inc. offers professional payroll and bookkeeping services, individual income tax preparation, mortgage services, certified title searches, signing agents, employee, criminal and child abuse background checks, collection services, and a full range of business-to-business services. They are also licensed PennDOT Card agents. They are fully insured and licensed. Contact them today at (570) 629-8036.

L.A. Mortgage Services provides residential mortgage services for purchasing, refinancing, construction, and commercial lending. They offer low cost closing costs and low interest rates. Contact them today at (570) 424-2282, or stop by and see them at 1271 North 9th Street.

Linda's Full Service Salon and Tanning Inc. is a full service salon offering hair and scalp treatments, weavings, and hair extensions. They offer in-home services as well. Their objective is to assist their clients to feel better about themselves. Stop by and see them today at 17 Pocono Blvd. in Mt. Pocono or give them a call at (570) 839-5870.

Manifest Excellence, LLC helps businesses research and implement various information technology systems that can improve profits and revenue. Manifest Excellence can implement customer relationship management systems, financial packages, telecommunication systems, and more. They offer technological analysis services to jumpstart the process and help identify the needs of their customers. Contact them today at (732) 632-7422.

Multi-Media Interactive Technology provides services for all businesses with Web site design, video productions, logos, custom graphics, print, and advertisements. Contact them today at (570) 242-3241.

Paradise Tanning, located at 5224 Milford Road, Suite 1, has four levels of tanning beds as well as brand new and innovative equipment. There are a total of eight beds available (4 beds 4 booths). Stop by and see them today at their Marshalls Creek location, or give them a call at (570) 588-2220.

Realty Worlds' Becky Freeman and Associates is a Full Service Real Estate company that currently has two locations in the Poconos. They provide mortgages and insurance and they are also a title company with lawyers working in their facility. Their motto is "We see it your way." Give them a call today at (570) 476-1851 and let them start working for you.

Usborne Books @ Home offers excellent educational books to families, schools, and libraries. They promote literacy one book at a time throughout the community. Contact them today at (570) 764-4293.

Wilson Engineering provides structural engineering design and consulting for residential and commercial products. Services range from investigations of existing foundations and buildings to new building design to consultation with builders or structural code related issues. Give them a call today at (570) 476-5474.

Ribbon Cuttings Adams Outdoor Advertising



Adams Outdoor Advertising recently held a Ribbon Cutting Ceremony for their new location. They are located on Route 209 in Snydersville, and their phone number is (570) 402-6400. Stop by and see them or give them a call.

The Cutting Post



The Cutting Post recently held a Ribbon Cutting Ceremony in honor of joining the Pocono Mountains Chamber of Commerce. They are located at One Learn Road in Tannersville, and their phone number is (570) 629-1224. Stop by and see them today!



VIABL

VIABL recently held a Ribbon Cutting Ceremony in honor of their new location. They are located at 4219 Manor Drive in Snydersville, and their phone number is (570) 992-7787. Give them a call today.

Adams Political Research & Consulting



Adams Political Research & Consulting recently held a Ribbon Cutting Ceremony in honor of their Grand Opening. Their phone number is (601) 212-6480. Give them a call today.

Pinnacle Physical Therapy



Pinnacle Physical Therapy recently held a Ribbon Cutting Ceremony in honor of their new location at 102 Route 611 in Bartonsville Commons in Bartonsville. Their phone number is (570) 619-7370. Stop in and see them today, or give them a call.

CORRECTION FROM NOVEMBER

We would like to extend our sincerest apology to our friends at Total Body Massage and Fitness for printing the wrong picture in November's Impact.

Total Body Massage and Fitness



Total Body Massage and Fitness, located in Liberty Plaza on Route 940 in Pocono Lake, recently held a Ribbon Cutting Ceremony to celebrate their first anniversary. Stop by Total Body Massage and Fitness today or give them a call at (570) 643-5308 and let them find the perfect fitness plan for you.

From the President



As this year comes to an end, I am proud to tell you that it has been a very good year for the members of our Chamber. Additionally, 2006 marks my seventh year with the Pocono Mountains Chamber of Commerce with six of those years serving as the President/CEO.

During 2006, we saw the Chamber's membership grow to 1,900 members-a record number. The Chamber conducted an all time record number of seminars and workshops for new and existing businesses. A new Leadership Pocono class started with an advanced curriculum in place. The Government Affairs Committee had been instrumental with the passage of several legislative bills in Harrisburg and we conducted six legislative debates televised live on Blue Ridge Cable Channel 13. A Health Care Symposium is scheduled for early next year to examine ways of providing affordable health care to our members. A new High Tech Task Force was created to deal with the Wall Street West Initiative and the W.I.R.E.D. Grant Program that are both earmarked for our region. Our Business Magazine Television Show celebrated its one year anniversary and we presented three half-hour CEO CrossFire segments. The first Bizzy Awards was an outstanding success in honoring ten of our members in different business related categories. And the list goes on and on.

A personal highlight for me was my appointment to the Pennsylvania Industrial Development Authority from Senator Robert Mellow, for which I am extremely honored. All of these great accomplishments are now history and we have started to make 2007 even greater for the Chamber. This can only be accomplished with the continued support of dedicated professionals that make-up the Chamber. I would like to thank our Board of Directors for their support and guidance and all of the committee chairmen and volunteers of those committees. I would like to especially thank my colleagues-Patricia Metzgar, Peter Alasty, Miriam Conway, Amber Richardson, and Georgia Strunk for their professionalism, dedication, and hard work in making this Chamber a complete success. And finally, thank you-our members-for your investment in the Pocono Mountains Chamber of Commerce. Mary Lou and I would like to wish all of you a joyous holiday season and a prosperous new year.

Robert Phillips, IOM

Members in the News

Action International will be hosting a number of valuable workshops in the coming months including Cash Customers, & Ads that Sell on December 5; BA101 Business Success Academy on December 8; 90 Day Massive Action Planning Session on December 15; 6 Steps to Building a Better Business on January 9, 2007; Profit Club on January 16; and Business Success Academy Group Session on January 23. All events will be held in Stroudsburg, with the exception of the December 5 seminar which will be held in Scranton. Please contact Action International at (570) 517-7100 for further details and registration. Space is limited so reserve your seat now.

BOBHAY.COM REALTORS® Broker/Owner, Bob Hay is pleased to announce that Brian Goward has joined the team of professional REALTORS® at BOBHAY.COM REALTORS® in Stroudsburg. Brian is an active member of the Pocono Mountains Chamber of Commerce, Pocono Mountains Association of Realtors, National Association of Realtors, Pennsylvania Association of Realtors, and the Service Core of Retired Executives (SCORE). Brian specializes in the purchase and sale of primary residences, vacation homes, and investment properties in Monroe, Pike, and Carbon Counties.



Brian Goward

Budget Inn and Suites of East Stroudsburg has chosen Ruth Walko as November's Employee of the Month. Ruth, a newer employee, excels in her position as Guest Services Agent. Her friendliness, helpfulness, and quick response to guests' every need have qualified her for this award, based on nomination and unanimous vote of all managers at the hotel. Ruth resides in Delaware Water Gap. She is excitedly looking forward to the conclusion of renovations and the new look of the hotel and its onsite restaurant, JR's Grill and Salad Bar. Long-time local owner, Barth Rubin, is extremely proud of all his guest services agents, and especially of Ruth, as a newer employee having attained this honor.



Patti Hein

Coldwell Banker Phyllis Rubin Real Estate, with eight offices in the Monroe County area, has named Patti Hein of Stroudsburg, as a new real estate professional in its Stroudsburg office. Hein specializes in land development, new construction, and residential sales. An active member and Board of Director of the Pocono Mountains Association of Realtors (PMAR), Hein is very involved in the community and charitable organizations. She is the listing and sales agent for The Townhomes at Ivy Ridge, located in East Stroudsburg, a 48-unit townhome community by Horizon. Coldwell Banker Phyllis Rubin Real Estate has been serving the Pocono Mountains area for more than 25 years. Phone numbers and more information can be found online at: <http://www.cbprre.com>.

Creative Energy Options, Inc. (CEO), headquartered at The Country Place Retreat and Conference Center in White Haven has been granted continuing education credit provider status by the prestigious Human Resource Certification Institute (HRCI), the certification board of the Society of Human Resource Management (SHRM). As an HRCI continuing education provider, they now can grant educational credit hours for certification renewal and recertification to program participants who hold a Professional Human Resource, Senior Human Resources, or a Global Human Resource certificate. CEO, Inc. offers programs on executive leadership development, team

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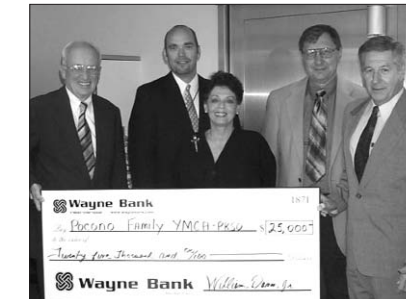
building for creativity and collaboration, conflict resolution, and communication. All programs qualify for CE credit. To learn more, call (570) 636-3858 or email maryjane@ceoptions.com. Complete program listings available at: www.ceoptions.com.

Gallagher & Gallagher, Inc. is proud to have been chosen to work on a special project for the Martin Luther King Jr. National Memorial Project Foundation's Ceremonial Groundbreaking Events. They were hired to help in overseeing and organizing major events that were held on November 12 and 13 which included a Welcome Reception, the Groundbreaking Ceremony on National Mall, and the Evening Reception in Kennedy Center with special guests Oprah Winfrey, Stevie Wonder, President Clinton, President Bush, and a host of other noted dignitaries. Dr. King will be the first African American honored with his own memorial in the National Mall area and the second non-President to be commemorated in such a way. The Martin Luther King, Jr. National Memorial has three underlying themes: justice, democracy, and hope.

Monroe County Bar Association attorney Alex L. Bensinger received an Everyday Leader Award from the Pennsylvania Bar Association (PBA) which honors individuals who go above and beyond, sharing their time and talent to help and support others. "Alex understands the important role that attorneys should play in developing, leading and protecting the communities they call home," said PBA President Kenneth J. Horoho Jr. "For more than 50 years, Alex has donated his time and talent to bettering his profession and, in more recent years, mentoring young attorneys about their community and professional responsibilities." Very involved in both community and charitable organizations, Alex is a partner in the firm of Bensinger & Weekes, a third generation law firm celebrating its 100th anniversary in 2007.



The Pocono Family YMCA received a check in the amount of \$25,000 from Wayne Bank. This gift was made possible as a result of the Educational Improvement Tax Credit Program offered by the Commonwealth of Pennsylvania, acting through the Department of Community and Economic Development. This money will support the efforts of the Pocono Family YMCA's Pre-Kindergarten Scholarship Program. The Pre-Kindergarten Scholarship Program helps the YMCA reach out to the families in need of assistance and offer the children a structured nurturing program that helps prepare them for their school years. Presenting the check to the Pocono Family YMCA is William Davis Jr. - President and CEO and William Hennigan of Wayne Bank. Accepting the check on the behalf of the Pocono Family YMCA was Barbara Samet-President, Tony Konn-Past President, and Matthew Rumph-CEO.



Pocono Mountains Association of REALTORS (PMAR) members built a "House in a Box" as part of a Habitat for Humanity effort which took place in October in the parking lot of their offices in Stroudsburg. The local Monroe County Habitat directed the build and PMAR worked in cooperation with the National Association of REALTORS and the

Pennsylvania Association of REALTORS to complete this home for a deserving family in the south. More than 100 REALTORS from the Monroe County area participated. Once completed, the house was shipped to the Louisiana/Mississippi region. This build was funded in part by contributions made by PMAR members. Habitat for Humanity, who has built more than 200,000 houses around the world, is a non-profit, ecumenical Christian housing ministry that seeks to eliminate poverty housing and homelessness from the world. The Pocono Mountains Association of Realtors can be reached at (570) 424-8846.



The Pocono Mountains Association of Realtors (PMAR) presented a \$500 check on Friday, October 20 on behalf of the PMAR to State Representative John Siptroth, a Democratic representing the 189th District comprised of parts of Monroe (Smithfield, Middle Smithfield, Ross, Chestnuthill, Hamilton townships, parts of Stroud Township, and Delaware Water Gap Borough) and Pike (Delaware, Dingman, Lehman and Porter townships) Counties. Siptroth won re-election for the 189th Legislative District.

Ray and Lynn Price are pleased to announce the purchase of Volvo and Suzuki franchises from Kathy and Jim Ertle of Ertle Cars in Stroudsburg. The Volvo franchise will relocate to Route 447 in East Stroudsburg, along with Ray Price Honda Mazda. Suzuki will move to one of the existing Ray Price locations. The Ertle family chose the Ray Price organization with the confidence that their Volvo and Suzuki customers would be shown the same high level of care and service they have been accustomed. Volvo sales and service will be located on Route 447 in East Stroudsburg as of November 17, 2006. The Ray Price dealerships expect to add new employees in both the sales and service departments as part of this expansion. The Ray Price family has been serving the Pocono area since 1913 and currently has four locations: Route 611, Stroudsburg; Route 447, East Stroudsburg; Route 940, Mt. Pocono; Route 390, Cresco

Riverside Rehabilitation Centers welcomes Michael J. Turso, MS CCC SLP, to their staff as a full time Speech Therapist. Turso diagnoses and treats adult and pediatric patients with deficits in speech, articulation, language, voice, and swallowing resulting from brain injuries, strokes, and other neurological and auditory processing disorders. Turso, who lives in Stroudsburg with his family, is licensed in Speech/Language Pathology in both Pennsylvania and New Jersey and certified by the American Speech and Hearing Association. Extended evening hours are available and most insurance plans are accepted. Speech Therapy patients, referred by their physicians, can set an appointment with Turso, who has more than 15 years experience, by calling Riverside at (570) 839-9975 or visit: www.riversiderehab.com for more information.



Michael J. Turso

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November Business Card Exchange

November's Business Card Exchange was hosted by Caesars Pocono Palace in Marshalls Creek. Everyone in attendance enjoyed an outstanding presentation of hors d'oeuvres as well as the beautiful scenery. Caesars Pocono Palace provided a large array of delicious food and music which added to the elegant atmosphere. Mark Clark of Aardvark Entertainment performed his magic and the evening was ended with a champagne toast. If anyone is interested in having a party for the holidays, contact them at (570) 588-6692. We would like to extend a special thank you to Caesars Pocono Palace and their staff for their warm and friendly hospitality.



Breakfast with the Secretary of the Department of General Services

The Pocono Mountains Chamber of Commerce held a breakfast on Tuesday, November 14, 2006 at the Chateau Resort & Conference Center with Mr. James Creedon, Secretary of the Department of General Services as the guest speaker. Mr. Creedon discussed how his department cut operational costs. He reported on several of the savings such as: \$180 million in procurement through their Strategic Sourcing Program, 8% reduction in energy consumption, eliminated in excess of 1,000 automobiles from their fleet (they now turn in cars at 100,000 miles, not 60,000), with a savings of \$32 million and reduced out change order rate from 20%-5%, with a savings of \$40 million.



Mr. James Creedon
Secretary of the Department
of General Services

Minimum Wage-What Your Business Needs To Know

The Pocono Mountains Chamber of Commerce Human Resources Committee invites small business owners and HR practitioners to its Wednesday, January 17, 2007 breakfast from 8 a.m. - 9 a.m. at the Best Western Pocono Inn in Stroudsburg. The breakfast includes a presentation titled Minimum Wage: Ten Compliance Pitfalls & Ten Best Practices in 20 Minutes, by Vickie Mavis and Tom Hackett of Core People Resources, LLC. Learn what the Commonwealth of Pennsylvania expects of you and how you can recruit and retain the best employees-based on the new Pennsylvania minimum wage.

Membership Anniversaries

10 Years

Candlelight Caterers
J.R. Drywall & Steel Framing

5 Years

Glenbrook East Apartments

Congratulations!

Welcome New Members

The following new members are not listed in the 2006 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

Adams Political Research & Consulting, Inc.
Dr. Kimberly S. Adams
PO Box 968
East Stroudsburg, PA 18301
(601) 212-6480
kimberly@adampoliticalresearch.com
www.adampoliticalresearch.com
CONSULTANTS

American Heritage Mortgage Services, Inc.
Gene Hagerty
408 Main Street
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Chamber Announces Award Winners

*Linda Seliger*

The Pocono Mountains Chamber of Commerce held its Annual Awards Banquet on November 1, 2006 at Ridgcrest at Stroudsmoor. The banquet honored six very dedicated members of our community, who have contributed to making the Poconos a better place to live and work. This year's award winners are:

Linda Seliger, owner of Hair Alternatives, received the ATHENA Award for her support of all the local schools, American Cancer Society, Feed the Children, and the American Heart Association. She is currently involved in the Look Good Feel Better Program at the Hughes Cancer Center and is in the process of becoming re-certified. Linda will begin working with the Women's Resources Center shortly, where she will start an incentive program in their Cosmetology Department.

*Faye C Cyphers*

Faye C. Cyphers, employed at the Tannersville Inn for more than 20 years, received the Humanitarian of the Year Award for her outstanding contributions to our community. Ms. Cyphers opened her home to two young men for two years, cared for 15 foster children and also cared for a farmer, through Monroe County Office of the Aging, for almost ten years. She serves as an usher, greeter, special events cook, and social ministry committee for her church, St. Paul's Evangelical Church. She also delivers sleeping bags for the homeless, care packages for college students, and visits and delivers cards for shut-ins.

*Glenn Watt*

Glenn Watt, President and CEO of Backbone Security.com, Inc. received the Businessperson of the Year Award for his experience in security solutions to the information technology community. He has a unique blend of academic, government, and industry experience that forged expertise in networking, security, and executive management. In 2005, Mr. Watt was selected as the "Entrepreneur of the Year" in Northeast Pennsylvania.

*Stephen Cunningham*

Stephen Cunningham, Vice President, Community Development, of Pocono Medical Center received the Citizen of the Year Award for his exceptional community services. Mr. Cunningham is President, Board of Directors for Pocono Healthy Communities Alliance; Vice President and Board of Directors for Pocono Services for Families and Children, and Board of Directors for Leadership Pocono, Inc. He is also a member of several local organizations and received the Paul Harris Fellowship Award from the Rotary Club of the Smithfields.

*W. Jack Wallie*

W. Jack Wallie, a retired local banker, received the Frank Schoelch Community Commitment Award for his dedication to his career in banking and extensive community involvement. Mr. Wallie began his banking career in 1959 at East Stroudsburg National Bank (now known as PNC Bank). In 1983, he became the first full time President and CEO of East Stroudsburg Savings Association (now ESSA Bank & Trust Co.) Jack served on many boards, including the Pocono Medical Center, Pocono Medical Center Foundation, East Stroudsburg University, Economic Development Council of Northeast PA, and Lehigh Valley Savings League, to name a few.

*Larry Simon*

Larry Simon, Chairman and CEO of the LTS Group, received the Chairman's Business Award for his outstanding leadership role in corporate citizenship as well as his contribution of numerous sponsorships and charitable initiatives supporting the LTS mission of "Building a Better Tomorrow...Today." As he expands into multifaceted real estate construction and development projects with the new Penn Regional Business Center, Mr. Simon continues to focus on the needs of the community.