

# THE MAIN LINE'S BUSINESS MONTHLY

www.mlcc.org

October 2012 · Business e-news to Members of The Main Line Chamber of Commerce



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## Featured Events

**October 5, 2012**

**7:30 - 9:30am**

Make More Save More Series™

[Register Now](#)

**October 16, 2012**

**8:00 - 10:00am**

Main Line Society of Professional Women™

[Register Now](#)



## GOLD LEAF CELEBRATION

September 27, 2012

Title Sponsor:



Presenting Sponsor:



Photography Provided By:



EILEEN CONNOLLY-ROBBINS OF MLCC (LEFT), HELENA DEVEREUX WOMEN IN LEADERSHIP AWARD WINNER DONNA ALLIE OF TEAM CLEAN, LEAH YAW OF TITLE SPONSOR DEVEREUX AND BERNIE DAGENAIS OF MLCC



HELENA DEVEREUX WOMEN IN LEADERSHIP WINNERS: LINDA GALANTE OF STRADLEY RONON (2011), DONNA ALLIE OF TEAM CLEAN (2012), EILEEN CONNOLLY-ROBBINS OF MLCC AND IRENE HORSTMANN HANNAN (2010)



AS DONNA ALLIE ACCEPTED THE AWARD, SHE SPOKE ABOUT HER JOURNEY AND HOW SHE COULDN'T HAVE DONE IT WITHOUT HER TEAM



OVER 300 BUSINESS PROFESSIONALS ATTENDED THE EVENT TO SUPPORT WOMEN'S LEADERSHIP AND DONNA ALLIE



SEVERAL GUESTS OF TITLE SPONSOR DEVEREUX WERE IN ATTENDANCE TO HONOR DONNA ALLIE

## Letter from President and CEO: Turning the final quarter into a winner



It's hard to believe we are in the final quarter of 2012. This is such an important time of year for all our businesses. It's time to take stock of where we are compared to our goals for the year, plot a realistic path to end the year as strongly as possible and develop strategies for 2013.

What makes a business tick? Certainly drive is necessary, along with a viable business model, products or services that people want or need, and adaptation. The ability to change in light of new facts and emerging strategies is essential, but knowing when to stick with a strategy is also important.

Focus, above all else, is necessary to achieve business success. Let's pledge to prioritize properly in these final months of 2012.

At The Main Line Chamber of Commerce, we're focused on bringing together members to spark ideas and partnerships. Twenty one companies joined the Chamber in September and their leaders look forward

to building new mutually beneficial relationships.

We're working hard on producing a spectacular Red Carpet Dinner and Main Line Gives Back Awards on Nov. 15. If you haven't yet nominated a company – perhaps your own – to win an award, we encourage you to do so [here](#) and take advantage of the potential publicity that comes with celebrating volunteerism and philanthropy. (The deadline is Oct. 9) At the event itself, the Capitol Steps political satire singing group from Washington, D.C., and remarks from Lincoln Financial Group CEO Dennis Glass bring promise of an informative and fun-filled evening – a great place to entertain a client or partner who is important to the future of your company.

We look forward to working with you in the months ahead.

Regards,

Bernard Dagenais

## Make More Save More™ - September 7, 2012

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NICK SAKIEWICZ, FOUNDER OF THE PHILADELPHIA UNION, GAVE THE INTRODUCTORY REMARKS AND SHARED HIS PROVEN ADVICE FOR LEADING WITH PASSION



CHRISTINE ANDERSON AND JOAN CHRESTAY OF PLATINUM SPONSOR SAINT JOSEPH'S UNIVERSITY



MARTIN McLAUGHLIN, MANAGING PARTNER OF MOSAIC PARTNER, LLC, WAS THE FEATURED SPEAKER AND SHARED HIS STRATEGIC MARKETING AND BRANDING STRATEGIES FOCUSED ON DELIVERING GROWTH

## Business Card Exchange - September 12, 2012

Thanks to our Host:

**PriorityCare**



MARK SCHWARTZ OF PRIORITYCARE GAVE TOURS TO ATTENDEES OF THE PRIORITYCARE FACILITY



CARRIE DOHENY AND SUSAN WIX OF FRANKLIN MINT FEDERAL CREDIT UNION AND SUSAN KERSCH OF KERSCH FABRIC NETWORK



TIM ZEIGLER OF KAMELOT AUCTIONS, RAY RABCHUK OF VERTEX FITNESS AND OTHER ATTENDEES LISTEN TO LORI CUNNINGHAM OF PRIORITYCARE TALK ABOUT THE LOCATION

## Main Line Society of Professional Women™ Lunch and Share Conversation - September 13, 2012

Thanks to our Event Sponsors:

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JOE STEFANKIEWICZ OF FRANKLIN MINT FEDERAL CREDIT UNION AND KAREN BARSOTTINI OF COMFORT KEEPERS NETWORK WITH AN ATTENDEE AT THE EVENT



KELLY MCCAULEY OF VERTEX FITNESS, JOYCE LITTLE AND BARBARA ROMAGNOLI NETWORK AT THE TABLE PRIOR TO THE EVENT STARTING



## Government Affairs/Nonprofit Roundtable - September 21, 2012

Thanks to our Host:



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PANELISTS FROM L TO R: CHRIS TABAKIN OF MELMARK (MODERATOR), LAURA BURNHAM OF ABINGTON ART CENTER, JOAN CHRESTAY OF SAINT JOSEPH'S UNIVERSITY, CAROL GOERTZEL OF PATHWAYS PA AND BRIAN EURY OF DELAWARE VALLEY HEALTHCARE COUNCIL OF HAP



SISTER PATRICIA FADDEN, PRESIDENT OF HOST IMMACULATA UNIVERSITY GAVE THE WELCOME TO THE ATTENDEES



JOEL SMITH OF J. F. SMITH & ASSOCIATES AND BILL TYSON OF AQUA, PENNSYLVANIA

## Giant Main Line Run - September 23, 2012

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## Network at Noon - September 24, 2012

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KATE BROGAN OF CRADLES TO CRAYONS (LEFT) AND BETTY WU OF PRESBYTERIAN CHILDREN'S VILLAGE (RIGHT) STAND WITH EVENT SPONSOR JEFF LENDERMAN OF USI AFFINITY, THE BENEFIT SOLUTIONS GROUP



CAMERON COTE OF SUSANNA FOO GOURMET KITCHEN, KATHLEEN McNALLY OF EXECUTIVE COMMONS, BOB WEBER OF WSI DIGITAL WIZARDS AND DENNIS WOLF OF REPUBLIC BANK



ROBERT THOMASON OF WAYNE BED & BREAKFAST INN, RODERICK WOLFSON OF WOLFSON ARCHITECT AND DYLAN WADELL OF NORTHWESTERN MUTUAL - EASTERN PENNSYLVANIA

Save the Date: Red Carpet Dinner - November 15, 2012

## 2012 Red Carpet Dinner

*The Perfect Client Appreciation Event of the Season*

**When:** November 15, 2012 · 5:30pm

**Where:** Drexelbrook Corporate Events Center, Drexel Hill

Red Carpet Entertainment:



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With Remarks By:



Dennis Glass,  
President and CEO  
Lincoln Financial Group

Main Line Gives Back Awards:

Honors companies' efforts to enhance the community through support for nonprofits and other community-focused endeavors. Companies are encouraged to self-nominate or nominate clients.

[Click here](#) for nomination forms  
**Due October 9, 2012**

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Interested in offering a Member to Member Discount? Contact Michele at [MMeckler@mlcc.org](mailto:MMeckler@mlcc.org)

## 2013 Leadership Main Line Class Applications



**Deadline to Apply:  
5:00 pm on October 24**

Leadership Main Line (LML) develops personal leadership skills, with a particular focus on nonprofit board service.

Participants learn to create a rewarding legacy for themselves and their companies as they make connections with the region and the people who help power it.

Click [here](#) to see a list of companies that have participated

Click [here](#) to view a one-page overview of LML for 2013

For more information or to apply online:

[www.LeadershipMainLine.com](http://www.LeadershipMainLine.com)

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# Welcome New Members

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Ms. Bridget Mercer, Office Manager  
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bmerc@hbtusa.com  
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### ★ THE HERNANDEZ AGENCY - STATE FARM

Mr. Cristian Hernandez  
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Havertown PA 19083  
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cristian.hernandez.u6pt@statefarm.com  
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# Member News

## RSVP OF MONTCO TO HOLD 7TH ANNUAL 5K RUN AND 1 MILE WALK



RSVP of Montgomery County has partnered with Elmwood Park Zoo in Norristown to host its 7<sup>th</sup> Annual **Run Wild** 5K & 1 Mile Walk, benefiting Children's Literacy Programs in Montgomery County. The event will be held on Sunday, October 7, 2012, starting at 9 a.m. The 5K theme is **Run Wild**. The run course will start at the Elmwood Park Zoo (1661 Harding Boulevard in Norristown) and continue on the quiet neighborhood streets before ending at the zoo's Canopy Pavilion, offering participants a chance to visit with the animals. The major sponsor of the event is Merrill Lynch Wealth Management. Click [here](#) to register.

## IMMACULATA UNIVERSITY TO OFFER CLASSES IN CENTER CITY

Immaculata University is now offering four of its accelerated degree completion programs in Center City Philadelphia: Emergency Planning and Management, Health Care Management, Information Technology in Business, and Organizational Management. These programs are available in partnership with the Pennsylvania Institute of Technology (P.I.T.) at its Curtis Center location on 6<sup>th</sup> and Walnut streets. Just two blocks from the Liberty Bell and Independence Hall, the Curtis Center is easily accessible by car or public transportation. Click [here](#) for more information.



## MAIN LINE RESTAURANT WEEK A HIT ON THE MAIN LINE



Several members were a part of 2012 Fall Main Line Restaurant Week, an event where participating restaurants across the Main Line and Philadelphia's western suburbs offered special, prix fixe menus showcasing its chefs' greatest dishes. Member restaurants were:

**Alfredo's BYO · Gullifty's Pizza Bar and Grille · Landmark Americana Seasons 52 · The Capital Grille – King of Prussia**

## NORTHWESTERN MUTUAL TO SPONSOR 11TH ANNUAL BUDDY WALK

Northwestern Mutual-Eastern Pennsylvania is sponsoring the 11th Annual Buddy Walk on October 7 at 10:30 a.m. at the Villanova University Stadium. The walk is hosted by the Children's Hospital of Philadelphia and benefits its Down Syndrome Program. Click [here](#) for more information.



## PROMOTIONULTRASOURCE.COM TO SELL BUSINESS MOBILE APPS



PromotionUltraSource.com is announcing the launch of its digital marketing solutions at PromotionUltraApps.com. All Chamber Members who opt to enter into this digital marketing venue with a new customizable mobile app from PromotionUltraApps.com will receive a \$50.00 rebate off one month's hosting fee with unlimited free monthly marketing message alerts (terms & conditions apply). Click [here](#) for details.

## PALS FOR LIFE ANNUAL BENEFIT SET FOR OCTOBER 19

Pals for Life, a non-profit organization dedicated to providing companion animal programs to people who need them, will be hosting its annual benefit on October 19 at Waynesborough Country Club in Paoli at 6:30 p.m. The benefit, titled "Bow Wow Luau", will feature a live and silent auction, fabulous food and an open bar. Email [Paula@palsforlife.org](mailto:Paula@palsforlife.org) for more information.



## CEO ROUNDTABLE MEMBERS NAMED TO PHILLY TOP 100 LIST



Several members of the MLC CEO Roundtable have been named to the Philadelphia Top 100 list. The list, which is run by the Wharton Small Business Development Center, The Entrepreneurs' Forum of Greater Philadelphia, and the Philadelphia Business Journal, identifies and honors the 100 fastest growing, privately held entrepreneurial companies in the Greater Philadelphia Region.

- **Nanette Carney, The Carney Group**
- **Chris Smith, Transit Systems**
- **Bill Dalton, Bridgepoint Insurance Group**

The winners will be recognized at the Philadelphia 100 awards ceremony on October 24. Click [here](#) for more information.

## MAIN LINE TODAY TO HOST WOMEN ON THE MOVE LUNCHEON

Main Line Today will be hosting its annual Women on the Move Luncheon, which honors women making an impact on the Main Line and beyond, on Thursday, October 11 at the Radnor Valley Country Club from 11 a.m. - 2 p.m. The Keynote Speaker will be Sarah Martinez Helfman, Executive Director, Philadelphia Eagles Youth Partnership. Tickets are \$45 each, or a table of ten is \$400, and includes lunch and a six-month subscription to *Main Line Today* magazine. Click [here](#) for tickets.



## GVF TMA TO HOST FIRST ANNUAL 5KOP RUN



GVF TMA will be hosting its first ever 5KOP King Run on Saturday, October 20<sup>th</sup> at 9 a.m. The course takes you through the typically busy streets of the King of Prussia Business Park and encourages all participants to dress like royalty. Put on your most regal attire and get ready to run. Prizes will be awarded for the top overall male and female finishers in various age brackets. Click [here](#) to register.



# Make More Save More Series™

## PLATINUM SPONSOR SPOTLIGHT: Saint Joseph's University

The Saint Joseph's University Initiative for Family Business and Entrepreneurship is a membership-based organization offering numerous educational and networking programs and resources to help family businesses achieve family unity and prosperity, continue their legacy of entrepreneurship, and create social and economic wealth across multiple generations.



Our services for members include:

- **Knowledge:** Five yearly educational and benchmarking seminars on topics tailored to the needs of family businesses.
- **Setting a Family Business Agenda:** An individualized game plan for family business—a survey-based “ownership strategic plan.”
- **Entrepreneurial Skill Building:** A customized evaluation and skill-building tool for successor entrepreneurs.
- **Special topics workshops:** Programs in finance for non-financial managers, social media, family constitutions, eCommerce, and setting up a board of directors.
- **Peer-based forums for learning and professional growth:** Affinity groups for CEO's, successors, young execs, women.
- **Customized Consulting:** Individualized support tailored to each family business's needs.
- **Networking and Business Development:** HawkWired (electronic discussion group), High Ground (blog), and social events.

In order to deliver these services and programs, the Center depends on guidance and support from **Corporate Partners**. In turn, we ensure that our members clearly understand the unique value proposition of each of our partners. Our partners include:

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To learn more, please contact Michael McGrann, [mmgrann@sju.edu](mailto:mmgrann@sju.edu).



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## Go Green Committee Update - Rosemont College Sustainability Fair

Chamber member **Rosemont College** hosted the Chamber's GO Green Committee among many exhibitors at its September 15<sup>th</sup> Sustainability Fair. **GO Green's Chair, Roderick Wolfson of Wolfson Architect** conducted a survey of visitors on what businesses are doing well and could be doing better to improve environmental sustainability. Alan Preti, Director of Rosemont's Institute for Ethical Leadership and Social Responsibility noted that sustainability is an opportunity for businesses to distinguish themselves as ethically-guided.

Businesses were commended for using paperless communications. They were encouraged to put recycling cans next to each trash can, recycle more, install occupancy sensors instead of light switches, and turn off their lights after closing. The consumer input was a good reminder to Chamber members that they can distinguish themselves from their competition by modeling leadership in both recycling and saving energy and natural resources.

Other Chamber members at the Sustainability Fair were **West Laurel Hill Cemetery** represented by Family Service Representative **Kevin McCormick** who discussed its natural burial cemetery section and green burials and new Chamber member **Kimberly Ashman of Body in Joy** who displayed artistic tee-shirts all made of organic cotton.



GO GREEN CHAIR RODERICK WOLFSON OF WOLFSON ARCHITECT SURVEYS VIEWS ON GREEN BUSINESSES AT THE ROSEMONT COLLEGE SUSTAINABILITY FAIR SEPTEMBER 15<sup>TH</sup>

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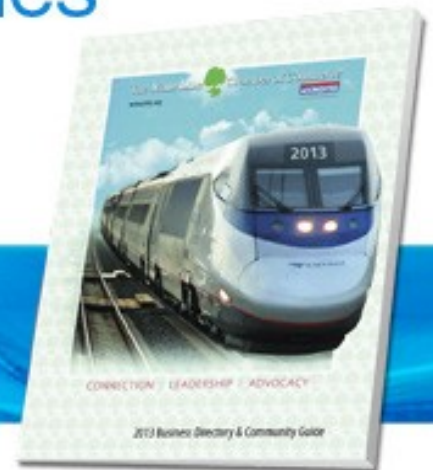
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Contact: **Bob Dahlhausen**  
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Produced and Published by Chamber Member Atlantic Communications Group, Inc.  
Proud member of the Main Line Chamber of Commerce.

# Upcoming Events

Click here to  
[register](#) for  
upcoming events!

## October 2012

- 3 W Young Professionals:** Nolan Painting, Havertown, 5:30-7:30pm
- 5 F Make More Save More Series:** "Lessons from Serial Entrepreneurs" Philadelphia Marriott West, Conshohocken, 7:30-9:30am
- 11 Th New Member Breakfast:** MLCC, 8:30-10:00am
- 16 T Main Line Society of Professional Women:** "Local Entrepreneur Turned Millionaire: Steps to Ensure Your Success" Radnor Valley Country Club, Villanova, 8:00-10:00am
- 18 Th Business Card Exchange:** AME Salon & Spa, Wayne, 5:30-7:30pm
- 19 F Nonprofit Roundtable:** "Using Technology to Make Your Case for Support" MLCC, 8:00-10:30am
- 22 M Network at Noon:** Yangming, Bryn Mawr, 11:30am-1:30pm  
Sponsored By: Peterson Insurance Services

## November 2012

- 2 F Make More Save More Series:** "Technology at Work: Online Tools that Work Now" Philadelphia Marriott West, Conshohocken, 7:30-9:30am
- 8 Th Young Professionals:** Valley Forge Casino Resort, King of Prussia, 5:30-7:30pm
- 15 Th Signature Event: Red Carpet Dinner, Drexelbrook Corporate Events Center, Drexel Hill, 5:30pm**
- 16 F Nonprofit Roundtable:** "Very Important Philanthropists" MLCC, 8:00-10:30am
- 26 M Network at Noon:** Yangming, Bryn Mawr, 11:30am-1:30pm  
Sponsored By: Executive Commons
- 28 W Main Line Society of Professional Women:** "5 Generations, 1 Workforce - Are You Ready?" Radnor Valley Country Club, Villanova, 11:00am-1:30pm

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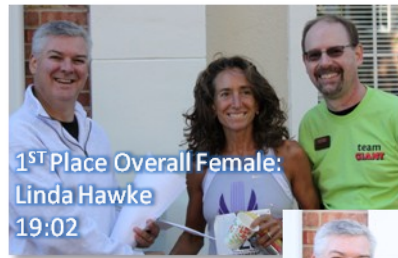
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# 2012 GIANT MAIN LINE 5K RUN RACE RESULTS



## TEAMS



## INDIVIDUALS



For full race results: [www.mainlinerun.org](http://www.mainlinerun.org)

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