



Business UPDATE

For more than 50 years, we have been "Minding Your Business" to help grow YOUR customer base in the Collegeville, Trappe, Schwenksville, Limerick, Lower Frederick, Lower Providence, Skippack, Oaks and Upper Providence areas.

February, 2010

Comcast® *Public Affairs Series*



January 15th *Energy Issues in the Commonwealth: Rate Caps, CFL's, Peak Demand*

Pennsylvania Public Utility Commissioner Robert Powelson addressed PV Chamber, presented by COMCAST Public Affairs Series at Ursinus College, Pfahler Hall, in the Musser Auditorium.

Photo: Tom Gailey, GaileyMurray Communications, PV Chamber GAC Chairman; Public Utility Commissioner Robert Powelson; Brian Jeter, Comcast, Title Sponsor; Trevor Hart, Harleysville National Bank, PV Chamber Chairman; Allison Pipitone PA Public Utility Commission; and René Blomstrom, PV Chamber.

The presentation is available for downloading from the PV Chamber's site at www.PVchamber.net, *Upcoming Events*, or call 610-489-6660. Watch for updates in our weekly emails for the details of the next Comcast Public Affairs Series!

PA Public Utility Commissioner Robert Powelson detailed the process of the 2011 Energy Deregulation by presenting some of the history and the planned actions to be taken by the Public Utility Commission. www.puc.state.pa.us

Tips for Consumers and Businesses:

- ⇒ **Shop and research Electric Generation Suppliers** (EGSs) and compare power prices with those of your incumbent utility to get the best rate. There are more than 70 licensed EGSs across the state. A website for finding local EGS providers is in development. Distribution and Transmission charges will continue to be provided by your current supplier. However, billing from an alternative EGS provider would be incorporated on your monthly bill.
- ⇒ **Conserve** - Using efficient Compact Fluorescent Bulbs (CFLs), programmable thermostats, and Energy Star® appliances - turn off lights/unplug appliances when not in use.
- ⇒ **Weatherize** - Get an energy audit for your home or business. Contact your current electricity provider.
- ⇒ **Demand-Side Response** - Consider off-peak and scheduled consumption of energy.
- ⇒ **Pre-payment Plans** - Consider utilizing the pre-payment plans offered by current provider at 6% interest, transferable to any EGS provider.
- ⇒ **Look for Incentives** offered by your energy supplier; incentives range from instant rebates at checkout for purchases of CFLs to scheduled "free" pick up of old appliances.

Visit www.depweb.state.pa.us for more information.



Business UPDATE

Perkiomen Valley Chamber of Commerce
351 E. Main Street, Collegeville, PA 19426
610-489-6660 / Fax 610-454-1270

Email: info@PVchamber.net
www.PVchamber.net

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Brian Ewing	TD Bank
Richard Galup	Phoenixville Hospital
Caesar Gorski	Gorski Construction
Marsha Hurda	Spring Ford School District
Patrick Kelly	Kelly Insurance Agency
Robbie LaRocca	Pfizer
Dan Lejeune	RiverCrest Golf Club & Preserve
Brian Thomas	Ursinus College
Jim Weaver	Perkiomen Valley School District

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Arlene Magargal, Director of Operations
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Communication Consultant:

Tom Gailey, GaileyMurray Communications

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Frank Forsythe, Jr., TechMedic, Inc.

PV Chamber News



In celebration of the 2010 Winter Olympics, Perkiomen Valley and Phoenixville Regional Chamber's of Commerce are TEAMING UP to guarantee you a chance to strive for the GOLD MEDAL in Networking.

All events at each Chamber during February are open at member pricing! Expand your contacts to include the Phoenixville market by attending all February events.

February 9th

Phoenixville Regional Chamber Breakfast Meeting

Topic: Chamber 101- Get the best return on your Chamber investment
7:15 to 9:30 a.m.

The Columbia Station, 4 Bridge Street, Phoenixville.

Cost: PRCC & Perkiomen Valley Chamber Members: \$18 for pre-registration by 3:00 p.m. the day before, \$20 at the door, and \$25 for non-members. RSVP to 610-933-3070

February 13th

PV Chamber Night at Reading Royals!

Join us and cheer on the first place Reading Royals.

Reading Royals vs. Trenton Devils - Saturday - 7:05 p.m.

Price: \$7.50 (half off the walk-up price) Link to tickets:

<http://www.royalshockeyevents.com/perkiomen>

Contact Justin Kauffman at 610-898-7216 or email him at jkauffman@royalshockey.com with any questions.

February 16th

After-Hours Networking at THE TRAPPE TAVERN

Join PV Chamber & Phoenixville Regional Chamber Members to cheer on the Winter Olympics!

5:00-7:00 p.m.

Upstairs at The Trappe Tavern for hor d'oeuvres & cash bar

416 Main Street, Trappe

Cost: \$10 per person

February 18th

Build Your Business Networking Luncheon

Speaker Matthew Goerke

Topic: Tools for Memory Development in Business

Sly Fox Brewing Company

312 N. Lewis Rd., Royersford

\$20 in advance, \$25 at door/Non-Member

February 24th

Phoenixville Regional Chamber Business Card Exchange

4:30pm - 6:30pm

Franklin Commons

400 Franklin Ave., Phoenixville, Pa. 19460

March 2nd

Mixer at Phoenixville Tax Tacklers

Phoenix Tax Consultants LLC "The Tax Tacklers"

4:30-6:30 p.m.

300 Bridge Street, Phoenixville

Registration details online at www.PVchamber.net, *Upcoming Events.*

RiverCrest Golf Club & Preserve House Membership Raffle!



Congratulations to Cynthia and William Snyder of **FLANAGAN'S PRESCHOOL**, who won the RiverCrest Golf Club & Preserve House Membership! Cynthia has run the nutrition program at Flanagan's Preschool for the past 11 years. Her husband, Bill, is the Assistant Manager at Acme in Limerick. Flanagan's Preschool is owned by Phoenix Children's Academy, headquartered in Arizona, opened in 1997.

This opportunity was generously donated by Dan Lejeune, CEO of **RIVERCREST GOLF CLUB & PRESERVE** and launched at this year's Holiday Mixer.

RiverCrest Golf Club is home to great golf, award-winning cuisine and the best private club experience in the Philadelphia area!

Photo: Dan Lejeune and Mark Gimble lead the way on a tour of the fabulous Rivercrest Golf Club, they are standing in front of the golf pro shop with Cynthia and Bill Snyder.

Enjoy the many advantages of RiverCrest including:

- ☞ A beautiful new 49,000 sq. ft. clubhouse
- ☞ State-of-the-art audio-video capabilities for professional presentations
- ☞ Video conferencing equipment suitable for executive meetings
- ☞ Rooms for 15-person board meetings to special celebrations up to 350.
- ☞ Full range of menu options from continental breakfasts to elegant dinners.
- ☞ International menus: Asian, Italian, French, Mexican and more.
- ☞ Team-building events featuring golf outings and culinary classes.



Contact Toni Vennetilli at 610-933-4700 X105 or email tmv@rivercrestgolfclub.com at RiverCrest Golf Club & Preserve to plan your next event or program.

Many thanks to all who participated in the raffle!!



Logo designed by Epps Advertising

A Women's Expo is in the planning stages. Call PV Chamber office for sponsorship information or to join the planning committee.



PV WIN - Women in Networking

The First Monthly Meeting of the new PV Chamber Women's Committee was a luncheon held on January 21, 2010 at Jannie's Asian Bistro, on Ridge Pike in Limerick. Many women gathered to hear about this new committee and upcoming plans.

We were pleased to present Life Coach and mentor, Nancy Baker for this first meeting. Topic: Changing the way you do business in the 21st Century! Nancy's presentation was based on the book, "55 Concepts for Conscious Living," by Michael Cavallaro. Nancy provided tips to change ourselves from within to achieve success!





About Our MEMBERS

The Philip and Muriel Berman Museum of Art at **URSINUS COLLEGE** has received several works by artist Ben Wilson (1913-2001), who is known for his personal style of Abstract Expressionism. The gift was made by the artist's daughter, Joanne Jaffe, from the Ben and Evelyn Wilson Foundation. The Berman Museum is open Tues-Fri: 10 a.m. to 4 p.m., S/S 12:00 to 4:30 p.m. Closed Mondays and college holidays. The Museum is free admission and accessible to all.

The November **WOMEN BUSINESS OWNERS IDEA CAFÉ** monthly meeting was attended by 15 local business owners who donated several new toys for the Toys For Tots Foundation. In September and October, the WBOIC donated canned goods to Manna on Main Street in Lansdale. Manna provides a soup kitchen and food cupboard, and programs to help individuals in need. The WBOIC offers a platform for education, information, and motivation for business owners of all experience levels, backgrounds, and industries. While there are no dues or fees for membership, there are two entry requirements, as the name of the group implies: (1) membership is for women and (2) you must be the owner or partner in an established business. www.wboideacafe.com.

SIMPLY BE WELL, a natural healing center, located at 1246 Colledgeville Road in Skippack offers therapeutic massage and acupuncture as a way to reduce stress and pain from everyday life. Acupuncture can help with migraines, back pain, infertility, digestive disorders, pain and many other issues. A new treatment by acupuncturist Kim Cherry is now available for eliminating allergies. Call 610 584 2439 or visit www.simplybewell.com for an appointment.



Nelly Silva, DMD, **ADVANCED DENTISTRY OF COLLEGEVILLE** is a premier dental health practitioner in the Philadelphia area, presently serving the communities of Colledgeville, Royersford, Phoenixville, Norristown, King of Prussia and beyond. Her practice specializes in general dentistry, restoration and cosmetic improvement solutions. Since the inception of Advanced Dentistry, Dr. Silva has been determined to change the perception of dental practices. In response to this challenge, Dr. Nelly Silva chose Colledgeville's newest office building, the 399 Arcola Road building at Providence Corporate Center in Colledgeville, and is currently seeing a remarkable increase in new patients. Advanced Dentistry is located near the Route 422 & 29 interchange, which is convenient and accessible for all. 610-489-5555. www.colledgevilledentistry.com

Chris Hightower and Peter Gaunt have joined the local wealth management firm of **DEVON FINANCIAL PARTNERS, LLC**. Hightower will focus on retirement planning and asset management for current and future retirees. He attended St. Joseph's Prep for high school and Widener University. Gaunt, a Financial Representative, is a graduate of Radnor High School and Misericordia University. 610-293-8330.

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PV CHAMBER BOARD OF DIRECTORS ON COLLEGEVILLE SHOPPING CENTER:

The PV Chamber of Commerce Directors met at the November Board Meeting and issued a letter to Judy Spires, President of ACME Markets, Eastern Division:

The PV Chamber supports business to enhance the overall quality of life in the community. At the present time, the vacancy left by the departure of ACME, the anchor store in the Collegeville Shopping Center, has left our business members and other merchants in the center in a tenuous position. Adding to the current state of the economy in the region, developing business is vital to the community. On behalf of the businesses in the center, we respectfully request information on your plans for the facility. Are you looking for other retail merchants to take over the lease? If you are retaining the lease, when might we expect the store to re-open? How can we assist in developing business for the site?

RESPONSE RECEIVED ON DECEMBER 11, 2009:

ACME is in no way blocking a tenant from leasing this space. We are actively marketing the property and are open to all reasonable offers. We continue to work with our broker to find a tenant for the space and again are open to work with any prospective buyer to come to a suitable agreement. We did receive an offer from Shop Rite, and offered to continue negotiations, however they refused to sign a confidentiality agreement, a standard requirement for all potential tenants. We currently are speaking with three prospective tenants and hope to have the space leased soon. We are in contact with the Collegeville Economic Development Corporation.

SUNPOWER BUILDERS on PA House Bill 80 - As a long time Perkiomen Valley Chamber member, I would like to advocate for HB80, known as the Alternative Energy Portfolio Standards Act.

The PA Chamber of Business & Industry has taken a position to oppose HB80, however, this position fails to note the lost opportunity costs in regard to job creation and economic development - both significantly affecting PA's small business community and thereby the growth and success of my family's solar business, **SUNPOWER BUILDERS**. According to a report released by Black & Veatch, "the growing advanced energy industry is projected to add over \$25 billion to the commonwealth's economy."

HB80 creates many benefits to consumers, including a net decrease in energy costs. Black & Veatch noted that an increased supply of electricity generated by alternative energy sources like wind and solar power that use no fuel, will place downward pressure on overall electricity prices and result in savings for consumers. The solar industry's detailed analysis of ratepayer impact mirrors the Black & Veatch study, putting the initial rate increase on small businesses to be only around 1% and actually declines in the out years of the requirement.

A yes vote on HB80 is a vote for a diverse portfolio of energy sources, ensuring long-term electricity reliability and availability, as well as reduced costs by cutting peak demand. HB80 will also expand support for traditional PA energy industries, with investments in innovative technologies such as carbon sequestration, ensuring that the PA coal industry will remain at the forefront of national and international energy development.

A yes vote on HB80 is a vote for jobs! The solar industry is largely comprised of small, local companies creating sustainable, green jobs throughout the state. In 2000 there were approximately 25 solar installation companies in PA. Today, as a result of the PA Energy Independence Strategy, there are over 300 solar companies in the state employing thousands of Pennsylvanians. Solar jobs are high paying, multi-skilled positions for all 67 PA counties and they can't be exported.

While unemployment continues to hover around 10%, PA cannot afford to turn its back on the 125,000 new job-years of construction and ongoing operation jobs between now and 2026 that will be created with the passage of HB80 (a job-year is defined as 2080 hours of employment over a single year.)

Federal climate change legislation is now stalled in Washington. PA must take a lead and a proactive, innovative approach to alternative energy, so as not to fall behind surrounding states in industry development, technology and supply.

Please urge your legislators to support responsible energy choices, to create jobs and benefit consumers, and serve as a hedge against higher electricity prices. Please do not hesitate to contact me, Kira Costanza, **SUNPOWER BUILDERS**, with any questions - I can be reached via email at kira@sunpower-builders.com or at 610.489.1105, www.sunpowerbuilders.com.

The Black & Veatch study is available on the Community Foundation for the Alleghenies website at: www.cfalleghenies.org, or on the Black & Veatch website ("News & Publications" then "Reports & Studies") at www.bv.com.

UNIVEST CORPORATION demonstrated its ongoing support to the communities it serves by providing financial support of over \$288,000 to nonprofit organizations during the second and third quarters of 2009. Univest was recognized as a top corporate giver at the annual Corporate Philanthropy Summit in Philadelphia. Recently, Univest was named one of the 100 Best Places to Work in PA for 2009. This is the fourth consecutive year Univest has earned this designation. www.univest.net.

PHOENIXVILLE HOSPITAL's Healthy Woman celebrates its 4th Anniversary on Wednesday, April 21, 2010. Keynote Speaker is Dr. Marie Savard. Participate in the Health Expo, provide a giveaway, advertise in the program or sponsor a table. For more information contact Anna Mae Galbraith at 610-983-1295.

COLLEGEVILLE ROTARY CLUB's annual Pancake Breakfast will be held Sunday, February 28th from 8:00 a.m. to 1:30 p.m. (\$8.50 for adults and \$4 for children.) Sponsors are welcome on the placemat for the breakfast visited by hundreds of community residents at this annual Rotary event. Ads are \$50-2 x 3.5". To get involved, contact Kira Costanza, Rotary Club Member at 610-489-1105.

SIGN*A*RAMA offers a free banner to the families of soldiers welcoming home their loved ones. The objective of the program is to recognize and thank individual Soldiers, Sailors, Airmen and Marines for their service in Iraq and Afghanistan. One free 2'x 4' banner provided for each returning serviceman standardized for each of the forces and the homecoming date. To participate, you must be a local resident and be able to pick up the banner at our store in Royersford. Military families should call Royersford Sign*A*Rama with the name, rank, service (Army, Navy, etc.) and date for the homecoming. Feel free to call 610-948-2040 with any questions.



John E. Ohler, Sr., Broker-Owner of **RE/MAX ACHIEVERS INC.** is excited to announce the opening of Boyertown's very first real estate franchise - The Randal Doaty Group - bringing the voice of experience to the new office along with their strong local connections and familiar name throughout the region. Broker/Owner John Ohler offers, "The Randal Doaty Group has built a reputation made of gold. The Group is creative, professional, ever giving and unconditionally committed to their customers and clients. The Randal Doaty Group truly changes peoples lives through their real estate work and their community service." RE/MAX Achievers' Boyertown Franchise and The Randal Doaty Group are located at 329 E 2nd Street, Boyertown, PA, 610-367-7007. The new facility is a full service real estate office specializing in Residential, Commercial and Land Development Real Estate Services.

GOVERNMENTAL NEWS:

2010 Automobile Mileage Rates - Internal Revenue Service issued the 2010 optional standard mileage rates used to calculate the deductible costs of operating an automobile for business, charitable, medical, or moving purposes.

- 50 cents per mile for business miles driven
- 16.5 cents per mile for medical or moving purposes
- 14 cents per mile for charitable organizations

State Senator Bob Mensch Notes:

PA Dept. of Transportation offers a special vehicle license plate honoring veterans of the Army, Navy, Air Force, Marine Corps, and Coast Guard, according to Senator Bob Mensch. Honorably discharged veterans should complete Form MV-150, the U.S. Military Veteran Registration Plate Application, send a certified copy of DD-214 and \$20 fee to PENNDOT, Bureau of Motor Vehicles, 1101 South Front St., Harrisburg, PA 17104. Form: www.dmv.state.pa.us/pdofforms/mv_forms/mv-150.pdf.

The PA Higher Education Assistance Agency (PHEAA) is an aid to help students select schools and find potential sources for financial aid, according to Senator Bob Mensch. EducationPlanner.org offers information on choosing a major, selecting a school, admission details, and funding. The site www.pheaa.org includes tools to compare schools and their financial aid packages. It also offers information and links to more than 4,000 post-secondary schools.

For more information contact Senator Mensch's office at 215-527-1215 or visit <http://senatormensch.com>.



VICTORY BANK celebrates the one year anniversary of its Limerick office and headquarters at 548 North Lewis Road in Limerick just off the Route 422 Limerick/Linfield exit. The

bank includes an open lobby which features comfortable amenities to meet and serve clients, two conference rooms available for bank clients and business owners to use for meetings and presentations, two drive-through teller windows, a drive-through ATM and night deposit services. In addition, The Victory Bank offers courier service, remote deposit capture and cash management services. The Victory Bank is a locally owned and operated commercial bank headquartered in Limerick. The bank was founded to optimize the financial lives of businesses, professionals, and consumers primarily in Montgomery, Chester and Berks Counties. 610.948.9000 / www.thevictorybank.com.

EDWARD JONES was ranked No. 2 by *Fortune Magazine* in the "100 Best Companies to Work For 2010" list. It ranks in the top 10 for eight years! Edward Jones is headquartered in St. Louis, visit the website at www.edwardjones.com and check out the recruiting site at www.careers.edwardjones.com. Local representative Jim DeFoe can be reached at 610-409-8966.

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