OUTLOOK

MAGAZINE

JAN/FEB 2018 ISSUE
LBCCC.ORG

1958 60TH 2018

Anniversary

Featured Article
A LOOK DOWN MEMORY LANE — 60 YEARS AT THE CHAMBER!

Lower Bucks County Chamber of Commerce

Editorial Focus
ECONOMIC DEVELOPMENT, WOMEN IN BUSINESS, REAL ESTATE

The voice of business.

LOWER BUCKS COUNTY CHAMBER OF COMMERCE

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PLANT LADY OF BUCKS COUNTY

COVER DESCRIPTION:
This year, the Lower Bucks County Chamber of Commerce is turning 60! Stay tuned for special events going on throughout the year!

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TABLE OF CONTENTS

Chairman's Message
Brandon McFadden

President's Message
Amy M.B. McKenna

Save the Dates
Events, Committees & Roundtables

Chairman's Message 4
New Chamber Members 4-5
Your Chamber 6-11
Advertisers' Websites 6
Editorial Calendar 10
Through the Years: Historic Fallsington, Inc. 12
President's Message 13
Events 14
Committee and Roundtable Calendar 15
Business Card Exchange (January) 16
The Keynote (January) 17
Business Card Exchange (February) 18
The Keynote (February) 19
Millennial on the Move: Jon Mozes, Trenton Thunder Baseball Club 20
Executive on the Move: Jen Kline Clark, Bucks County Coffee News 21
The Historic Advantage of Leaving the House 22
How to Sell Your Home Fast In 9 Easy Ways 22
About Green Building The Benefits of Green Buildings 24
6 Women Entrepreneurs Share Their Best Advice 25
5 Small Victories to Help Start the Year Off 26
Fates & Happenings 28-29
Feature: A Look Down Memory Lane 30-31

Economic Development • Real Estate • Women in Business

from the Chamber's Chairman of the Board

THE IMPORTANCE OF NPO'S IN OUR ECONOMY

Did you know that NPO's employ 10.3% of the working class in the United States? According to The Bureau of Labor Statistics and U.S. Department of Labor, NPO's account for approximately 11.4 million jobs provided as of 2012. Also, there are over 1.5 million NPO's in the United States playing a critical role in our economy.

NPO'S ECONOMIC IMPACT

NPO's are a steady source of employment for surrounding communities and important businesses that contribute to the success of our economy. They don't only employ a lot of people, but also consume goods and services. Therefore, they generate revenue for businesses that provide computer programmers, accountants, graphic designers and other specialized workers to ensure smooth operation.

In addition, NPO's assist in the development and upkeep of such sectors of society as the arts, economic development, cultural awareness, spirituality, veteran's affairs, and health and wellness. In general, nonprofit organizations have strong ties to their local communities. Through these ties, nonprofits are able to accomplish local development and outreach.

NPO's vast economic contributions are conspicuous in the United States' GDP. According to The Independent Sector, NPO's account for 5.5% of the GDP, which is the equivalent of $805 billion.

Source: ttps://borgenproject.org/importance-non-profits-economy/
https://www.boundless.com/business/textbooks/boundless-business-textbook/introduction-to-business-1/what-is-a-business-22/the-role-of-the-nonprofit-134-3197/

new Chamber members

THE KEYNOTE AT CAPITAL HEALTH

Suzy Buehler (McCafferty Auto Group/Immediate Past Board Chair) and Bill Sheffer (First National Bank & Trust Co. of Newtown/The Keynote Chair) welcomed Michael DeLaurentis (Titan Mobile Shredding, LLC) and Rick Pine (Cinch) to The Keynote.

BUSINESS CARD EXCHANGE AT LOWER BUCKS HOSPITAL

Bruce Robidoux (BC Fire Protection Inc.), Bryan Hughes (Bryan Hughes Business Connections/BCE Chair), Amy M.B. McKenna (Lower Bucks County Chamber of Commerce President & CEO), Barbara Calderone (Cordisco & Saile LLC), and Samuel Scalzo (Langan).

please join us in welcoming

these new Chamber Members as of 11.19.17

Thank You
FOR YOUR
MEMBERSHIP!

THE KEYNOTE AT LIVENGRIN FOUNDATION, INC.

Lower Bucks County Chamber of Commerce President & CEO Amy M.B. McKenna, left, and Bill Sheffer (First National Bank & Trust Co. of Newtown/The Keynote Chair) welcomed new members Kristen Erway (Woods Services), Heather Giampapa (St. Mary Foundation), and Denise Merritt & Denise McLeod (Livengrin Foundation, Inc.) to their first The Keynote monthly morning breakfast meeting.

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mission statement

the mission of the Lower Bucks County Chamber of Commerce is focused on the advancement of its members through programs to EDUCATE on topics relevant to business, to provide opportunities to NETWORK, and to ADVOCATE on areas impacting business.

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the keynote & business card exchange

CAPITAL HEALTH HOSTS THE KEYNOTE

Chris Mangano of Mercadien Technologies gave a wonderful talk about 'Making sense of today's Cyber-Threats' at The Keynote in November.

Left: Chris Mangano (Mercadien Technologies/ Speaker), Bill Sheffer (First National Bank & Trust Co. of Newtown/The Keynote Chair), Rebecca Kelly (Capital Health/Host), Kevin Wiener (Advanced Merchant Group/Prime Sponsor), and Suzy Buehler (McCafferty Auto Group/Immediate Past Board Chair).

Right: As the Prime Sponsor of the event, Kevin Wiener of Advanced Merchant Group said a few words at the beginning of the program.

THE KEYNOTE HELD AT LIVENGRIN FOUNDATION, INC.

Sponsored by 225 Lincoln Properties LP and Hill Wallack LLP, the October The Keynote monthly morning breakfast meeting featured Congressman Brian Fitzpatrick as the guest speaker. Thank you also to Borden Perlman who were supporting sponsors of the event.

Bill Sheffer (First National Bank & Trust Co. of Newtown/The Keynote Chair), Al Mezzaroba (Livengrin Foundation, Inc./Host), Congressman Brian Fitzpatrick (Speaker), Amy M.B. McKenna (Lower Bucks County Chamber of Commerce President & CEO), Denise Bowman (Hill Wallack LLP/Prime Sponsor), and Bill Koelewyn (225 Lincoln Properties LP/Prime Sponsor).

BUSINESS CARD EXCHANGE AT LOWER BUCKS HOSPITAL

It was another great Business Card Exchange at Lower Bucks Hospital!

Top: Lower Bucks County Chamber of Commerce President & CEO Amy M.B. McKenna with Samuel Scalzo (Langan) and Mary Ellen Davis (Lower Bucks Hospital).

BUSINESS CARD EXCHANGE AT PENN COMMUNITY BANK

The Levittown branch of Penn Community Bank was packed with Lower Bucks County Chamber of Commerce members and guests at the BCE in November.

Top Left: Linda Ziff (In Motion LLC "Personal Training & Corporate Wellness") and Leslie Krum (Krum Insurance & Financial Services, LLC).

Bottom Left: Rick Battaglia (Penn Community Bank) and Bill Davis (Ameriprise Financial Services).

LEADERSHIP ALUMNI/YOUNG PROFESSIONALS HAPPY HOUR

The Historic King George II Inn was the setting for a joint Happy Hour with the Leadership Bucks County Alumni and Young Professionals! A delicious spread was provided, along with networking between the two groups, and lots of fun!

PFEW ROUNDTABLE HELD AT THE LOWER BUCKS COUNTY CHAMBER OF COMMERCE

For the past 22 years, the Chamber has hosted a Roundtable Discussion for local high school students who attended Pennsylvania Free Enterprise Week (PFEW) to recount their experiences. The 2017 Roundtable Program attracted over 60 students, sponsors, parents, educators and friends to the discussion! The Lower Bucks County Chamber of Commerce Roundtable program was the first of its kind for many years but has been so successful in spreading the word about PFEW that other chambers across the state have launched their own roundtable programs.

Those chamber members who sponsored this year include American College Admissions Consultants and Lower Bucks County Chamber of Commerce.

Amy M.B. McKenna, Lower Bucks County Chamber of Commerce President & CEO presented a plaque to John Trombetta, who is retiring after 28 years of being the President & CEO of the Foundation for Free Enterprise, PFEW's parent organization. The Chamber wishes John well in his retirement!

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LEADERSHIP BUCKS COUNTY TESTIMONIAL

"The Leadership Bucks County program provided me with an excellent opportunity for personal and professional development. Receiving individual feedback and interacting with other participants helped me incorporate the self-assessment results into my work life as well as personal life in decision making, relationships and goals. As a result of the connections made in the program, I am enjoying new opportunities to serve and impact our community."

Deborah A. Kirkner, The County of Bucks
Leadership Bucks County Class of 2015-16

LEADERSHIP BUCKS COUNTY FOCUSED ON LEADERSHIP STYLES AND STRATEGIC CAPABILITY

The second session of Leadership Bucks County included Team Building exercises with Amy Goldey (The County of Bucks), an Assessments Group Debriefing by Ebbe Skovdal (iDIMENSIONS) and Paul Clough (Fresnel Partners), lunch with each groups mentor, a Leadership Panel discussion with Q&A presented by Shane Fitzgerald (GateHouse Media) and Erin Lukross (Bucks County Opportunity Council, Inc.), a Tour of Tyler Hall & Gardens and a presentation on "How to Become a Social Media Leader" by Jessica Federman (MindShuffle, LLC). Special thanks to Pennswood Village and Sesame Place for sponsoring the program, and to Bucks County Community College and Tobi Bruhn for hosting the second session.

The groups completed a teamwork exercise!

Lower Bucks County Chamber of Commerce President & CEO Amy M.B. McKenna welcomed the newest Leadership Bucks County class to the first session!

LEADERSHIP BUCKS COUNTY HOLDS FIRST SESSION!

Sponsored by Pennswood Village and Sesame Place, the first session of Leadership Bucks County took place at the Lower Bucks County Chamber of Commerce in October. This first session was a welcome, overview and orientation for the class members. During the morning, Leadership Bucks County Co-Chairs Jessica Sweeney (Penn Community Bank) and Ryan Parry (William B. Parry & Son, Ltd.) welcomed the class members, Lower Bucks County Chamber of Commerce Marketing Coordinator Tracy Petock gave an overview of "Leadership on the Website" and provided a list of Chamber social media handles, and Lower Bucks County Chamber of Commerce President & CEO Amy M.B. McKenna welcomed the class and performed an ice-breaker. Later in the day, Ebbe Skovdale (iDIMENSIONS) and Paul Clough (Fresnel Partners) went over the Personal Assessments the class filled out previously, and Chip Baker, Former Human Services Executive, Senior Member, Leadership Bucks County Advisory Committee, and Graduate Emeritus Leadership Bucks County talked about "Leadership Bucks County: A Founding Member's Perspective on Leadership and Change."

editorial calendar focus

MARCH/APRIL

- Non-Profit
- Health & Wellness
- Family Law

JULY/AUGUST

- Employment Law
- Finance & Banking
- Human Resources

MAY/JUNE

- Travel & Tourism
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LOWER BUCKS COUNTY CHAMBER OF COMMERCE VALUE STATEMENTS

Innovation: The Chamber fosters visionary and creative thinking.

Integrity: The Chamber conducts business with honesty and transparency.

Diversity: The Chamber embraces and encourages diversity in its membership, leadership, programs and services.

Leadership: The Chamber serves as the business authority for the Lower Bucks County community.

Fiscal Responsibility: The Chamber makes strategic financial decisions to ensure accountability and future growth.

Excellence: The Chamber strives to deliver programs and services of the highest quality to meet the needs of our members.

savor bucks county

Lower Bucks County Chamber Members enjoyed sampling an array of delightful dishes at M.E.I Catering

The Lower Bucks County Chamber of Commerce's signature foodie event, Savor Bucks County, was held at M.E.I. Catering last October. This event featured an amazing sampling of delicious savory foods, beverages, and excellent desserts from many caterers and restaurants from Bucks County and the surrounding areas. Attendees voted to give a 5 Star Award to the most Sweet and Savory dish. The winner for the sweetest dish went to Dave & Buster's Grand Sports Café and The Historic King George II Inn won for most savory. Congratulations!

Unveiling of Highway Marker for Historic Fallsington: left to right: Ann Hawkes Hutton, Chairman, Bucks County Historical Commission; Charles Cobourn, President Historic Fallsington, Inc.; Dr. S.K. Stevens, Exec. Director, Pennsylvania Historical and Museum Commission; Col. John Richardson, Vice Chairman, Bucks County Historical Commission; John S. Neal, Jr., Esq., Bucks County Historical Commission; Mr. Joseph Ceader, Director, Bucks Industrial Development Corp.; Dr. David Raw, Trustee, Historic Fallsington, Inc.

The Stagecoach Tavern,1 Meetinghouse Square prior to restoration when it was a hardware store before Historic Fallsington, Inc. acquired it in 1960. In addition to its years as an Inn and tavern, its checkered past included use as lodge hall, rooming house, post office, and it once housed a local jail!

Historic Fallsington, Inc.

The Stagecoach Tavern today restored and used as an interpreted museum building.

Fallsington Store that burned down in 1910.

The Burgess Lippincott House which was once home to the Village Doctor in the 19th century. It was the first building that Historic Fallsington's volunteers saved from rumored demolition in 1953.

The current Store building that houses Historic Fallsington, Inc.'s Museum Store and Information Center along with an Antique & Craft Store, 4 Yardley Avenue.

The Village of Fallsington represents an enduring Quaker Community, and an original architectural heritage uniquely American.

The Village is also the first Nationally Registered Historic District in Bucks County. Within the confines of this District one will find 90 buildings set in their original cultural landscape.

English Quakers who followed William Penn and settled in the area and built a meeting house in 1692 - right off modern day Meetinghouse Square. Over time the Village grew and became significant as a social, market and religious center.

Historic Fallsington, Inc. (HFI) was founded in 1953 by a group of concerned citizens as a direct result of suburban development pressures such as the building of the modern communities of Levittown and Fairless Hills along with the now demolished US Steel's Fairless Works. The all volunteer organization's stated purpose was "to preserve the culture and history" of their beloved village.

Today HFI preserves six buildings, including a hand-hewn Log House, Federal-style Townhouse, Tavern and General Store. And, its mission is "to preserve the historical significance of the Village of Fallsington for future generations and to educate the public about its culture and rich history."

Throughout the year the organization offers tours, educational programs, and family events such as Historic Fallsington Day.

To learn more about Historic Fallsington, Inc. and its calendar of special events, visit **www.historicfallsington.org** or call **215-295-6567.**

And now, a special message to the members of the Lower Bucks County Chamber of Commerce.

This year, we begin celebrating our Chamber's 60th Anniversary! I'd like to take this opportunity to congratulate you, our members. This milestone is a testament to you and validates your commitment to our local business community.

Since our founding, the Lower Bucks County Chamber of Commerce has been dedicated to making the community an epicenter for businesses of all sizes, shapes and backgrounds while at the same time, serving our residents, employees and visitors.

We stand today, in large part, due to the enduring support of our businesses and community working together in unison to promote our growth and cultivate our legacy.

I welcome you to come join us over these next twelve months as we roll out special events and continue our celebrations. Together, we'll discover what the Chamber has meant to our area members and ask ourselves: "what is next"?

Stay tuned……..

Amy M.B. McKenna

Amy M.B. McKenna

SHARE YOUR ENTHUSIASM

Post photos from Chamber events to your social media accounts with #LBCCC and we could highlight them here!

DON'T FORGET TO LIKE AND SHARE OUR PAGES:

/LowerBucksChamber @LowerBksChamber

/LowerBucksChamber LinkedIn

LBCCC.org/young-professionals

register today at LBCCC.org

Pre-registration is greatly appreciated!

THE KEYNOTE *(formally Bucks Business Connect)*

2nd Thursday of the Month

January 11 @ George School

February 8 @ Republic Bank

7:30 – 8:00 a.m. – Networking & Registration
8:00 – 9:15 a.m. – Program

BUSINESS CARD EXCHANGE

Wednesday, January 17 @ Republic Bank

Thursday, February 15 @ Hill Walleck LLP

4:30 – 6:30 p.m.

GET ACQUAINTED WITH YOUR CHAMBER

New & Future Member Orientation

Tuesday, January 23 @ Lower Bucks County Chamber of Commerce

Tuesday, March 27 @ Lower Bucks County Chamber of Commerce

12:00 – 1:30 p.m.

SPEED NETWORKING

Presented by Leadership Bucks County Alumni

Tuesday, January 30 @ Lower Bucks County Chamber of Commerce

8:30 – 10:30 a.m.

BUSINESS EXPO

Thursday, April 19 @ Oxford Valley Mall

ECONFERENCE 2018

Wednesday, May 23 @ PARX Casino

TIMES AND DATES ARE SUBJECT TO CHANGE.
VISIT WWW.LBCCC.ORG

COMMITTEES

AMBASSADORS *(Closed Committee)*
Chair: Jen Kline Clark, Bucks County Coffee News

Meets: 2nd Tuesday, 8:30 a.m.

BUSINESS CARD EXCHANGE / EXPO
Chair: Bryan Hughes, Bryan Hughes Business Connections

Meets: 1st Wednesday, 8:30 a.m.
August, October, December, February, April, June

CHAMPIONS OF COMMERCE
Chair: Brandon McFadden, BB&T

Meets: 1st Wednesday at 8:30 a.m.
August - December

FUTURE BUSINESS LEADERS
Chair: Tyler Yankey, Washington Crossing Council, Boy Scouts of America

Meets: 1st Friday, 8:30 a.m.

GOVERNMENT
Chair: Bill Pelosi, Litchfield Cavo LLP

Meets: 1st Thursday, 8:30 a.m.

KEYNOTE *(Formally Bucks Business Connect)*
Chair: Bill Sheffer, First National Bank & Trust Co. of Newtown

Meets: 4th Tuesday, 8:30 a.m.

LEADERSHIP BUCKS COUNTY ADVISORY
Co-Chairs: Ryan Parry, William B. Parry & Son, Ltd. & Jessica Sweeney, Penn Community Bank

Meets: 4th Friday, 8:30 a.m. (For LBC Alumni with Invite)

LEADERSHIP BUCKS COUNTY ALUMNI
Co-Chairs: Danielle Bush, United Way of Bucks County & Rose Cooper, Bucks County Community College

Meets: 2nd Wednesday, 8:30 a.m. (For LBC Alumni With Invite)

MARKETING
Meets 1st Tuesday, 8:30 a.m.

NON-PROFIT ADVISORY
Chair: Cheryl Campbell, The Christmas Gala

Meets: 3rd Thursday, 8:30 a.m.
(For Non-Profit Executive Directors Only)

SPORTS & ENTERTAINMENT
Chair: Brian Zavodnick, Process Plus Legal Services, LLC

Meets: 4th Tuesday, 8:30 a.m.

TECHNOLOGY
Chair: Chris Mangano, Mercadien Technologies

Meets: 3rd Tuesday, 8:30 a.m.

YOUNG PROFESSIONALS
Chair: Jay Saxton, Construction Building Materials, Inc.

Meets: 2nd Friday, 8:30 a.m.

SPECIAL ROUNDTABLES

b.o.s.s. (Business Owners: Support & Strategies)
Chair: Bill Davis, Ameriprise Financial Services

Meets: 3rd Thursday, 8:15 a.m.

MEMBER BENEFITS
Chair: Kevin Wiener, Advanced Merchant Group

Meets: 3rd Monday, 8:30 a.m.
August, November, February, May

WOMEN IN BUSINESS
Chair: Cynthia Murphy, Investors Bank

Meets: 3rd Tuesday, 8:30 a.m.

GET INVOLVED & JOIN ONE OF OUR MANY COMMITTEES & ROUNDTABLES!

Lower Bucks County Chamber of Commerce

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4:30 – 6:30 p.m.

Host Location & Prime Sponsor:

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about this event

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Thursday, January 11, 2018

7:30 – 8:00 a.m. **Registration & Networking**

8:00 – 9:15 a.m. **Program**

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Speaker:
Sean O'Grady

Program:
How to Work a Room / Actions Speak Louder than Words

about our speaker

Sean O'Grady is an award-winning, American writer, director and communications strategist.

Mr. O'Grady currently wears two professional hats. First, as a Communications Strategist with Oxford Communications, Sean partners with executive teams to develop and implement content marketing, video production, public relations and social media campaigns. Second, Sean also has the great privilege to serve as an adjunct professor of public speaking and leadership development at The College of New Jersey. Sean was privileged to be the Executive Producer of the 2012 Paralympic Games in London, Anchor and Executive Producer of the video podcast program "Deloitte Insights," and the Co-Host and Executive Producer of the business news program 'CareerTV" which aired nationally on the Fox Business Network in 2009. Mr. O'Grady's articles, video-journalistic reports and multimedia ads have been featured on numerous U.S. and international media networks. His journalism and video production experience has brought him to over thirty countries.

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Speakers:
Kelly and Jim Sell

Program:
Increase Productivity with an Intrapreneurial/ Entrepreneurial Mindset

about our speakers

Approximately 87% of the workers around the world are not engaged with their work, creating an unproductive work environment and causing individuals and companies to waste countless amounts of dollars on human capital. Learn how developing an Intrapreneurial/ Entrepreneurial Mindset can empower both individual business owners and company employees to engage in meaningful and productive work through applying eight fundamental concepts developed through the Entrepreneurship Learning Initiative (ELI). Kelly Sell is a full-time business professor at Bucks County Community College (BCCC). She holds a B.S. degree in Engineering, a Master's in Business Administration, and a MBA in Advanced Management studies. Kelly has taught a variety of business and math courses at the college over the years. James Sell has been an administrator in higher education for over 30 years, having worked in a variety of positions at BCCC's Newtown and Bristol locations and at La Salle University in Philadelphia. Jim is currently the Executive Director of the Gene & Marlene Epstein Campus at Lower Bucks at BCCC.

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Jon Mozes,
Trenton Thunder Baseball Club

Jon joined the Thunder in April of 2014 after he spent two seasons announcing for baseball teams in Abilene, TX and Gary, IN. In his role as Public Relations Manager, Jon oversees all team communications, coordinates all media requests, aids in the development and execution of the team's marketing plans and develops corporate partnerships. Jon joined Princeton University as their voice for Volleyball and Women's Basketball in 2016 and serves as an announcer for WNPV 1440 AM where he covers high school football and Gwynedd-Mercy University Basketball. He has also served as a radio voice for Rider University's Men's and Women's Basketball programs since the 2012-13 season.

Q: Who is the most influential person in your personal life and why?
A: My father has had a significant influence in my personal life. Just observing the way he dealt with adversity when we were kids and understanding how sacrifice for your children can be difficult, but, also incredibly rewarding.

Q: Who do you admire the most in the business world and why?
A: I've always admired Mark Cuban from a distance. While he's run a very successful NBA franchise, he's always demonstrated a sharp eye for investing in companies that move the world and inspire innovation.

Q: Favorite quote?
A: "Never let the reason for failure be that you're unprepared." - Jay Crawford, formerly of ESPN. When I was in college, a University of New Haven Alumni worked on ESPN's First Take and I had the opportunity to shadow him for the day. At one point during the prep for the show, Jay turned around and said it to me after we'd gotten to talking about the broadcast work I started to do in college and it just stuck with me. I've always found it more impactful to try to live by this quote since it wasn't something I was taught in a class at school or saw on a meme on Facebook. It's an ideology I attempt to apply to everything I do in life.

Q: Favorite place to vacation?
A: My folks have a place in West Palm Beach that is located on the 9th green of a golf course, so that has become a favorite vacation spot.

Q: Favorite place in your house and why?
A: The kitchen. I've had my share of disasters over the years. But, I've always been interested in food and going through the rewarding process of preparing for others and entertaining.

Q: Favorite sports team?
A: Being raised in Philadelphia has given me the distinct pleasure of supporting teams that have won one championship in my lifetime.

Q: What is your favorite food or beverage?
A: Indian cuisine.

Q: Favorite TV show, Movie and/or Song?
A: TV: The Wire, Movie: Any Transformers movie, Song: The Seed 2.0 by The Roots.

Q: What is your life motto?
A: Have fun.

Q: If you were stranded on an island, what three things would you have to have with you?
A: Monopoly, a Shakespeare anthology and my pitching wedge with a set of golf balls.

Q: What do you like best and/or least about your current job?
A: Having two golden retrievers at work every day is such a joy. There's really nothing like it when they come flying into the door after a weekend and want to say hello to every person in the office. They certainly help keep us grounded during the long hours of the summer when our staff works a seven-game homestand.

Q: Favorite thing to do in your spare time?
A: Golf is the best way for me to try to distress from life and relax.

Q: What is a goal you have yet to achieve?
A: Broadcast a baseball or basketball game for a national sports network.

Q: Greatest accomplishment?
A: Earning the opportunity to work for the Thunder at just 23 years-old. Aspiring broadcasters often come out of college and set their sights on ideal positions for their life and for their intended path to their goal. Having the opportunity to work for a highly-respected minor league baseball team just 40 minutes from where I grew up in Philadelphia was a goal that I thought was unachievable until I had another three to four years of experience under my belt. I'm very fortunate to have been in the right place at the right time and work for people who were willing to let me grow into a full-time position.

Q: Why did you choose the career you are in?
A: I had a pretty good sense by the time I got to high school that something in sports was what I was interested in pursuing. I had grand plans of walking onto the baseball team at the University of New Haven, but, was faced with a bum knee and after three days of workouts, I decided I just wanted to be in college. One day the Residential Assistant in my dorm approached me and said that he was the Program Director at the campus radio station and that he needed a color announcer for the Women's Basketball home opener that Sunday. Did one game and I was hooked.

Q: What is the most rewarding thing in your life?
A: It's usually the first sip of coffee in the morning when I take five minutes to think through the day ahead and reflect on just how fortunate I am to wake up every day and do what I love to do for an organization that brings so much happiness to thousands of fans each year.

Jen Kline Clark,
Bucks County Coffee News

Jen Kline Clark is the current Lower Bucks County Chamber of Commerce's Ambassadors Chair. Jen also was a 2017 recipient of the 'SITAWE' Award from the Chamber. This prestigious award is presented to those individuals who are recognized for being 'Shot in the Arm with Enthusiasm' for the Lower Bucks County Chamber of Commerce!

Q: Who is the most influential person in your personal life and why?
A: My great-grandmother Pauline Webb who, along with my grandmothers, lived with my family when I was growing up (God bless my folks!). Grandma Webb ran a restaurant/speakeasy in her twenties in the 1920's, led an unapologetic life, and cooked a mean roast.

Q: Who is the most influential person in your business life and why?
A: My mom and dad have always been an inseparable duo who took the world by storm. They built my dad's medical practice out of hard work, love, and fierce determination. I am in awe of their life's work (collectively) and try to follow in their footsteps every day.

Q: Who do you admire the most in the business world and why?
A: I love the business my husband Patrick Clark is creating as a financial advisor with Attleboro Wealth Management. He serves with his total heart, finding ways to not turn people away. This means he often serves the underrepresented by working diligently to find the best tools for them, ensuring they understand all of it. And he does it all while securing their dreams and objectives.

Q: What is your definition of success?
A: My definition of success is that I have fully stepped in the most authentic version of myself as mom, wife, and business owner.

Q: Essential business philosophy:
A: I seek to transform the strong into the superb.

Q: Looking back, what is the best piece of advice you would give to your 25 year old self?
A: Trust your gut. Which voice is your gut? The one with the kindest voice moving you towards a bigger version of yourself.

Q: Favorite quote?
A: "Invention, my dear friends, is 93% perspiration, 6% electricity, 4% evaporation, and 2% butterscotch ripple." ~Willy Wonka

Q: Most influential or favorite book? and/or last book you read?
A: I am currently reading, "You Are a Badass" by Jen Sincero. Sincero strives to give you a path to clarity for who you are, why you are here, and what to do about it. "If you want to live a life you've never lived, you have to do things you've never done."

Q: Favorite place to vacation?
A: Beach Haven, NJ, with my husband Patrick and our kids Oliver (7) and Maggie (3) along with a gaggle of family and/or friends.

Q: Favorite place in your house and why?
A: The rocking chair and bed where I read bedtime stories.

Q: What is your favorite food or beverage?
A: Coffee, of course, is a favorite, but it's right up there with dark chocolate.

Q: What is something most people don't know about you?
A: I have driven cross country six times for various jobs and schools. Those trips kicked off my love affair with America.

Q: Favorite thing to do in your spare time?
A: I love to accept our kids' invitations to their post-dinner dance shows, parties, and Play-doh or Lego creation gallery shows.

Q: What is a goal you have yet to achieve?
A: Ever since the Boston Marathon bombing in 2013, I have wanted to run a marathon. It made me want to rally everyone to not shrink to the fear but to step into it.

Q: Why did you choose the career you are in?
A: At the time, I thought I chose Coffee News because it seemed like a great way to build community by serving business owners while supporting my family. Over time, I have come to see that, while that is true, I really love to sit with business owners and help them understand their businesses better. I've discovered that I have a knack for putting their thoughts into words, which helps clarify their purpose and message.

Historic Advantage | 9 Ways to Sell Your House | Green Building | Best Advice | 5 Small Victories

The Historic Advantage of Leaving the House

Last week, I spent the day with a locally based nonprofit that has outposts all over the world. Their staff had gathered for their annual staff summit, and I was asked to do a roundtable lunch discussion on women in leadership. I expected about ten women and about fifty crammed into the wee room provided, buzzing with questions. They asked about harassment policies, and how to stop bullying, and what does equal pay for equal work mean in a space where budgets are funding driven. We talked about mentoring young women and balancing motherhood and leadership and a host of other topics. We were nearing the end of our time, when a high school student who had joined us raised her hand.

"Dr. Donnelly, this may be a stupid question, but I just don't get why men are automatically in charge."

I grinned broadly and replied "because until the 1960s, we essentially had to sit on hay."

(Before I go on, note that she qualified her question as 'stupid', which is a particularly female trait we need to smash in the head with a hammer.)

As a woman in leadership myself, and someone who has a spent a lot of my career in male-dominated spaces (theology, ministry, manufacturing, academia), I have been consistently befuddled at the number of times I've been told I can't do something 'because I'm a girl'. That's another article for another time, but several years ago I started poking at the base of that assumption. There is something about women, this speaker assumes, that means we are 'other' and folks have been assuming that for a long time.

The fact of the matter is, like I said to the emerging leader above, we used to have to sit on hay.

In the interceding years since we ceased gathering in the red tent, improvements in mobility are really only recent. Until the mid-20th century when women could largely control their fertility, they were often bound to the house by pregnancy, recovering from pregnancy, recovering from a miscarriage, nursing children, and so on and so forth. This is, of course, a crass generalization but one seeped in truth.

Men have had a 4,000 year head start on leaving the house; of course cultures assume they have innate leadership abilities, they've been doing it longer! It's not a matter of ability, it's a matter of historical perception. Now that we're no longer trapped on that hay pile, we've got some ground to cover.

Great news is that our foremothers blazed some great trails and a lot of us have our hiking boots firmly strapped on. We're going places those brave ancestors could not even have imagined so that everyone coming after us can stand on the shoulders of invisible giants, with hammers firmly in hand as glass ceiling shatters around them.

Article by: Kristen Nielsen Donnelly, MSW, M.Div, PhD, Abbey Research

How to Sell Your Home Fast In 9 Easy Ways

By using these easy and inexpensive tips, you can expect an offer in no time.

Whether you're selling Portland, ME, real estate or have a home for sale in San Angelo, TX, putting your home on the market can be stressful. Week after week of showings require your house to be presentable at all times, not to mention the hassle of vacating at a moment's notice. If you have pets or children, that stress is multiplied. But buyers will be most interested in your home the first few weeks it's on the market — so you need to hit the ground running and sell before your listing grows stale. "To sell a home

quickly, it needs to show well, be marketed well, and priced correctly," says Goran Forss, broker at Allison James Estates & Homes in Temecula, CA. If you need to sell your home in a hurry, these tried-and-true methods can help you get offers quickly that are close to (or even above!) your asking price.

9 SIMPLE STEPS TO SELLING YOUR HOME FAST

1. GET A STORAGE UNIT

You might think the easiest way to declutter your home is to shove everything into the closets. Bad idea: Anyone who tours your home is going to check out the storage spaces, and disorganized, overstuffed closets only serve as evidence that your home is lacking. Opt instead for a storage unit to house the things you won't need while your home is on the market. The general rule? Get rid of a third of your stuff. "If you don't use it every day, store it," says Justin Seeby, principal at the Graham Seeby Group with Keller Williams Intown Realty in Atlanta, GA. Holiday decorations, baby gear, seasonal clothes, that bread maker you've never used — they can all go into storage. Bonus: If you choose a portable unit, it can be transported to your new home, making moving day a cinch.

2. HIRE A PROFESSIONAL TO STAGE AND PHOTOGRAPH YOUR HOME

A professional home stager sees your home from a buyer's perspective — a good one understands how to highlight its strengths and soften its flaws. Your buyer's first impression will be the listing photos, and studies show that homes with more than six listing photos online are twice as likely to be viewed by buyers. But not everyone wants their home staged (or has the money for it). Forss poses another option: "A friend can stand at the curb and walk through the house with fresh eyes to offer their perspective on decluttering, and then the agent can go through from a marketing standpoint. Either way, staging of some sort is necessary on almost every home, no matter how beautiful it is."

3. FIND THE RIGHT REAL ESTATE AGENT

Don't hire a real estate agent just because they're also a die-hard fan of your college football team or they're from your hometown. What really matters? A track record of sales that proves they know how to sell your house fast. Are they familiar with the benefits (and negatives) of your neighborhood? Can they walk into your home and tell you precisely what buyers will love and hate? Are they, basically, the fairy godparent you never knew you needed? One way to be sure: check their reviews. "Check the online client reviews and feedback on all the agents you're considering," says Forss. You should also make sure your agent promotes their properties online. Make sure they hire a professional to take photos and includes a variety of photos on their site and social media. "The agent should promote the listing on social media to build up demand before it goes on the market," says Forss.

4. PROMOTE IT YOURSELF

Don't leave all the marketing up to your agent. Do your part to get the word out about your home by using your personal social media accounts and sending the listing page to family and friends. You never know what friend of a friend or distant relative may be looking in your neck of the woods! You may even consider spreading word about your home in your neighborhood. Send the listing to your homeowners' association email list and let your neighbors help.

5. REMOVE PERSONALIZED ITEMS

Removing personal photographs or memorabilia will allow the prospective buyer to imagine themselves living in your house and make it easier to focus on the home's highlighted features. Of course, your kids' baby pictures are adorable, but when your home is on the market, they need to come down in order to sell fast. In the same respect, don't distract from the house itself with art, which could be unappealing to a buyer. "Make the home interesting, not your artwork," says Justin Seeby.

6. MAKE SMALL UPGRADES

Don't go overboard on major remodels. Chances are, you won't get your money back. Instead, focus on small upgrades, particularly in the kitchen and bathroom, where you're most likely to see a return on investment. A new sink and cabinet hardware in the kitchen, or light fixtures, shower curtains, and hand towels in the bathroom, are inexpensive but can instantly transform your space. Rather than splurging $30,000 on a full kitchen remodel, ditch your unmatched old appliances and spend $3,500 on a new stainless steel appliance suite. Small upgrades can have a big impact.

7. LIGHT IT UP

A dark or poorly lit home feels damp and depressing. Brighten it up by using natural and artificial light. "Get the highest wattage light bulb for that light fixture, and it will instantly brighten up the room," says Seeby. "When you leave for showings, turn the lights on and open curtains and blinds." A fresh coat of paint can also brighten a room. Seeby recommends Sherwin-Williams Agreeable Gray, a light, neutral gray that provides a soft, brighter palette, making rooms look larger. A deep cleaning will also help brighten baseboards, windows, and light fixtures.

8. AMP UP THE CURB APPEAL

"Curb appeal is everything," says Seeby. Your home's exterior is typically the first thing a buyer sees in person and on listing sites. If it doesn't look good, a buyer won't even consider looking at the interior shots. Tidy up your yard by trimming and shaping hedges, refreshing mulch, and edging the lawn. Consider pressure-washing your house, walkways, and driveway, or even adding a fresh coat of paint to your trim and shutters. Everything matters — even things as small as the brass on your front door. Polish the kick-plate and doorknob, and clean any cobwebs or bird droppings off your front porch. Flowers, particularly near the entryway, add a hint of color, making your home feel alive and inviting.

9. SELL AT THE RIGHT TIME

Spring and summer are typically known as the best time to sell your home. If you can wait until then to list, you should consider it. But be forewarned that increased inventory means spring and summer buyers can afford to be pickier — so make sure your home is in tip-top shape. You also need to price your house right. Just because you want to sell for a certain amount doesn't mean your home is worth your magic number (unfortunately). Do your own research about area comps, get listing price suggestions from a couple of agents, and then listen to your agent when it comes to negotiating.

Article by: Vogel Daley, Angela. "How to Sell Your Home Fast in 9 Easy Ways." trulia.com. trulia, June 2017: Web. 1. Oct. 2017

About Green Building The Benefits of Green Buildings

The world over, evidence is growing that green buildings bring multiple benefits.

They provide some of the most effective means to achieving a range of global goals, such as addressing climate change, creating sustainable and thriving communities, and driving economic growth.

Highlighting these benefits, and facilitating a growing evidence base for proving them, is at the heart of what we do as an organization.

The benefits of green buildings can be grouped within three categories: environmental, economic and social. Here, we provide a range of facts and statistics from various third-party sources that present these benefits.

Environmental

One of the most important types of benefit green buildings offer is to our climate and the natural environment. Green buildings can not only reduce or eliminate negative impacts on the environment, by using less water, energy or natural resources, but they can - in many cases - have a positive impact on the environment (at the building or city scales) by generating their own energy or increasing biodiversity.

AT A GLOBAL LEVEL:

- The building sector has the largest potential for significantly reducing greenhouse gas emissions compared to other major emitting sectors – UNEP, 2009.
- This emissions savings potential is said to be as much as 84 gigatonnes of CO2 (GtCO2) by 2050, through direct measures in buildings such as energy efficiency, fuel switching and the use of renewable energy – UNEP, 2016.
- The building sector has the potential to make energy savings of 50% or more in 2050, in support of limiting global temperature rises to 2°C (above pre-industrial levels) – UNEP, 2016.

AT A BUILDING LEVEL:

- Green buildings achieving the Green Star certification in Australia have been shown to produce 62% fewer greenhouse gas emissions than average Australian buildings, and 51% less potable water than if they had been built to meet minimum industry requirements.
- Green buildings certified by the Indian Green Building Council (IGBC) results in energy savings of 40 - 50% and water savings of 20 - 30% compared to conventional buildings in India.
- Green buildings achieving the Green Star certification in South Africa have been shown to save on average between 30 - 40% energy and carbon emissions every year, and between 20 - 30% potable water every year, when compared to the industry norm.
- Green buildings achieving the LEED certification in the US and other countries have been shown to consume 25 percent less energy and 11 percent less water, than non-green buildings.

Economic

Green buildings offer a number of economic or financial benefits, which are relevant to a range of different people or groups of people. These include cost savings on utility bills for tenants or households (through energy and water efficiency); lower construction costs and higher property value for building developers; increased occupancy rates or operating costs for building owners; and job creation. Since the publication of WorldGBC's groundbreaking 2013 report, The Business Case for Green Building, we have sought to strengthen the link between green buildings and the economic benefits they can offer.

AT A GLOBAL LEVEL:

- Global energy efficiency measures could save an estimated €280 to €410 billion in savings on energy spending (and the equivalent to almost double the annual electricity consumption of the United States) – European Commission, 2015.

AT A COUNTRY LEVEL:

- Canada's green building industry generated $23.45 billion in GDP and represented nearly 300,000 full-time jobs in 2014 – Canada Green Building Council / The Delphi Group, 2016.
- Green building is projected to account for more than 3.3 million U.S. jobs by 2018 – US Green Building Council / Booz Allen Hamilton, 2015.

AT A BUILDING LEVEL:

- Building owners report that green buildings - whether new or renovated - command a 7 percent increase in asset value over traditional buildings – Dodge Data & Analytics, 2016.

Social

Green building benefits go beyond economics and the environment, and have been shown to bring positive social impacts too. Many of these benefits are around the health and wellbeing of people who work in green offices or live in green homes.

- Workers in green, well-ventilated offices record a 101 percent increase in cognitive scores (brain function) - Harvard T.H. Chan School of Public Health / Syracuse University Center of Excellence / SUNY Upstate Medical School, 2015.
- Employees in offices with windows slept an average of 46 minutes more per night - American Academy of Sleep Medicine, 2013.
- Research suggests that better indoor air quality (low concentrations of CO2 and pollutants, and high ventilation rates) can lead to improvements in performance of up to 8 percent – Park and Yoon, 2011.

Our Better Places for People project focuses on creating buildings which are not only good for the environment, but also support healthier, happier and more productive lives.

WorldGBC and the Green Building Council of South Africa established a joint project to develop a framework to enable complex socio-economic issues to be integrated into any green building rating system in the world.

Article by: "About Green Building." worldgbc.org. World Green Building Council, Web. 1. Oct. 2017

6 Women Entrepreneurs Share Their Best Advice

"Ask. Listen. Ask more. And just when you think you are out of questions, keep asking and keep listening."

Someone gave me that advice 11 years ago when I was starting my company, Goodshop. His point was: With so many people ahead of me who have traveled the entrepreneurship road themselves, I didn't have to reinvent the wheel. By simply asking questions, having an open mind, and being an engaged listener, I could cut my learning process short by at least half.

I am still learning 11 years later, and I continue to get advice from other entrepreneurs — not just from those much further along than I, but also from entrepreneurs just embarking on their small business journey. I asked seven entrepreneurial women, all of whom I admire immensely, to share insights from their toolbox of startup wisdom.

Here is what they had to say.

SHEILA LIRIO MARCELO, Founder, Chairwoman, and CEO of Care.com

Be intense with outcomes, but chill with people. When starting a business you strive for excellence, but if you can't deprogram the expectation of perfection for yourself and others, you risk burning yourself out and driving away everyone else.

Coming out of the consulting world, where I was paid for my ideas, I used to see things in black and white. I thought there was one way of doing things — my way. This made me a terrible manager. I'm thankful for the mentors at my first startup who gave me some tough feedback: 'chill out.' It wasn't easy to hear that at the time, but it helped me appreciate that people work and problem-solve differently.

Through the years, I have learned to hold my team accountable on outcomes without micromanaging how they got to the result. This has enabled me to be more human as a manager and leader, because demonstrating this trust in my team is essential for building their trust in me.

Sheila Lirio Marcelo is the founder of Care.com, the world's largest online destination for finding and managing family care. In 2014, she was named one of the "Top 10 Women Entrepreneurs" in Fortune Magazine.

ALEXA VON TOBEL, CEO and Founder of LearnVest.com

Once you've found your focus, do your homework. For me, that meant writing a 75-page business plan before I even started LearnVest. Few people actually read it, but it wound up being an invaluable exercise for me. Having to articulate my strategy to other people whose opinions I respected forced me to be exhaustive in my research and helped prepare me for leaping into a position of leadership, where I had to be the one calling the shots and answering the questions by the minute. When it comes down to it, a good business plan is like any other effective plan: you need to create concrete goals for yourself so you can track your progress and re-evaluate along the way.

Once you get your business up and running, you feel like your hair is on fire! You're putting out fires left and right and you no longer have the luxury of being able to stop and say, 'What's my strategy?' At this point, you simply don't have time. So it's really important to have a crystal clear strategy before you take the leap. That way, once you're in the business, you're well equipped for anything and everything that comes your way.

Alexa von Tobel launched LearnVest in 2009. She is the author of the New York Times best-selling book Financially Fearless.

LINDA ROTTENBERG, Co-founder and CEO of Endeavor Global

My best piece of advice for entrepreneurs is to stalk people. When I was establishing my organization a decade ago, I spent some time trying to assemble a strong global advisory board. Six months into Endeavor, I learned that Peter Brooke, the legendary VC and private equity pioneer, was speaking at Harvard Business School, so I followed him — all the way to Cambridge, then the Aldrich Lecture Hall, then to the men's bathroom — where I successfully cornered him into becoming a chairman. Now I say that stalking is the most underrated startup strategy!

Linda Rottenberg co-founded Endeavor in 1997. She is the author of the New York Times best-selling book Crazy is a Compliment.

JENNIFER MANAAVI, CEO and Co-founder of Physique 57

Don't let fear be a factor in decision making.

Too often I see entrepreneurs fail to launch because of fear. "What if we can't do it?" "What if something goes wrong"? I understand that we need to consider the pros and cons of our decisions, but we need to be self-aware — are we identifying risks or are we just plain fearful? If fear is keeping you from taking your business to the next level or the next step, then you are allowing fear to dampen your company's potential.

Jennifer Maanavi launched Physique 57, a fitness company that promotes physical health and personal empowerment, in 2006.

COURTNEY NICHOLS, Co-founder and Co-CEO of Smarty Pants

Know yourself, and know that whatever you don't know about yourself, you are going to learn the hard way. Startups, like children, are mirrors for all your flaws. They will be exposed, so you need to have a flexible perspective. You have to be accountable for your failings and relentless in learning how to address them so that they don't get in the way of your success. You are your company. If you lie to yourself about your weaknesses, you will kill your business in the process.

Courtney Nichols founded SmartyPants, a health & wellness company that produces gummy vitamins, in 2009.

NICOLE CENTENO, Founder and CEO of Splendid Spoon

View failure as a gift. When the business is in pain, it will force you into submission, and if you listen, it will give back to you. For the first two years I was a solo founder, and the business completely broke me. I had two babies under the age of two, a strained marriage, and I was trying to do it all. The business had taken off, but then it stopped.

I put one foot in front of the other and opened myself up to the idea of inviting another leader into my realm. Sathish Naadimuthu, who is now our CMO, joined in July 2015, and we worked hard to make a significant pivot — moving the business from a primarily wholesale model to direct to consumer. Within a month of re-launching [the site], our business had quadrupled.

Nicole Centeno founded Splendid Spoon in 2013.

Article by: Ramberg, J.J. "6 Women Entrepreneurs Share Their Best Advice." thebalance.com. The Balance, March 8, 2017. Web. 1 Oct. 2017

5 Small Victories to Help Start the Year Off

Identifying and sticking to a New Year's resolution is a great way to make a positive change in your life, whether it's eliminating a bad habit, or starting a good one. Losing weight, eating healthier, reading more, checking Facebook less, getting a handle on your finances. What do you want to do?

Here's a little secret: Habit change is most often the result of a series of small, almost seemingly minuscule victories. Take the steps today rather than the elevator. Get the salad instead of the fries. Schedule 30 minutes on your calendar to read something worthwhile.

Focusing on these small victories help you break down a large, almost unachievable goal into manageable chunks. Begin by recognizing and celebrating these little victories. Like one of my favorite people I've ever worked for, Mr. Burke, used to say, "Count your pennies and the dollars will take care of themselves." Soon, you'll be finding ways to incorporate more little victories into your life.

Below is a list of small financial-related victories to get you started on the path toward getting your financial life in order. These are the initial steps I take with all new clients to help them "level-set" and get a good understanding of where they are today.

1. CALCULATE YOUR NET WORTH.

Add up the value of all your assets (home value, bank accounts, retirement accounts, corkscrew collection, etc.) and subtract your total liabilities (mortgage, debt, etc.). Maybe it's better than you thought. Maybe it's not. But whatever it is, at least you now know what it is. Congratulations! You now have a floor from which you can measure yourself at steady intervals in the future.

2. REVIEW YOUR BENEFICIARIES.

Take a look at your work retirement plan, investment accounts, bank accounts and life insurance policies. Is your ex-spouse still listed? Did you initially list your beneficiaries when you only had one child – and now you have six? Your financial and personal situations may have changed in the previous year and taking time to review everything at the beginning of the year is just a good practice.

3. REVIEW YOUR LEGAL DOCUMENTS.

Who would you want to be the guardian of your greatest asset – your children – if you and your spouse suddenly pass away? Do you have this documented? When was the last time you read your will? Or maybe you don't even have a will at all – if so, you now have a really good small victory right in front of you. In fact, this one gets moved to the top of the list - get that will done!

4. FIGURE OUT HOW MUCH MONEY YOU SAVE EACH MONTH.

How much are you contributing to your 401(k)? (What?!! You're not contributing enough to benefit from the employer match?!?!) What do you have left at the end of each month once your bills are paid? What do you do with that money?

5. FIGURE OUT HOW MUCH MONEY YOU SPEND EACH MONTH.

This could be as simple as adding up your income then subtracting what you've saved in your 401(k) and what you have left as a surplus at the end of each month. Do that each month for the year and keep a running tab.

Start with counting the small victories and the big ones will take care of themselves – then we can begin to have an intelligent conversation about planning for your retirement!

Happy New Year!

Article by: Bill Davis, Ameriprise Financial Services

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Hill Wallack LLP

Four lawyers have recently joined Hill Wallack LLP. Robert A. Stewart is a partner and member of the Trusts & Estates practice group. Bob concentrates his practice in the areas of Estate Planning, Estate Administration, Trusts and Trust Administration, and Taxation of Estates and Trusts. Chimdi Ginsburg Tuffs is an associate and member of the Trial & Insurance Defense practice group. Chimdi focuses her practice in civil litigation, representing insureds, employers, and third-party administrators throughout Pennsylvania. Benjamin W.R. Hauser is an associate and a member of the Employment & Labor Law, School Law and Municipal practice groups.Ben focuses his practice on advising school district clients regarding personnel issues and school policy. Jill M. Fein is an associate and a member of the Creditors' Rights/Bankruptcy practice group. Jill concentrates her practice in all areas of creditors' rights, including foreclosures, landlord-tenant matters, and ejectments, as well as other property- related litigation. Branch Operations Supervisor Ryan Inverso conducts a tour of the Bristol branch location with campers from local Neshamily Kids Club.

Robert A. Stewart

Chimdi Ginsburg Tuffs

Benjamin W.R. Hauser

Jill M. Fein

Wells Fargo Advisors / Bucks County Opportunity Council

The offices of Wells Fargo Advisors, Yardley and Doylestown, provided the Bucks County Opportunity Council with a grant of $5,000 through the Wells Fargo Advisors Investing with Purpose "Creating Solutions for Stronger Communities" Grant program. The grant will be used to help the Opportunity Council reduce poverty in Bucks County.

Tracey Stefanisko – Associate Manager, Vice President, Wells Fargo Advisor; Joe Cuozzo, Director of Development, Bucks County Opportunity Council; Sherri Riccardi – Administrative Assistant, Officer, Yardley Branch, and Mark Melillo – Complex Manager, Senior Vice President, Doylestown Branch.

Potential in Newtown

, To the glee of children, the cheers of parents, friends, donors and dignitaries, Kristine Quinby, Founder, President and CEO of Potential in Newtown, cut the ribbon to a new resource for the autism community in Bucks County, an autism friendly and therapeutic playground. The children present, loved it! "One of the tendencies of children with autism is to avoid social interaction. Therefore, we made sure that every piece of equipment we selected was specifically geared to encourage interaction with other children, or enhance other skills in their development. Examples are the multi-child swing, 'walk the plank' balance beam, standing seesaw and dual slide", explained Quinby.

From left: Gerry Couch (NBA and Newtown Township Supervisor), Chris Tabakin (Potential), Perry Warren (PA State Representative), Marc Lucianni (Potential), Steve Grumann (Potential), Ron Bernstein (Foundations Community Partnership), Kristine Quinby (Potential CEO), Gadi Naaman (Potential), Jane Kurek (The Provident Bank Foundation), Brian Fitzpatrick (Congressman, PA 8th District), Charlie Martin (Bucks County Commissioner), Jason Yager (Potential), and Beverly Dimler (President NBA and Penns Trail Self Storage).

Carl Wallnau Jr. Last year, a contingent of veterans from Yardley-Makefield Post 6393 and American Legion Post 317 visited former Lower Bucks County Chamber of Commerce Past President of the Board of Directors, Major Carl Wallnau Jr. (Ret.) at his home to honor the 80th anniversary of his enlistment in the Virginia National Guard 1st Virginia Infintry. They were accompanied by State Rep. Perry Warren and Lt. Col Lalley. As a member of the Army Air Corps, he served in Tunisia, Naples, Foggia, southern France, Sicily, and the Rhineland and returned home in 1944. Wallnau Jr. was awarded the European American Middle Eastern Service Medal, Victory Medal and American Service Medal. In addition, after the war ended, he transitioned into the U.S. Air Force where he drilled mostly in Philadelphia – reaching the rank of Major. Wallnau Jr. retired in 1979, after serving over 40 years.

Livengrin Foundation Last October, after months of construction, Livengrin Foundation opened its doors to the new Joseph R. Jingoli, Jr. Medical Center and the Chapman Community Center. This new part of Livengrin history had been much anticipated. They have spacious and comfortable accommodations in the Detox area, and will host community events!

The grand opening for the new Joseph R. Jingoli, Jr. Medical Center and the Chapman Community Center at Livengrin Foundation.

Habitat for Humanity of Bucks County Habitat for Humanity of Bucks County is pleased to announce additions to our Board of Directors. New board members include Judy Stern Goldstein, Managing Director, Boucher & James Engineering Services; Gary Pruden, former Chairman of Johnson and Johnson Medical Devices (retired); and Dan Marrazzo, Ewing Properties LLC. "We welcome Judy, Gary and Dan to our Board of Directors, and appreciate their willingness to serve our community. Our Board wisely governs our affiliate as we fulfill our mission," said Florence Kawoczka, Executive Director, Habitat for Humanity.

Dan Marrazzo

Judy Stern Goldstein

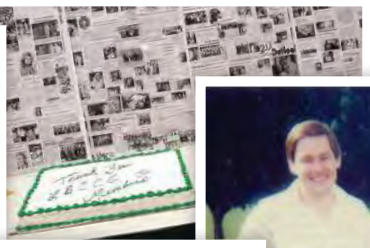
Gary Pruden

The Ribbon Cutting Ceremony for the newest branch at Inspire Federal Credit Union.

Inspire Federal Credit Union celebrated the opening of their new branch and corporate headquarters with a ribbon cutting ceremony followed by an afternoon of fun, food and entertainment. Jim Merrill, the Credit Union's President/CEO, was joined by the Credit Union's Board of Directors, staff, township supervisors, business leaders in Newtown, and state representative Perry Warren.

Over 250 American Heritage Credit Union employees participated in the Ronald McDonald House's "Show Your Stripes" Day, donating $4,070 to the Ronald McDonald House.

American Heritage Credit Union participated in the Ronald McDonald House's "Show Your Stripes" Day. Employees were given the opportunity to purchase red and white striped socks, red and white scarves, a "Show Your Stripes" t-shirt or "Show Your Stripes" Sock Monkey to support the Ronald McDonald House. Over 250 American Heritage employees participated in the event and bought 83 pairs of socks, 166 shirts, 70 scarves, and 77 Sock Monkeys resulting in a total of $4,070 donated to the Ronald McDonald House. In addition, American Heritage and its subsidiaries partner with the Philadelphia Ronald McDonald House hosting several guest chef programs throughout the year to cook meals for the families staying at the house.



A LOOK DOWN *Memory Lane...*

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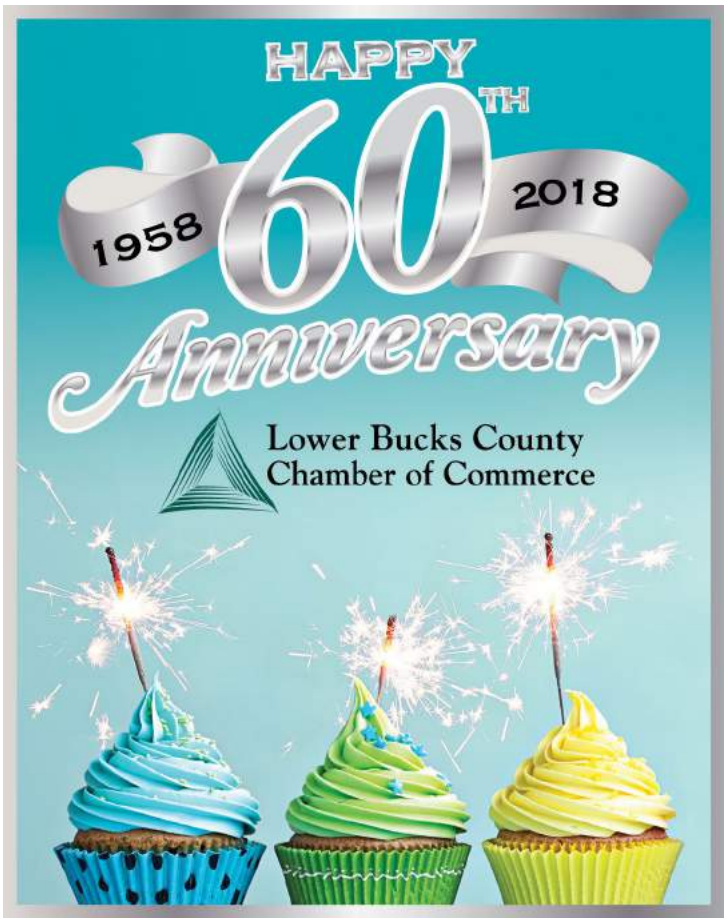
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