



SPECIAL
HOLIDAY
SECTION

inside...

2012 Technology EDITION

CENTRAL BUCKS CHAMBER OF COMMERCE

W4

WHO • WHAT • WHERE • WHEN





Administrators, Inc.

INSURE YOUR FUTURE

**Group Health Insurance
Individual Health Insurance**

Disability

Dental / Vision

Medicare

Long Term Care

Critical Care Insurance

Life

Health Savings Accounts (HSA)

Flexible Spending Accounts (FSA)

ALSO AVAILABLE:

Travel Insurance



**79 EAST ASHLAND STREET
DOYLESTOWN, PA 18901**

215-340-2970

FAX 215-340-2974

MAIN@CENTBUCKS.COM

WWW.CBADMINISTRATORS.NET

You'll NEVER feel alone!

Marlene Derkitts, Financial Accounting; Stephanie Baker, Customer Service Support; David Ochmanowicz, Customer Service; Kelly Phillips, Administrative Assistant; Kathrine Hagen, Customer Service Manager; Sheila Singer, CLU, President; Holly Baker, Office Manager

We've Got You Covered!

We welcome individuals, small and large employer groups!

Call on us to explore all your insurance options.

Serving the local community since 1992.



Conceptual Design by Stepping Up and Out, Inc.

PRESIDENT'S PERSPECTIVE

By Bob Welch
CBCC President



Technology has completely transformed the business landscape in the past 20 years. If a business has not kept up with the ever changing technology upgrades available to it, it has probably boxed itself into an uncompetitive position. This business transformation due to technology can also be described as a "modernization" of businesses due to computers and things like the Blackberry, iphone, ipad or other mobile type devices.

Two of the most important effects of technology on business are improvements in productivity and communication. Computers and technology allow workers and businesses to do many more things in less time. For instance, can you imagine sending handwritten or typed invoices to customers? Productivity also translates into increased profitability as companies are producing more goods and services with less labor and capital. All businesses continually strive to achieve these types of productivity gains.

Improvements in communications due to technology have been stunning, particularly with the rise of the smart phone and other portable devices. Businesses can communicate with customers, suppliers and their own internal workforces in the blink of an eye. The typewriter has long since been replaced by emails and businesses solicit and advertise for new customers on the internet where they get a big return on advertising expenditures. Of course, the marketplace is now worldwide for many businesses when just a few short years ago it was much more local to their company's physical offices or facilities.

The Central Bucks Chamber of Commerce is always working to identify new ways in which we can assist members in adapting to and adopting these new technological advances. The Chamber has many seminars and programs on how to integrate technology into your business. Almost all of these programs are free to members and focus on hard hitting subjects like social media, the internet and the use of smartphones for business applications.

One amazing aspect of the Chamber is that we have so many members whose businesses are technology centered whether in advertising, marketing, consulting, sales or any number of other technology specialties. The Chamber's Entrepreneurial Assistance Program makes these professionals available to you at no cost to either meet or provide advice on what you should be doing technology wise. Take part in these programs the Chamber offers to sharpen your business' technology focus.

Lastly, the Chamber provides several important social media platforms for our members and the business community as a whole. Members are invited to post news and communicate with one another on our Facebook page (facebook.com/buckschamber). Our Twitter "handle" is @buckschamber and we are happy to retweet Chamber member news. Additionally, we have a LinkedIn Group for chamber members only, where members can promote their events, programs, business news etc... Chamber members have even been known to successfully recruit employees through this LinkedIn Group. The Chamber is happy to post pre-approved business blogs to its section on Phillyburbs.com, called "Reaching Out". Not only does Phillyburbs (with over a million viewers) post the blog; it is promoted on the Chamber's Facebook page, website, Twitter and on the Chamber's app.



Please take advantage of all these Chamber programs to make technology work for you to increase your business' productivity, exposure, profitability and all the other good things that the effective employment of technology brings.

MARK YOUR CALENDAR



DECEMBER
WEDNESDAY

5

Holiday Business Luncheon

Spring Mill Manor, 171
Jacksonville Rd, Ivyland
\$50 per person
10a.m. - 12 p.m.

SPEAKER:
FBI Special Agent George Piro
*Lead and only interrogator of
Saddam Hussein*

SPONSORS:
Hill Wallack LLP & Wells Fargo

TUESDAY
DECEMBER

11

Link at Lunch

Spring Mill Country Club,
80 Jacksonville Road, Ivyland
*Networking lunch open to all
members and sponsored guests*
12 p.m. - 1 p.m.
Members \$25 • Non-members \$35

**SPONSORS: CertaPro Painters of
Central Bucks, MKJ Creative &
3rd Fed Bank**

THURSDAY
JANUARY

17

Make Mega Connections at the area's premier Business Card Exchange

FREE Event
5 p.m. - 7 p.m.
Doylestown Hospital
595 W. State Street
Doylestown, PA

Mission:

.....

The Central Bucks Chamber of Commerce builds alliances among its members by uniting business, industry, professionals, artists and non-profit organizations.

The Chamber serves as a catalyst that creates a rich business climate and improves the quality of life in the community.

The Chamber is devoted to furthering the arts, humanities and welfare of the Central Bucks region.

"Our business is to help your business grow!" **W4**

about the cover

Outtakes!

These Chamber members have elevated the organization by donating their services in the area of Technology. Shown, from left, are Det Ansinn (BrickSimple), Laura Powers and Gina Rubel (Furia Rubel Communications) and Pam and Jack Mikula (Mikula Web Solutions). These individuals are among those technical experts who help the Chamber to develop and maintain its websites, app, and promotions.

About the Photographer
Natalie Wi founded Allure West Studios in 2001 and provides photography services to Bucks County, PA; Washington, D.C.; Lambertville, NJ and San Francisco, CA. Allure West is a full-service commercial wedding, event, fashion and portrait photography studio and school including workshops ranging from Intro to Digital Photography to Advanced Flash Photography. Schooled in Fine Art, Natalie incorporates elements of design and color theory into each of her striking compositions and has built her business on the standard of delivering high quality images, products and service to her clients.

A VOCATION O C C A T I O N



Vocation -
somebody's work,
job, or profession,
Avocation -
Hobby or Pastime



Name:

Fred Schea

Vocation:

*President & CEO,
First Savings Bank*

Avocation:

Firefighter

resources and carry out the plan. At times, running a bank is not a lot different. While we can have a strategic plan and an annual budget which provide guidance for our future, we can depend on something changing which will require the same plan of attack to overcome. As a firefighter you need to rely on your associates to do their jobs to the best of their ability and the same applies to business.

Why is this your avocation?

When I graduated from college after my service in the Navy, we lived with my father and mother in law until we found our own place. My father in law was a volunteer firefighter since he was young and he became a natural introduction to the fire service. I have never regretted that decision.

How does it help you with your vocation?

Training and simulation provide the tools to develop firefighting skills. Real fires require rapid response. You need to size up the situation, plan your attack, marshal needed



Vocation Avocation is a section in W4 designed to invite you into the interests, pursuits and talents of area business leaders. This section will feature member professionals sharing the hobbies that make them well-rounded and, well, extraordinary individuals. If you are interested in sharing your avocation, please contact us: amanda@centralbuckschamber.com.

W4 (USPSO09782) is owned and published six times a year (Jan./Feb., March/April, May/June, July/Aug., Sept./Oct., Nov./Dec.) by the Central Bucks Chamber of Commerce, Bailiwick, Ste 23, Doylestown, PA 18901, for \$50 per year. Periodicals postage paid at Doylestown, PA. Postmaster: Send address changes to W4/Central Bucks Chamber of Commerce, Bailiwick, Ste 23, Doylestown, PA 18901.

W4/Who, What, Where, When:

Dr. Vail P. Garvin, FACHE, Executive Director • Amanda M. Soler, Editor/Deputy Executive Director: Operations • Sally Parham, Deputy Executive Director: Administration/Corporate Secretary Debbie Hays, Bucks Beautiful Program Administrator • Bradford R Sanders, Design & Layout, Director of Marketing • Sue Freeman, W4 Advertising Executive MIGU Press, Inc., Printer

Permission must be obtained to reprint any editorial material. Editorial content and advertising limited to Chamber members. Editorial coverage does not imply or indicate Chamber endorsement of members' business, products or services. The publisher reserves the right to reject any advertising considered not in keeping with the standards of the publication. For more information, call (215)348-3913 or fax (215)348-7154. E-mail: info@centralbuckschamber.com. W4/Central Bucks Chamber of Commerce, Bailiwick, Ste 23, Doylestown, PA 18901 or visit us at www.centralbuckschamber.com.

Fall 2012

People & Technology

By Chuck Hall

"Think about it - even a pencil was advanced technology when it was invented."



So I was informed by my technology-loving teenage son several months ago when I threatened to "take away all of your technology if you don't do your chores." What I meant, of course, was that I could take away the desktop computer, the laptop, the cell phone, the TV, the Nintendo DS and the Kindle Fire. What my smart (and in this case smart aleck) son pointed out is that technology is ever-evolving, and what we find intrusive or hard to deal with at one point in our lives may well become familiar and completely accepted later on.

It's hard to be in business today - or to function in our technology-rich world - without embracing technology and making it work for us. In fact, it seems like technology is taking over our lives, but we have to ask ourselves "Will technology be our master, or can we master technology for our benefit?"

On the surface, it looks like we are living in a technology revolution. I believe, however, that we are living in a people revolution that is powered by technology. The key to understanding and benefitting from this revolution is to be **empowered** by

technology, not powerless when it comes to dealing with it.

When I work with people to help them with their marketing, social media and organizational effectiveness, I always begin with the fundamentals of business in the Five Question Framework developed by the late Peter Drucker:

1. What is Our Mission?
2. Who Is Our Customer?
3. What Does Our Customer Value?
4. What Are Our Results?
5. What Are Our Plans?

This provides structure so that we can make smart business decisions that are most likely to get us the results we desire. If a business owner is considering creating a new website, the decision to update or not, and if yes then what content, features and design all can be evaluated within this framework. When someone asks me if they should spend time posting updates to their business Facebook page, the answer can be found by following this path.

1. What are you trying to accomplish in your business?
2. Are your customers (and prospective customers) on Facebook?

3. Will they be more likely to do business with you if you are posting to Facebook?
4. How are things going now for you?
5. What are your plans to grow your business?

When we consider investing in and deploying new technology, this is a great framework to help us evaluate our options. The key is to discover how technology can help us, learn how we and our employees can use it, and only purchase and deploy the tech products and services that will work for us. **W4**

Chuck Hall, ch@csosys.com www.csosys.com
267-640-5932

Social Media Resources
at:
www.SoMeBizLife.com/CBCC

It's Not the Flu, But it Could be a Virus!

Computers get infected and slow down, just like people.

An infected computer could cause:

- Security Risks
- Slow Operation
- Damaged or Missing Files

CMIT Solutions of Central Bucks is a local expert in IT services for businesses including internet optimization, data backup and IT Consulting.

We specialize in exceptional customer support.
Ask our clients!

Please call or e-mail for a **Technology Assessment** or information on our complete line of IT services and products.

267-895-1785 • klynch@cmitsolutions.com
www.cmitsolutions.com/centralbucks
196 W. Ashland Street • Doylestown PA, 18901

AOS

AMERICAN OFFICE SYSTEMS

AOS offers industry leading hardware and software, as well as expert network services, making us your full turn-key office technology partner.

Is your office overflowing with paper?

We can help reduce paper usage and improve productivity.

4000 Sawmill Rd.
Doylestown, Pa 18901
215-230-8501
www.aosdigital.com

BEE BERGVALL & Co.

Certified Public Accountants

An accounting and business services firm serving the advisory needs of individuals, corporations, nonprofit organizations as well as municipal entities.

Accounting and Auditing
Tax Planning and Preparation
Financial Statement Preparation
Management Consulting
Business and Strategic Planning Services
Cash Flow Projections
New Business Start-Up Assistance

We are pleased to offer the consulting services of the

936 Easton Road • PO Box 754
Warrington, PA 18976

163 S. Broad St.
Lansdale, PA 19446

215-343-2727 • www.bbco-cpa.com

In your best interest.

QUAINT OAK BANK

Our Family of Companies | Banking | Real Estate | Mortgage | Insurance

Alexander J. Zetick
Commercial Loan Officer | NMLS 934090

501 Knowles Avenue | Southampton, PA 18966
☎ 215.364.4059 | ☎ 215.802.5746 | ☎ 215.364.4650

Proud new member of the
Central Bucks Chamber of Commerce

Member FDIC Equal Housing Lender
©2012 Quaint Oak Bank | NMLS 815841 QuaintOak.com

High Tech Advances in Dentistry



In today's fast-paced, health conscious world, patient's are concerned about what materials are being placed inside their mouth as well as the time it takes out of their demanding lifestyles.

Recognizing both concerns, CBCC member Dr. Beth Snyder is offering her patients CEREC technology—an advanced method of creating precisely-designed, color-matched and highly resilient ceramic restorations including crowns and porcelain veneers.

The high-tech CAD/CAM system allows Dr. Snyder to design and customize with precise detail the exact shape of a tooth restoration. Digital scanning replaces physical goopy impressions. An on-site milling machine creates a restoration similar to a natural tooth's structure, function and beauty in one single visit!

Additionally, the CEREC enamel-like material is biocompatible with the soft tissues in the mouth and provides a high-grade, anti-abrasive and plaque-resistant finish.

Restorations rely on a strong foundation. Preventable gum issues may result in tooth loss, if left untreated.

Certain kinds of bacteria that can live inside your mouth may also damage and affect your health. They can be the cause of long-term health problems such as heart disease, stroke, diabetes, and dementia. We offer a cutting-edge diagnostic **Oral DNA test** that can evaluate the kind(s) of bacteria inside your mouth (as shown on CBS' The Doctors show). The Oral DNA is a saliva test that can be done in about 30 seconds. The test is for patients that present with symptoms that include, but are not limited to, bleeding gums, bad breath, chronic gum infection, and uncontrolled diabetes. It detects 11 particular bacteria that cause gum disease and systemic damage.

Technology made to fit your dental, health, and lifestyle needs. **W4**



Dr. Snyder's office is located at 252 W. Swamp Rd., Suite#25, Doylestown, PA 18901; 215.348.9922; www.BethSnyderDMD.com.

MYPERIO PATH[™] FINAL REPORT



Result: High
Clinical Significance: Very strong association with PD: Transmittable, tissue invasive, and pathogenic at relatively low bacterial counts. Associated with aggressive forms of disease.

ORALDNA LABS[™] Innovations in Salivary Diagnostics

A Quest Diagnostics Company



COMPUTERS & TECHNOLOGY PLUS

M.J. Haaz

484-433-4703 MJ@MJHaaz.com

Doylestown Flowers and Gifts

Owned & Operated by the Andrix Family

215-348-2666

15 CLEMENS ROAD
DOYLESTOWN, PA 18901

DOYLESTOWNFLOWERS@GMAIL.COM

WWW.DOYLESTOWNFLOWERSANDGIFTS.COM

**RONALD
KERSHNER**

PIANO STUDIO

Private Instruction for
Beginning & Advanced Students

Adults & Children

Doylestown, PA

215-345-0289

www.kershner2pianostudio.com

Investment Advice & Portfolio Management

MORE THAN EVER CHOOSE WISELY



Leadership • Discipline • Integrity • Efficiency



Academy Wealth Advisers

Bob Welch, Principal

Rick Welch, Principal & Investment Officer

215.603.2976

WWW.ACADEMYWEALTHADVISERS.COM

3 Major Take-Aways On Google+



By Seth Goldstein
Goldstein Media
www.goldsteinmedia.com
215-315-7932
sgoldstein@goldsteinmedia.com



Google+ has been around for about a year and to many the service hasn't made the headway that it claims. I'm one who disagrees with these naysayers.

Google+ is a very important part of the social media landscape. If for no other reason, Google+'s parent company Google is the king of search and the giant has said numerous times that it is using its social network as a method to improve its search algorithm. Below I'm going to highlight three major take-aways that people should get from Google+.

#1. GOOGLE+ AND SEARCH

First off, being that the parent company to Google+ is in fact Google means that content put on this social network will show up in the search engines. I've seen content I've put on the network appear in search in a matter of minutes. If this content is also linked back to a longer form version of the post on your blog or

Website, or if you have supporting material on your site this will give your site a SEO boost.

Now I'm not saying spam Google+, that will surely get you in more trouble than good, but don't ignore it either. You want to do is create a social media strategy to best address how to utilize the network. A few things to do include: Creating a business page. This will allow you to post business related material on your site and have it relate back to your company. You also want to get the official Google+ chicklet for your site. That can be found here: <http://gmwd.us/cbcc1>. This will allow Google to connect your Google+ business page with your business Web site. Finally you want to make sure your page profile is completely filled out and your company's URL is listed in the contact information area.

#2. HANGOUTS

This is another fantastic reason to use Google+, and what many consider the network's crown jewel. Hangouts let you not only meet with 9 other people, other than yourself, simultaneously, but also by using the "On Air" feature record and broadcast the session

live to both your Google+ page and Youtube. This is great for webinars and video podcasts. Both of which can help you build credibility for yourself and your company.

A great plugin to find open hangouts to explore is Hangout Canopy for Google's Chrome browser. That can be found here: <http://hangoutcanopy.com/>

#3. CIRCLES

Finally the third major take away from Google+ is the Circle feature. Like Facebook lists, only more powerful, Circles allows you to organize your contacts on the network into categories. Once a few Circles are created, you can send certain updates to particular Circles. This allows you to have immense control over your message and who sees it.

To conclude, Google+ might not have the size of Facebook or the addictiveness of Twitter, but it's here to stay. Ignoring the network isn't an option if you want to make sure you and your business are being found in Google. All in all Google+ is an emerging powerhouse to be reckoned with. **W4**

After your day is done, come in to Applebee's®.

1/2 PRICE LATE NIGHT appetizers

LATE NIGHT drinks

\$2 SELECT DRAFTS
\$4 MAIN STREET 'RITA®
\$4 MUCHO RED APPLE SANGRIA

Open 'til Midnight or later

STARTING AT 9PM EVERY NIGHT

Dine in only. Does not include Appetizer Sampler or Ultimate Trios. Not valid with any other coupon, voucher, discount offer or discount. Excludes tax and gratuity. Please no more than two people sharing a late night appetizer.

FREE WIFI

Visit one of our area locations

NEWTOWN DOYLESTOWN
BENSALEM QUAKERTOWN
SOUTHAMPTON

State Street
Main Street
Court Street

COURT HOUSE

Team Capital Bank
A COMMUNITY BANK
in the heart of Doylestown

Team Capital Bank
Different. Better.
18 N. MAIN ST, DOYLESTOWN, PA
267-327-4505
www.teamcapitalbank.com

Virtual Assistance with a Personal Touch

Concierge Service, LLC

A Virtual Assistant (VA):
is an independent contractor who provides assistance to clients from a remote office.

We are a one-stop office support solution

- Admin and Personal Service
- Social Media Strategy and Management
- Bookkeeping
- Website Design and Maintenance
- Travel Arrangements
- Email and Calendar Management
- Event Planning

Nickey Hollenbach
Managing Member

484.919.0637
www.PTConciergeService.com
NickeyH@PTConciergeService.com

Document Management Software

It saves you time, money, and frustration

When you've got documents piled on desks, in filing cabinets, and, in today's business environment, in your inbox or shared drive, how long does it take you to find important documents? If you can't immediately find them, then it's taking entirely too long. Instantaneous access to your information from anywhere in the world is a game changer, much like the fax machine when it was first introduced. Centralized and organized digital files, rather than a mishmash of filing cabinets, shared drives and emails, give you greater control over the critical information that you need to operate your business.

Digital document management systems are becoming the fastest, most economical way to retain and access important business information. A basic system offers you a solid foundation from which to grow. Most products offered are scalable and can be "bolted on" as your company grows with the software, or as you roll out the solution in phases to other departments. There are a wide variety of document management systems that are available in today's marketplace; some are obviously better than others, and most focus specifically in the vertical markets that their

product has the greatest success in. Regardless of your industry, system benefits include cost reduction from not printing, regaining file room space, increased employee efficiency, and remote access to that now centralized documentation. Basic tools that are part of the solution, such as electronic fax, e-signature, and e-notes redaction and highlighting, help you keep your documents from ever needing to be printed.

Document management software can give you the competitive advantage you need to get ahead in your industry. Are you ready to change the way you do business? **W4**



215.230.8501
www.aosdigital.com
4000 Sawmill Road
P. O. Box 2107
Doylestown PA, 18901

Committee Corner

Parenting & Family Committee Tip

"Relationships are not a matter of guesswork. In fact, when we rely on guessing what someone thinks and feels, we get worse at it over time. Ask. Find out what is going on. Speak up! Let your partner, or whoever the other person is, know what you think, feel and want."

This relationship tip about the risks of mind reading in communication was provided by another colleague, Michael D'Antonio, PhD.

Working with many individuals and couples over time validates the common struggles and key conflicts we all can have in being really present and openhearted with one another and reaching for the other by being accessible, responsive, and engaged and attentive in healthy conversations. The simple acts of listening and understanding helps create emotional intimacy and connection.

Lucy S. Raizman, LCSW, LMFT
Council for Relationships
www.councilforrelationships.org
215.345.8454 ext. 2

Does your website power your company?

It should.

We create websites that work.



Serving web clients for over 16 years.

Mikula WEB SOLUTIONS

the **POWER** behind your online presence

www.mikulaweb.com 215-340-7692

Creators of BucksCountyAlive.com

at **HOME.**
at **WORK.**
on the **GO.**
We deliver where and
when you want us.

The Intelligencer
phillyBurbs.com
print | digital | mobile

ADVERTISE

in the CENTRAL BUCKS CHAMBER OF COMMERCE

*It's good
for your
business!*

W4

WHO • WHAT • WHERE • WHEN

It's true.

Advertising in the W4 is an effective way of getting your message out to thousands of local businesses who could benefit from your product or service.

It's affordable.

We offer ad design services at discounted rates for members of the Central Bucks Chamber.

To request ad design services and to reserve your space...

Contact Sue Freeman at
215-348-3913

W4Ads@centralbuckschamber.com

CENTRAL BUCKS
CHAMBER OF COMMERCE INC.

Baillwick Office Campus, Suite 23
252 West Swamp Road, Doylestown, PA 18901

Discover

STONE + GLIDDEN



Stone-Glidden is an award winning design and installation firm, integrating audio-video, lighting, security, and automation for new and existing homes throughout the Delaware Valley. Working with homeowners,

architects, designers, and the building trades, we deliver solutions that are smart, energy efficient, and easy to use. They have a 25 year record of producing systems that start at simple media rooms to full estate level automation.

Stone-Glidden has been recognized as the Contractor of Year for the National Association of the Remodeling Industry (NARI) at both a local and regional level each of the past 7 years with one of our local projects being named "One of the Best Home Theaters Ever" by Electronic Home Magazine.

Our process is different and through this our results are different. We are not a retail store but we can

demonstrate our offerings at one of our showrooms. We use an engineer to design each of our systems, not a salesperson and each of our projects is run by a full time project manager; assuring our clients that we are in constant communication with other trades involved in the project. Stone-Glidden does projects from Manhattan, to the Jersey Shore, as well as the entire Philadelphia regional market. Mark Glidden has been a resident of the Central Bucks community for the past 40 years is one of the pioneers in the area of home entertainment

and home automation. He has been involved with international manufacturers to help develop, design and bring products to market that meet the ever growing demands of home owners to enjoy music and entertainment in their homes. He is the current President of NARI – Bucks Mont Chapter, active as a member of the Chalfont Zoning Board and the Central Bucks Rotary Club. He is married with two teenage children and loves to travel, work on community minded projects and his foibled attempts to become a better golfer. **W4**



When you need a **Commercial Loan** to help grow your business ...

Choose a bank with **strong roots** in the community.

3rd FED BANK
Est. 1921

3rd Fed Bank has been serving local businesses for more than 90 years. Call 1-800-498-4473 or visit www.3rdfedbank.com to start growing.

MEMBER FDIC

Who are you listening to?

The right advice for those BIG decisions.

ANTHEIL MASLOW & MACMINN, LLP
ATTORNEYS & COUNSELORS

Experience. The Difference. www.ammlaw.com | 215-230-7500

"Our business is to help your business grow!"

MOYER
Indoor | Outdoor
Services you can count on

[215] 799-2000 • (866) 669-3747 • emoyer.com

Heat & Air | Radon Protection
Pest Control | Heating Fuels
Water Quality | Plumbing

Lawn Care | Lawn & Garden Irrigation
Tree & Shrub Care | Landscape Lighting
Gutter Care | Pool & Spa Care

Make sure your next ad really works.

Let **GreenEye for Design** help you get the right message ... to the right audience ... at the right time.

Graphic design with a rare perspective.

Contact Jean Cauller at 267-884-4331
jean@greeneyefordesign.com

Connections

Make Mega Connections at CBCC

The Area's Premeir Business Card Exchanges

Staples of Doylestown www.staples.com

Photography by Chris Whitney, Whitney Photography



Brett Thomas (Staples of Doylestown), Dave Augustine (Velocity Managed Services, Inc.) and Seth Goldstein (Goldstein Media LLC).



Jeff Kwait (Staples of Doylestown) and Lisa Wuko (Azzatori Chiropractic)..



Sharad Patel (Days Inn Doylestown).

HOW TO SAVE MONEY ON YOUR WIRELESS BILL

(in three easy steps)

1 bring us your cell phone bill - any carrier!

we will do an analysis **2**

3 we will show you how you can do a lot more for less money

it really is that easy!!

start by calling:

888.348.1101
and choose the location nearest you

EASTCOM
WIRELESS
www.eastcomwireless.com

COMMERCIAL LIFESTYLE PHOTOGRAPHERS SPECIALIZING IN WEDDINGS

LET US TELL YOUR STORY



Ventresca LTD., the men's store in Doylestown.

ALLUREwest
natalie & jung wi

Relationships are our #1 priority at Allure West Studios. We listen to your vision for your images and apply that vision using our artistic and technical abilities. Our work is so personal that often times, we maintain friendships alongside our professional relationships.

267.247.5858 | 415.513.5925
100 MECHANICS STREET, DOYLESTOWN, PA 18901

INFO@ALLUREWEST.COM | NATALIE@ALLUREWEST.COM
JUNG@ALLUREWEST.COM | WWW.ALLUREWEST.COM
WWW.ALLUREWEST.COM/BLOG | WWW.FACEBOOK.COM/ALLUREWEST
WWW.TWITTER.COM/NATALIEWI | WWW.LINKEDIN.COM/IN/NATALIEWI



Get the free mobile app at
<http://gettag.mobi>

PHOTOGRAPHY • INTERIORS • FAMILY • FASHION AND EDITORIAL PHOTOGRAPHY AND EVENTS • CORPORATE CONFERENCES • CUSTOM WEBSITE PHOTOGRAPHY HEADSHOTS • ADVERTISING PRODUCT PHOTOGRAPHY



Pam Carroll (Chamber Member) and John C. Soffronoff (Monument Bank).



Lee Schwarz (Black Lion Marketing), Pete Bonacum (Business Coach) and Joseph M. Kier (Central Bucks Detachment #636).



Julie Lachman, ND (Naturopathic Doctor) and Victoria Guillot (Business/Commerical Funding).



Elizabeth Kaspert (3rd Fed Bank) and Linda Jacobs (Soup to Nuts Caterers, LLC).



Neil Gordon (Business Continuation Strategies LLC) and Phil Ramos.



Daniel Kim (The Kim Agency, Farmers Insurance) and Aaron Castro (Aaron Mitchell Photography).



partnering

You book the meeting, we'll bring the free lunch or breakfast and the valuable small business advice.

National Penn small business advisors can help you more effectively manage your cash flow, improve your operational efficiency, and maximize your money. Finding out the details is free. So is the lunch or breakfast. And we'll come to you.

Book a meeting with us at mysmallbizbank.com

It's not revolutionary. It's the way relationships should be.



www.mysmallbizbank.com

Member FDIC

BANKING INSURANCE INVESTMENTS TRUST

Not too big Not too small Sitecats is just right



When you need a content managed website with a mobile version, come see Sitecats. We've been making CMS sites since their invention.



mobile web • ecommerce
custom design • seo/sem
training & support

SITECATS

WEB DEVELOPMENT

18 E. COURT ST. 215.345.9050
HISTORIC DOYLESTOWN BOROUGH

BE SOCIAL WITH YOUR CENTRAL BUCKS CHAMBER!




Catherine Gilstein, MBA
Agent

New York Life Insurance Company
100 Witmer Road, Suite 100
Horsham, PA 19044
Bus. 215 441 6653 Col. 215 600 4331
cgilstein@ft.newyorklife.com
www.philly.nyloffices.com

The Company You Keep®



Holiday Specials for Chamber Members:

- Purchase any 3 bottles of wine and save 15%.
- Order your corporate gift baskets and receive 10% off your order.
- Make Your Holiday Wine Gifts Extra Special with Custom Wine Labels.

6123 Lower York Road New Hope, PA 18938
215-794-2333 FAX 215-794-2331
www.newhopewinery.com

Check out our upcoming concerts:

- Loudon Wainwright III - Friday December 14th - 8:00pm
- Sophie B. Hawkins - Saturday December 15th - 8:00pm
- Dar Williams Saturday - December 22nd - 8:00pm
- Dar Williams Sunday - December 23rd - 8:00pm

Go to www.newhopewinery.com to purchase tickets.



THERE'S ONLY ONE CANDIDATE WHO CAN TURN THIS ECONOMY AROUND.

YOU. THE BUSINESS OWNER. The one who doesn't just talk about fixing things. The one who goes out and makes it happen. The one who will create the jobs for others in their community. Whether you need a loan, a line of credit, real estate financing or cash management services, Firsttrust is here and ready to help. Because you're the business owner. And we vote for you.

Mark Tierney
Director of Business Banking
610.238.5681

800.220.BANK | firsttrust.com



Everything is personal.



SPECIAL HOLIDAY SECTION



Mabel of Moore Cleaning

Jane Moore, owner of Moore Cleaning, and Joyce Byers, creator the Byers' Choice Ltd. Carolers®, proudly display "Mabel" created exclusively for Moore Cleaning of Doylestown. To find out more about Mabel, call: 215.348.2333.



Soup to Nuts Caterers



Whether catering a holiday function, office party, New Year's event or spring time social, the gift of hiring a superb catering firm is not only a gift for your guests. Taking the headaches of food preparation and service off of your shoulders is a gift to yourself!

With **Soup to Nuts Caterers** guests can enjoy Bucks County's local produce, meats, dairy and grains. As a Chef and a Caterer, Linda S. Jacobs is passionate about starting with what grows right around her.

In winter, when the ground and air is too cold to plant, Castle Valley Mill in Doylestown stone ground grains add texture and flavor to items like cornbread or whole grain wafers. "Microgreens from Blue Moon Acres give meals a green zip to keep what we eat out of winter doldrums. Potatoes, sweet potatoes and many root vegetables can be stored to use all winter long," notes Jacobs.

With the cool air, making soups, stews, baking and roasting heart recipes entices Jacobs, adding "In spring, I start to look forward to peas, planted before last frost, asparagus, greens and strawberries." **W4**

Soup to Nuts Caterers, LLC
www.souptonutscaterers.com
215.321.7980
stncaterers@aol.com



Rich Timmons Fine Art Gallery



Once a dream, now a reality: The Rich Timmons Studio & Gallery, established January

2012, is the product of Rich and Julie Timmons life-long

love for fine and commercial art. Originally a mid 19th-century barn, the gallery was once home to Rich Timmons marketing and advertising agency, where he conducted a career in the advertising industry for nearly 40 years. Now, a refurbished,

stunning, sophisticated space with Bucks County warmth and class, this gallery symbolizes a brand new adventure and career shift for Timmons.

The gallery displays the work of a handful of local artists, Timmons specifically aims to bring diversity to Bucks County by representing over 50 different national artists.

There is something for just about everyone at Rich Timmons Studio & Gallery. "You will find an incredibly broad selection of art," says Rich.

"Paintings range from traditional pieces to Impressionist works, from landscapes to portraits. The gallery also plays host to abstract art, sculptures

and other beautiful work by talented, local craftsmen. The pieces aim to represent an expansive audience, and I hope to display the best talent our country has to offer."

Since its opening, Rich Timmons Studio & Gallery has hosted a variety of community events, including women s teas, special "gallery nights," small weddings, book signings, and corporate appreciation events.

The Rich Timmons Studio & Gallery is truly a precious gem bearing impeccable artwork and genuine spirit in Bucks County. **W4**

Dave and Tammy Wimble
(215) 345-7750



17 East Oakland Avenue, Doylestown, PA 18901

Cupcakes and more...

jubilationsbakeshop.com find us on Facebook

soaps • candles • monogrammed gifts

38 east state street
doylestown, pa
yourstrulybykate@gmail.com
215.340.1148

The Gutter Guard Guys, a division of New Hope Window Cleaning Service, Inc., has officially changed its name to **The Gutter Guard Kings** as of August 15, 2012. The Gutter Guard Kings will continue to install Leaf Relief gutter guards and also to clean gutters.

Michael Ivankovich

Moving ♦ Appraisal
Home Downsizing Services

Whether Antiques, Collectibles, Residential Contents, or Junk

- We'll visit your home. We'll appraise your items.
- We'll explain your options. We'll turn it into cash.
- Our Fee: \$195. We appraise only. We do not buy.
- Sorting, Packing, Cleanout Services Also Available.

P.O. Box 1536, Doylestown PA ♦ (215)-345-6094
Info@michaelivankovich.com
www.michaelivankovichappraisals.com



HAPPY HOLIDAYS!



Leader to Leader



Photography by Aaron Mitchell Photography

PERSONAL INFORMATION

Name: Todd Parlee

Title: President

Company: ParleeStumpf-Marketing :: Branding :: Web Consultants

Type of company:

Marketing, Branding, Web consulting

Recent project: Penn Color rebranding and development

Education: Moravian College



First job: Landscaper for Lankford Landscaping

Little known fact about you: love bird watching

Home: Hilltown

Goal yet to be achieved:

To become a multi- million dollar company

JUDGEMENT

Best decision: To own a company

Worst decision: There are a few but they taught me so much

Toughest decision: Firing someone

Mentors: Don Whitney, Mike Stumpf, Ross Lasley, my dad and mom

TRUE

Word that best describes you:

Onion :)

Leader to Leader continued ▶

Visit our **NEW** website and see all our upcoming 2013 events!
centralbuckschamber.com/calendar

ORANGE PEEL SHRIMP

P.F. CHANG'S

721 EASTON RD. | WARRINGTON | 215.918.3340

ONLINE ORDERING & RESERVATIONS AT PFCHANGS.COM

Rich Timmons
FINE ART GALLERY

37
95

The Largest Fine Art Gallery in Bucks County

We invite you to visit our First Annual Small Painting Exhibit from October 5th to December 22nd.

Representing Over 50 Nationally Recognized Artists
 Open Thursday 10 am – 6 pm, Friday & Saturday 10 am – 8 pm & by appointment

RICH TIMMONS FINE ART GALLERY
 3795 Buckingham Pike (Rt. 202) • Doylestown, PA 18902
 P: 267.247.5867 • www.3795gallery.com

Check our website for our LIVE MUSIC schedule.
 FINE ART • CUSTOM FRAMING • APPRAISALS

Michael Ivankovich Fundraising Auctioneer

We Help Groups...Raise Needed Funds

Bid Calling • Special Pledge Appeals
 Consultations • Workshops • Item Acquisition Training
 Author: *Fundraising Auction Secrets*



Box 1536, Doylestown PA • (215)-345-6094
info@michaelivankovich.com
www.FundraisingAuctionServices.com
 Visit Our Web Site to See Our Client List



Like best about your job:

It's all about creativity, strategy and achieving goals

Like least about your job:

The financial side

The most important lesson you've learned:

To aim high

Person most interested in meeting:

Stephen Spielberg

Company you respect most:

Apple

First choice for a new career:

Surf shop owner in Hawaii

Greatest extravagance:

Music, music equipment and electronic gadgets

ET CETERA

Most influential book: How to Win Friends and Influence People

Favorite movie: Star Wars Film Series -- because my son likes them too

Favorite restaurant: Deauville Inn, Strathmere

Favorite vacation spot: Maui

Favorite way to spend free time: Surfing

Automobile you drive: Cadillac

Quotation to live by: May all your lights be green lights

Books on my nightstand right now: The Jungle

– Clive Cussler

Favorite author, fiction: Steven King

A book that influenced how I live my life:

Anthony Robbins – Get the Edge

TV show I'm not ashamed to admit I watch:

SpongeBob Square Pants

Favorite comic strip author:

The Argyle Sweater – Scott Hilburn

Movie I love so much I've watched it more than twice: Poltergeist

Web site I visit regularly: SwellInfo.com

If you turned my radio on right now, it would be tuned to: Howard Stern

Magazine I read regularly: Rolling Stone

Place you go to escape the office: The beach

Recording I play when my soul needs a lift:

Michael Franti & Spearhead - The Sound of Sunshine

Person in my field whom I most admire:

Mike Stumpf



Mike Martin

Thank you
for supporting the
Arts in Bucks County!

**Coca-Cola donated
beverages that were
used at our 2012
Bucks Fever Events!**



COMFY.



Some things just always feel comfortable.
Banking at Hatboro Federal is like that, too.

Our Priority Checking is still 100% **FREE**, we have 43,000 **surcharge-free** Allpoint ATMs nationwide and there is **no charge for daily purchases when you** use a Hatboro Federal debit card.

Plus, we're ranked in the top 10% of **ALL BANKS** in the nation for strength and security.

Those comfortable sneakers of yours still make you feel good,
and so does banking at Hatboro Federal.

Might want to try us on for size.



SMARTPHONE TAG



**HATBORO
FEDERAL
SAVINGS**
Established 1941

Member FDIC • Equal Housing Lender • STAR • Visa • Allpoint

HATBORO :: 215.675.4000
LENDING OFFICE :: 215.675.4424
WARMINSTER :: 215.672.1010
WARRINGTON :: 215.343.0344
JAMISON :: 215.918.2722
hatborofed.com

**Hang Your Marketing Hat
On MIGU**



**NEW
CUSTOMERS!**
**10% OFF
YOUR FIRST
PRINT JOB!**
(expires 6/30/12)

SPEND LESS, WEAR LESS HATS

Move forward with MIGU. We deliver personalized service, superior production, fast turnaround, aggressive pricing and outstanding value. Economize and consolidate your marketing operations today. Lighten your load and hang your marketing hat on MIGU. We reach your customers. We reach your goals. *We Deliver More.*

THE MARKETER'S POWERHOUSE

MIGU

PRINT PROMOTE FULFILL

We Deliver More



260 Ivyland Road, Warminster, PA 18974
T 215.957.9763 / F 215.957.3240
info@migu4u.com / migu4u.com





Committed to your success

For more than 30 years, University of Phoenix has been committed to helping professionals like you earn a degree. We understand you need a class schedule that fits your busy life. University of Phoenix offers online and on-campus programs at more than 200 campuses and learning centers around the country, including one in Warrington, offering you an education on your terms.

Sandy Barnes
Enrollment Advisor

© 2012 University of Phoenix, Inc. All rights reserved.

phoenix.edu/warrington

IQnection & spheroVision® Interactive Virtual Tours

spheroVision®
Serving The Common PA and West Pennsylv
Your World in 360°!

IQnection
Web Development Partner

As an industry leader in the development of the single most important asset a business or organization can possess — a superior web design — IQnection is 360° delighted to announce its recent power partnership with Eric Eberhardt and his company, spheroVision® Interactive Virtual Tours.

Like IQnection, spheroVision® is committed to providing clients with the gold standard in web-based visual communication tools available on the internet.

spheroVision® specializes in planning, implementing and supporting high-definition 360° virtual tours in a premium quality format with captivating interactivity. The result is a full-screen experience for the website visitor which promotes locations, scenes and landmarks in a stunning interactive display. Potential clients and customers are naturally compelled to learn more about the goods and services provided by the website owner as a result of the unique and captivating web experience.

Committed to staying on the leading-edge of web design and web marketing, IQnection immediately recognized the value of the interactive experience

that spheroVision® makes possible for its web design clients. According to Bob Campbell, CFO and co-owner/founder of IQnection, "It made sense for IQnection to integrate Eric Eberhardt's interactive 360 degree images into websites that show case spaces that people want to explore—like a museum, helicopter cockpit, backyard oasis or a beach front resort. Combining Eric's passion for photography and technology, with IQnection's expertise in conveying a compelling message with strong call to action via a website, results in great value for our clients".

One of the first beneficiaries of the partnership between IQnection and spheroVision® is the Mercer Museum Et Fonthill Castle (<http://www.mercermuseum.org>). The ability to distill the rich visual experience that the museums provide into an interactive online tour is a pioneering achievement. With a simple click of the mouse, the web visitor controls the twists and turns of a self-guided 360° journey through the thousands of pieces displayed within (and from!) the museum's walls and ceilings. The clarity is impeccable, the control features are flawless, and the web experience is one that must be seen to be believed. **W4**

Please contact IQnection at 215-345-5424 or info@IQnection.com for information on how your business or organization may benefit from the powerful visual tools available through IQnection and spheroVision®.

County Theater Upgrades to Digital Cinema Technology with help from CMIT Solutions



On Thursday July 12th, the County Theater completed its biggest technologic change in its 84 year history serving Doylestown. The County Theater became one of the first independent art movie houses in the country to make the transition from 35mm film to Digital Cinema. Pictured at the 'ribbon-cutting' are (from the left), Executive Director John Toner, Board President Dick Patterson, Kip Lynch, President of CMIT Solutions of Bucks County responsible for the IT infrastructure conversion, Board Member Pam Byers, and Chris Collier, Director of Special Programs. Mr. Lynch holds a digital hard drive containing digitized movies which are quickly replacing the 35mm film versions held by Mr. Toner and Mr. Collier. **W4**

Don't abandon your investment plan. Rethink it.

WELLS FARGO ADVISORS

If market fluctuations and economic uncertainty have you second-guessing your investment plan, it's time to take a closer look. With an Envision™ plan, we can help ensure your goals are measurable, reprioritize them if necessary, and adjust your strategy to reflect realistic expectations and your own comfort level for risk. Call today to get started.



Mark P. Melillo
Branch Manager
Doylestown Commerce Center, 2005 South Easton Road Suite 108
Doylestown, PA 18901
215-230-2886 • 800-666-2671

Investment and Insurance Products: ► NOT FDIC Insured ► NO Bank Guarantee ► MAY Lose Value

Wells Fargo Advisors, LLC, Member SIPC, is a registered broker-dealer and a separate non-bank affiliate of Wells Fargo & Company
© 2009 Wells Fargo Advisors, LLC. All rights reserved. 0409-3594 (7/27/09-v1) A1440

WHY MKJ?

Because we
care as much
as you do.

mkj creative
Branding & Advertising

877-MKJ-0111
mkjcreative.com

Municipal Management Software

Helping local governments deliver more for less

Most local governments and municipal authorities recognize the increasingly important role that their IT infrastructure plays in their ability to deliver services and properly manage their business operations. Some agencies have been quick to adopt new technology, while others have been slow to embrace any automation tools. Regardless of how far down the technology road a municipality has traveled, they generally find themselves needing to improve service levels.

The advent of a new breed of software has implications for all municipalities, regardless of what software they have implemented. This software, MuniLogic - Municipal Management Software, is web-based, low cost and designed for the enterprise to better manage assets, work-flows and business processes.

One of the hallmarks of MuniLogic is the delivery of powerful tools for the entire municipal agency. As such, they include an asset management system that puts true Geographic Information System (GIS) mapping on every desktop and provides full, robust document management as well as extensive reporting capability. There are communications capabilities providing a shared calendar, contacts and tasks right from a dashboard view. A Property module is

foundational to the other modules and contains critical information and detailed data for all real property. Administrative functionality allows user customization and assigns user privileges on a module by module basis. Moreover, there are add-on modules which provide for specific departmental needs and take full advantage of the other modules, working together as a single shared application. These add-on modules facilitate; customer requests and complaints, permitting, code enforcement, zoning appeals, subdivisions, licenses, sanitary sewer systems, water distribution systems, storm systems and roadway asset management.

MuniLogic provides important benefits in terms of efficiency and productivity. It makes it easier to find information and ensure better decisions are made. These benefits are essential to providing improved service levels to constituents. **W4**

The bottom line is MuniLogic software allows municipal agencies to do more with less. To find out more, contact Paul Nelson at Carroll Engineering Corporation, Warrington, PA. (215) 343-5700, extension 279 or pnelson@carrollengineering.com.

Key Benefits of MuniLogic

- Improves Decision Making
- Facilitates Communication & Collaboration
- Improves Service Levels
- Increases Efficiency & Productivity
- Eliminates Redundancy



World class wine & champagne... grown & made in Bucks County

Custom labeled wine makes a great Holiday gift

Very reasonable prices

Fast, personalized service

 **Buckingham Valley Vineyards**

On Route 413, two miles south of Route 202
Open Tues thru Sat 11-6, Sun 12-5
215-794-7188 www.pawine.com

WE BUY GOLD!

Trustworthy, Reputable & Honest
We Pay Top Dollar!

Gold & Silver Jewelry & Coins • Gold Parties
Home Calls • Private In-Store Appointments
20 Years of Precious Metals Experience
Gregory J. Glensier, Graduate Gemologist

Doylestown Gold Exchange

DOYLESTOWN LOCATION The Keystone Professional Building 573 N. Main Street Doylestown, PA 19021 (215) 345-6630 doylestowngoldexchange.com	RICHBORO LOCATION 377 2nd Street Pike Richboro, PA 18954 (215) 942-6190
--	---

 **MERCK SHARP & DOHME**
FEDERAL CREDIT UNION

FREE BENEFIT!

Want a no-cost, no-catch employee benefit?

Offer Your Staff:

- Low Rates on Loans
- High Interest on Savings
- No or Lower Fees
- Safety and Security

Call Bobbie Max at (215) 996-3744 or Dorene Gregory at (215) 996-3743 for more information on how your business can join.

www.msdfcu.org

Branch locations in Chalfont, Lansdale and now in Harleysville!

 

1.866.400.HOST • IQNECTION.COM



COULD YOUR BUSINESS SPARK MORE INTEREST?

WEB DESIGN, MARKETING & HOSTING

 | WEB SERVICES

Verizon - Demystifying the Cloud for Small Business

While other ISP's are getting "cloud ready", Verizon has been a "cloud leader". For years, we've been teaming with the best Brands in technology and developing and utilizing cloud applications to enhance products and services for our business customers, including greater security, more storage, increased mobility and 24/7 accessibility to your business data.

FiOS Internet is your fast, safe and reliable connection to the Cloud—for Communications, Applications, Security and more. FiOS is one of America's fastest, most consistent and most reliable Internet services – offering seamless access to Cloud technologies, including applications to run your business, cloud communication tools and cloud security. High Speed Internet (formerly DSL) customers also have access to our full portfolio of cloud services

VERIZON & GOOGLE

- Google Apps for Verizon are cloud-based technology—so all of the small business-grade applications like Gmail, Google Calendar, Google Docs, Google Sites and Google Video are accessible anywhere, anytime you have an Internet connection.

- Google Apps for Verizon are cloud-based applications that keep sensitive files more secure than traditional software by leaving less data on computers and away from security attacks and malfunctions.
- Google Apps for Verizon offer a domain name free for the first 12 months when you bundle your phone and Internet services.

VERIZON ONLINE BACK UP AND STORAGE (VOBS)

- Business Continuity- Protect your business' financial or customer data by backing it up in the Cloud. If your equipment or data is stolen, destroyed in a fire or flood—it's not lost like it would be on your hard drive. VOBS provides you peace of mind—and business as usual.
- Greater Efficiencies- Large files, graphics and archived information can slow your computer to a crawl. When you store these files in a secure, online vault in the Cloud, your PC will be more productive. Plus, you can access your stored information from any computer that has an Internet connection.

- Collaboration- With VOBS, you can access any data that you've saved in the cloud from any wireless device. That's keeping your business connected.

VERIZON INTERNET SECURITY SUITE (VISS)

- Access- Verizon Internet Security Suite Powered by McAfee makes it easier and more secure to conduct your business via the Cloud.
- Flexibility- Advanced security protection available for our Verizon customers—whether you're PC-based or Cloud-based.
- Comprehensive- VISS Powered by McAfee helps to stop web threats in the cloud before they harm your PC. **W4**



Why I Joined the Chamber

By Sheila Singer

Every year, increasing numbers of us move from corporate careers to the world of the self-employed. Instead of in boxes overflowing with tasks, staff meetings and projects we experience days of hope and expectation. We have ordered our stationery, placed an ad or two, contacted our friends and relatives, and polished our phone to a high shine by picking it up once an hour to see if it is working. We pay our bills smile brightly and reassure ourselves that we have made the right decision. We are savvy, smart, hard working and energetic and there is a large population right in our own back yard just waiting to do business with us.

And then we turn on the TV and watch another daytime movie. And we are lonely. I know. I was there. And then I saw an invitation to join the Central Bucks Chamber of Commerce. I went. I saw. I joined a committee.

Then I joined another committee and another. I met people. I started to do business. I was asked to join the Board of Directors. I was introduced to more people. I learned a lot about the community and the people I wanted to do business with. And I made friends. And I had wonderful experiences.

My membership opened doors for me. The time and effort I put into the Chamber Committees gave me name recognition as well as contacts. And I learned the most important lesson. *We cannot be successful alone.*

Sheila Singer, CLU, ChFC is the President of CB Administrators Inc. at 79 E. Ashland Street in Doylestown.

A strong online presence is about:

- Promoting your business
- Being found by the right customers
- Competing effectively
- Measuring your results

Dex Digital Advantage ♦ We help businesses by delivering a complete marketing solution made simple

- SEO/SEM (Search Engine Optimization/Marketing)
- Display Brand Awareness
- Reputation Management
- Custom Video
- Websites
- Name Protector

dexdigital

For a FREE Marketing Consultation, Contact Aleck Zavalis
(610) 519-0939 ♦ aleck.zavalis@dexdigital.com

Cash Flow Challenges?

Need an alternative to bank financing?
Is your cash tied up in accounts receivables?

Liquid Capital can provide your business with immediate funding based on your receivables

- for business expansion
- during seasonal slumps
- slow customer payments
- even for new start-ups



Liquid Capital of Greater Philadelphia
196 W. Ashland St.
Doylestown, PA 18901 office (267) 895-1711
www.gp.liquidcapitalcorp.com



Gross' Gourmet Foods

Andrew Bilotta & Leslie Bilotta

Phone: 215.345.1721

Fax: 215.345.7763

andrewbilotta57@verizon.net

266 South Main Street • Doylestown, PA 18901

NEWS RELEASES

The National Center for Juvenile Justice, a division of the National Council of Juvenile and Family Court Judges of Reno, Nevada, has announced that Community Commitment, Inc, of Doylestown and Allentown, has successfully completed a rigorous two year training through its Quality Improvement Initiative (QII). The program "provides an opportunity for juvenile justice providers to learn and apply a quality improvement process...through training and technical assistance." The CCI team "devoted valuable time to completing meaningful and often time intensive tasks related to improving the quality of (its) Youthwork In Action Program. CCI's commitment to this initiative demonstrates their commitment to providing the best possible services to youth in Pennsylvania... We believe the staff time and resources that CCI invested in their participation in the QII will not only benefit the agency but also advance positive outcomes for youth in Pennsylvania's juvenile justice system for years to come".

Founded in 1972, CCI contracts with the juvenile courts of Bucks, Lehigh and Northampton Counties to work with some of their most difficult and demanding juvenile and family situations. The non-profit has an audited 35 year success rate of 78% and has been honored as an 'exemplary program' by the US Office of Juvenile Justice and Delinquency Prevention. CCI was first-in-the-nation to bring a comprehensive array of rehabilitative and therapeutic services directly into private homes (1972), the first to introduce regular substance abuse drug testing for adjudicated juveniles (1975), and the first to employ instant -sanction community service discipline for offenders (1976). CCI's Executive Director and CEO is Peter L Stollery, ACSW, BCD, CMFT, CFC, of Upper Black Eddy. **W4**

For further information contact Linda at 215.348.9089 or email at CCI.Bucks@verizon.net

The winners of The 2012 Communicator Awards have been announced by the International Academy of the Visual Arts and New Hope, Bucks County, creative services firm Imbue Creative has received an Award of Distinction in the print design category. With thousands of entries received from across the US and around the world, The Communicator Awards is the largest and most-competitive awards program honoring creative excellence for communications

professionals. The winning entry is a recruitment brochure designed for the Texas Regional Office, a full-service insurance broker in Coppell, Texas. For more on Imbue Creative, see the upcoming Finance edition of W4. **W4**

Statement of Ownership, Management and Circulation

Publication Title: Who, What, Where, When (W4) Publication Number: 5009782
 Filing Date: November, 2012
 Issue Frequency: Six Times A Year
 Number of Issues Published Annually: Six
 Annual Subscription Price: \$50.00
 Complete Mailing Address of Known Office of Publication (Not Printer):
 CBCC, 252 West Swamp Road, Ste. 23 Doylestown, PA 18901
 Complete Mailing Address of Headquarters or General Business Office of Publisher (Not Printer):
 CBCC, 252 West Swamp Road, Ste. 23 Doylestown, PA 18901
 Contact Person: Amanda M. Soler
 Telephone: 215-348-3913 (x111)
 Full Names and Complete Mailing Addresses of Publisher, Editor and Managing Editor:
 Publisher: Central Bucks Chamber of Commerce, Bailiwick Office Campus, Suite 23, 252 West Swamp Road, Doylestown, PA 18901
 Editor: Amanda M. Soler, Central Bucks Chamber of Commerce, Bailiwick Office Campus, Suite 23, 252 West Swamp Road, Doylestown, PA 18901
 Managing Editor: Amanda M. Soler, Central Bucks Chamber of Commerce, Bailiwick Office Campus, Suite 23, 252 West Swamp Road, Doylestown, PA 18901
 Owner: Central Bucks Chamber of Commerce, Bailiwick Office Campus, Suite 23, 252 West Swamp Road, Doylestown, PA 18901
 Known Bondholders, Mortgagees, and Other Security Holders Owning or Holding 1 Percent or More of Total Amount of Bonds, Mortgages, or Other Securities: None
 Publication Title: Who, What, Where, When (W4)
 Issue Date for Circulation Data Below: December, 2012
 Total Number of Copies (Net Press Run): Avg. No. Copies ea issue, during preceding 12 mo. 2,800
 Mailed Outside-County Paid Sub. State on PS Form 3541 (inc. paid distribution above nominal rate, advertiser's proof copies and exchange copies), 187/Mailed in-County Paid Sub. Stated on PS Form 3541 (inc. paid distrib. Above nominal rate, advertiser's proof copies, and exchange copies) 1,515
 Paid Distrib Outside the Mails including Sales Through Dealers and Carriers, Street Vendors, Counter Sales and other paid distribution. Outside usps None
 Paid Distrib by other classes of mail through the USPS (eg First Class Mail) 5
 Total Paid Distribution 1707
 Free or nominal rate distribution outside the mail (Carriers or other means) 1083
 Total Free or Nominal Rate Distribution 1083
 Total Distribution 2,790 Copies not distributed 10
 Total 2,800, Percent Paid 61.20%

FREE Checking



SAY NO TO MONTHLY CHECKING FEES AND MINIMUM BALANCES WITH A TRULY FREE CHECKING ACCOUNT FROM THE FIRST NATIONAL BANK.

Banking, Trust & Wealth Management
 215-860-9100 • www.fnbn.com

A WEALTH OF EXPERIENCE SINCE 1864



Doylestown • Fairless Hills • Jamison • Langhorne • Levittown • Newtown Boro
 Newtown Township • Richboro • Solebury • Warminster • Washington Crossing • Wrightstown

Speedprint'r inc.

at The Printing Factory

WHO SAYS PRINT IS DEAD???
WE'VE BEEN YOUR QUALITY PRINTER IN DOYLESTOWN FOR 30 YEARS!

DESIGN Professional Type & Design Department	CUSTOMER SERVICE Friendly and Knowledgeable Staff
OFFSET PRINTING Directly from your disks with our Computer to Plate Technology	TRADITIONAL PRINTING Letterpress, Foil Stamping and Embossing Laser Proof Thermography
STATIONERY Letterhead, Envelopes and Business Cards	BINDERY SERVICES Collating, Folding and Tabbing
DIGITAL HIGH SPEED Color and Black & White Printing	BLUEPRINTS Large Format B&W Copies and Digital Prints

In-Town Pick Up and Delivery Available

260 North Broad Street • Doylestown, PA 18901
 Phone: 215.348.1100 • Fax: 215.348.4118
mail@speediprintr.com • www.speediprintr.com



Central Bucks Detachment, Inc.
 P. O. Box 1372 Doylestown, PA 18901-1372
 Meets at 7:30 p.m. 2nd Wednesday of Month
 American Legion Post 210
 315 North Street, Doylestown, PA
 call 267-249-4882 for more information
 or go to <http://www.mclcb.org>

Addison Wolfe Real Estate
 A BOUTIQUE REAL ESTATE FIRM WITH GLOBAL CONNECTIONS



PIPER WAREHOUSE: Free standing 4,100 sq foot office building and 3 adjoining warehouses totaling 64,000 sq feet with loading dock with 12 docking stations and drive-in ramp. Lot is 8.45 acres with approximately 419 feet of road frontage along Easton Road, Rte 611. Bedminster Township C-2 Highway commercial zoning. \$2,350,000 Contact Joe McCabe at 267.980.8346

AddisonWolfe.com • 215 862 5500

Burton & Browse LLP
 Certified Public Accountants



Providing Quality Professional Services Since 1959

Auditing ♦ Accounting ♦ Tax Preparation ♦ Business Consulting

PARTNERS
 Kenneth R. Cronlund, CPA ♦ Thomas M. Newman, CPA
 Craig Burton, CPA

Bailiwick #9 • 252 W. Swamp Rd. • Doylestown, PA 18901 • 215-345-6272
 444 South State St. • Newtown, PA 18940 • 215-968-4224
 60 Wilson St. • Lambertville, NJ 08530 • 609-397-0896

www.burton-browse.com

State of the County Breakfast Progress made on Justice Center, social services, reducing the county's footprint

By Anne Biggs, Journalist

Bucks County commissioners Rob Loughery, Diane Ellis-Marseglia and Charley Martin presented their annual update to the Central Bucks Chamber on Friday, September 28. They highlighted making county government "smaller and smarter," building collaboration with the county's 54 municipalities to encourage private-sector business development, providing needed social services, the Justice Center update and discount cards for veterans.

Despite a quarter mil tax increase, a hiring freeze and many other efficiencies, commissioner chair Loughery expects two dozen county workers will be laid off to help close a \$12million gap in the \$461.7million county budget.

While the number of children in foster care in the county has dropped – from 425 in 2008 to 385 in 2012 – Ellis-Marseglia points out that the prison remains overcrowded and Norristown State Hospital's closing loses us a significant resource in finding solutions for the mentally ill.

"We're digging deep to find services for people," she said. Unlike infrastructure, social services addresses "a human problem, and you can't just fix that once."

Martin said that 5,000 Veterans ID Discount cards have been distributed by the Recorder of Deeds office since the program's inception a year ago. Currently, 225 businesses offer vets "meaningful, not token, discounts" when they show their card. Vets need to show a DD 214 discharge form to be issued a card.

To see photos of Doylestown taken from the Grossi & Sons construction crane on the Justice Center site, go to www.BucksCounty.org.

The State of the County breakfast, a program of the Chamber's Governmental Affairs Committee, was sponsored by Independence Blue Cross, Wells Fargo and Comcast. It was held at the Waterwheel Restaurant. **W4**

Photography by Mark Margraff, M Studios



Bucks County Commissioner Charles Martin, Patron and Governmental Affairs Co-chair Carlo Borgia (Wells Fargo), Chairman, Bucks County Commissioners Robert Loughery, Governmental Affairs Committee Co-chair Heather Cevasco (Office of State Senator Chuck McIlhinney) and Bucks County Commissioner Diane Ellis-Marseglia.

CHOICE LOCATIONS

FOR YOUR VERY SPECIAL EVENT

MEETINGS • CELEBRATIONS • WEDDINGS

Memorable Affairs
Occasions

Memorable
Affairs

SOPHISTICATED COUNTRY CATERING



Ask about our low Friday evening
weddings pricing at Occasions:
only \$59.86 per person!

Call Jack Skudris at 215.674.1047
memorableaffairs.com



**Never Lift Another Finger
Meet the King of Clean**

Imagine your home cleaner than ever, fresh and sparkling, shined and polished and you didn't lift a finger. Imagine freedom from shopping for cleaning supplies, laundering dust cloths, and emptying the vacuum. We know what products and equipment to use on your heirloom silver as well as your marble floors and we bring them with us. Get rid of the stress and call the king of clean, Ben Bugajewski, now.



BUGAJEWSKI
FACILITY SERVICES

Home Cleaning Division

1432 Easton Road, Suite 3D

Warrington, PA 18976

215-491-3092 / www.bugajewski.com



The body rewards exercise by releasing adrenaline. Wouldn't it be nice if hospitals were rewarded properly, too?

At Independence Blue Cross, we're leading the way with patient-centered care that rewards hospitals for making you healthy and helping you stay that way.

ibx.com

Independence Blue Cross is an independent licensee of the Blue Cross and Blue Shield Association.

Independence 
Changing the Game.



THE INN AT BARLEY SHEAF FARM

Remembers **DAN**
our dear friend **TAYLOR**

His enormous generosity, dedication to community and soulful spirit are a legacy that will continue to bless our community for many years to come. Our thoughts and prayers go out to his family, and we wish them peace in this time of such immeasurable loss.

