

Shake off negative thinking and get into 'navigator' mode

In my previous column on Aug. 19, I promised to offer some guidance as to how to go from "victim" mode to "navigator" mode at work. Let me explain by recalling a bumper sticker I saw two years ago while writing a book about how to cope with the stress of organizational change.

"On my way to work," it said. "Please kill me."

The outlook behind that sticker was that of what I called the victim mentality. American workers seem to know all about this way of being: The American Psychological Association reported earlier this year that 49 percent (up from 44 percent last year) of Americans say their main source of stress is profound fear about losing their jobs. No wonder that in another study 49 percent of workers said they would not recommend their company as a place to work.

During workplace upheaval, most people actually choose the "survivor" approach over that of the victim. In survivor mode we go through our days planning for the worst while hoping for the best. Over the long run, this can work out better than

'None of us are in complete control of how things turn out.'

victim mode, but wins no awards for peace of mind, and we spend our days in a state of perpetual tension often leading to physical and mental distress.

Alternatively, we can respond to a challenging workplace by functioning as what I call a navigator, keeping our wits and optimism about us while stressful events take place.

If you find yourself behaving like a victim or survivor at work but want to be more like the navigator, you need to examine — and adjust, if necessary — your mental viewpoint about change. Here's what I mean: Choose which of the following statements best characterizes your outlook these days:

1. Change at work brings good for me about as often as it creates bad outcomes.
2. Change at work usually provides people with an opportunity for growth.
3. Change at work usually turns out poorly for people like me.

The person in victim mode expects the worst (No. 3) and the person in survivor mode is more hopeful (No. 1). Still, both bet on the present. Navigator mode (No. 2) calls on us to see the possibilities in change for opening doors that other wise would be closed. Of course, navigators know that the kind of change that matters most — and is hardest to effect — comes from within. Even then, there are no guarantees. Somehow, some way, you must learn to catch yourself if in victim or survivor mode and shake yourself out of it.

Here is another set of options regarding one's feelings about the unknown. Which is the stance of the navigator?

1. Life is one problem after another.
2. Life is a series of good days and bad days in about equal measure.
3. Life is a thrilling adventure.



Perspective on People

Richard McKnight

This has to do with your attitude about control: No one has it all the time. Tug McGraw, the relief pitcher who famously

threw the winning strike in the 1980 World Series for the Philadelphia Phillies, knew — based on his team's loss of the Series in 1973 — that "some days you tame the tiger. Some days the tiger has you for lunch."

None of us are in complete control of how things turn out. But if we fully use the greatest asset we have — our cerebral cortex — we can remind ourselves that we can be much more influential than we think at affecting the outcome of things

even when we're hidden deep in the corporate hierarchy. Doing what comes most naturally, i.e., staying in victim and survivor modes, can make things far worse.

Shake yourself out of victim mode! Reject the survivor mentality! Set a destination and chart a course! Get into navigator mode!

RICHARD MCKNIGHT is a principal in the consulting firm McKnight Kaney Breuer and the author of "Victim, Survivor or Navigator? Choosing a Response to Workplace Change."

Want to save your business more than \$1000?



Welcome to M&T's Banking Built for Business.®

At M&T Bank, we know business is the lifeblood of the community. That's why we created our Banking Built for Business package – with ways you can save your business \$1000 or more.¹ You can take advantage of reduced fees and premium rates on M&T Advanced Business Checking and Commercial Savings. And as the number one SBA lender in the Philadelphia District,² it's clear that M&T is in the business of helping businesses.

Stop by any M&T Bank branch,
call 1-866-281-9441,
or visit mtbforbusiness.com

 **M&T Bank**
Understanding what's important®

¹The Banking Built for Business package offers products and services that can be bundled to achieve various levels of savings. A bundle that includes the base package, an M&T Select® personal checking account, Merchant Services, and Remote Check Deposit is valued at over \$1,000 savings. Your exact savings will vary depending on which products and services you choose to enroll in.

²According to statistics released by the U.S. Small Business Administration (SBA) for total approved loans through the SBA's 7(a) lending program during the federal fiscal year ending 9/30/10.

Unless otherwise specified, all advertised offers and terms and conditions of accounts and services are subject to change at any time without notice. After an account is opened or service begins, its features and terms are subject to change at any time in accordance with applicable laws and agreements. Please see an M&T branch representative for full details.

©2011 M&T Bank. Member FDIC.





Samet



Landis



Higgins



Hewitt



Thomas



Bruen



Stern



Ewell

ARCHITECTURE & ENGINEERING

Jeremy Samet has been named project manager at **HSC Builders & Construction Managers**.

Iain Siery was named senior mechanical engineer at **Brinjac Engineering Inc.**

BANKING & FINANCIAL SERVICES

Bryan Davis was named mortgage loan officer at **Citizens Bank**.

Andrew Jordan has been promoted to east central strategic growth markets leader at **Ernst & Young**. Previously, Jordan was Philadelphia strategic growth markets leader.

Edward Garruto has been named financial adviser at **M Financial Planning Services Inc.**

Larry Cusack was promoted to principal, leader of the Pennsylvania tax practice at **KPMG**. Previously, Cusack was principal, leader of the east region state and local tax practice.

Christopher Cottone has been named financial representative at **Devon Financial Partners**.

EDUCATION

Lee-Ann Landis, media relations representative of Jefferson University Hospital, was named to the board of **Terri Lynne Lokoff Child Care Foundation**.

Friends' Central School has named several to its board of directors. They are: **James Murdock**, owner of Endless Pools; **Kent Julye**, principal of Twin Anvil Consultants; and **Carolyn Cohen**. In addition, **Joanne Hoffman** has been named head of school. Previously, Hoffman was head of school at Moses Brown School.

Heather Conger has been named director of athletics at **Burlington County College**. Previously, Conger was director of athletics at North Country Community College.

Heather Conger has been named director of athletics at **Burlington County College**. Previously, Conger was director of athletics at North Country Community College.

HEALTH CARE

The board of trustees of **Main Line Health**

has added **Thomas Nerney**, chairman, president and CEO of United States Liability Insurance Group; and **Steven D. Higgins**, managing director, strategic advisory and financial sponsors coverage of Janney Montgomery Scott.

The **Albert Einstein Healthcare Network** board of trustees appointed new members. They are: **Steven Berk**, partner of Segal Berk Gaines & Liss, as chairman; **Richard C. Sheerr**, president of The Wagman Primus Group and Willings International, as chairman. **Arthur L. Powell** has been named to the board of trustees as honorary member. In addition, **Michael Stern** has been named vice

president, healthcare services at **Albert Einstein Healthcare Network**.

Randy Young was named chair of the division of pulmonary and critical care medicine at **Albert Einstein Medical Center**.

Kent Whiting has been named executive consultant at **FluidEdge Consulting**.

Amy Hewitt and **Pam Thomas** were named care managers at **WellNet Healthcare Group**.

LEGAL SERVICES

Geoffrey Bruen was named to the board of directors of **Gay and Lesbian Lawyers of Philadelphia**.

Thomas Bond has

been named chief marketing officer at **Timoney Knox**. Previously, Bond was chief marketing officer at Marshall Dennehey.

Irina Volk Rabovetsky was named associate at **Kaufman Dolowich Voluck & Gonzo**.

MEDIA & MARKETING

20nine announced a number of new appointments. **Leonard Patrick Maher Jr.** was named system engineer, **Megan Zaporowski** was named account executive, **Erin Doyle** has been named graphic designer, and **Rory Shalilis** has been named director of new business development.

DMi Partners made a number of new ap-

pointments. **Mauricia Ragland** and **Scott Dean** have been named junior developers. Previously, Dean was at Keystone Mercy Health Plan. **Matthew Cherner-Ranft** has been named dialer operations administrator. Previously, Cherner-Ranft was with the University of Miami School of Law.

Charles O'Brien has been named web developer at **Schubert Communications**.

NONPROFIT

Kenneth Ewell, executive vice president and principal of The Graham Co.; and **Scott Bennett**, president of The Bennett Group, have been named to the board of trustees of **Bancroft**.

Gordon St. John and **Eric Artz** have been named to the board of directors of **Big Brothers Big Sisters Southeastern Pennsylvania**.

SUBMIT ITEMS

ALL PEOPLE ON THE MOVE SUBMISSIONS are now gathered through an online submission form at www.bizjournals.com/Philadelphia/potm/form. Emailed press releases will be returned to sender. Mailed releases are discouraged but can be sent to People Editor, Philadelphia Business Journal, 400 Market St., Suite 1200, Philadelphia, Pa. 19106. Photos will not be returned. Direct questions to: ssherwood@bizjournals.com.



Growing to serve you.

Our Private Client Services team is expanding to meet the needs of individuals who want a comprehensive plan to build their personal wealth. You'll enjoy focused and responsive attention to your needs, with services that include investment planning and management, risk reduction and a broad range of banking and fiduciary services. All backed by the financial strength of a bank that is growing.

Start the conversation with a phone call today.

Terri Smith, CFP® • 610-832-1613 • terri.smith@fnfg.com

Renzo Cerabino, CLU, CFP® • 610-832-1612 • renzo.cerabino@fnfg.com

J. D. Smith • 610-832-1622 • JD.smith@fnfg.com

Michele Holden • 610-832-1606 • michele.holden@fnfg.com

WEALTH PLANNING | INVESTMENT MANAGEMENT | RISK MANAGEMENT | CREDIT & BANKING | FIDUCIARY SERVICES



First Niagara
PRIVATE CLIENT SERVICESSM

FirstNiagara.com

Tourist attractions

Ranked by number of visitors in 2010

On the list

19,017,237
Visitors in 2010

6,936
Volunteers

4,120
Employees

NA=Not available
NEW=New to the list
WND=Would not disclose
Ties listed alphabetically

Source: Listed attractions; 1- Independence National Historic Park Visitor Use Data. Park includes visitors for 25 park units and special event attractions; 2-National Park Service Public Use Statistics Office, National Park Service Summary Report for December, 2010, YTD 2010; 3-Valley Forge National Historical Park, Annual Volunteer Reports FY 2010.

Information on this list was supplied by individual attractions through questionnaires, (except where noted) and could not be independently verified by the Philadelphia Business Journal. Please Touch Museum and Constitutional Walking Tour did not respond to our inquiries by deadline. If you wish to be surveyed when this list is next updated, or if you wish to be considered for other Lists, please email Sharon Oliver at soliver@bizjournals.com and make sure to include which list(s) you wish to be considered for as well as your contact information.
Researched by: Sharon Oliver.

Information for obtaining commemorative plaques, reprints or Web permissions can be obtained from the Business Journal's designated partner company, Scoop ReprintSource at 800-767-3263 or scoopreprints.com. No other companies offering similar services are affiliated in any way with the Business Journal.

eBizlists is the electronic version of the Book of Lists. To order call 1-800-486-3289



Proud of making the list?
To get this logo call 215-238-5117

Prior	Rank	Name Address Phone Web	Visitors: 2010/ 2009	Total: employees/ volunteers/ members	Museum description	Most popular exhibit	Price or cost
1	1	Independence National Historic Park and Units ¹ 313 Walnut St., Philadelphia, Pa. 19106 215-597-8974 www.nps.gov/inde/	7,879,846* 8,584,477	NA NA NA	Park unit consisting of 25 historical sites including the Liberty Bell Center	Liberty Bell, Independence Hall	Free
3	2	Valley Forge National Historical Park ² North Gulph Road and Rt. 23, King of Prussia, Pa. 19406 610-783-1099 www.nps.gov/vafo	1,617,511 1,449,228	NA 2,903 ³ NA	Site of Continental Army's 1777-78 winter encampment during the American revolution	Historical campgrounds, trails interpretive and education programs	Free
2	3	Peddler's Village Routes 202 and 263, P.O. Box 218, Lahaska, Pa. 18931 215-794-4000 www.peddlersvillage.com	1,600,000 1,800,000	375 NA NA	Specialty shops, restaurants, Golden Plough Inn, Gigglerberry Fair entertainment center	Peddler's Village Specialty Shops	Free
4	4	Philadelphia Zoo 3400 W. Girard Ave., Philadelphia, Pa. 19104 215-243-1100 www.philadelphiazoo.org	1,265,229 1,293,166	200 200 65,000	Home to over 1,300 animals, many of them rare and endangered	First Niagara Big Cat Falls, PECO Primate Reserve, McNeil Avian Center	\$15-\$18
8	5	The Franklin Institute 222 N. 20th St., Philadelphia, Pa. 19103 215-448-1200 www.fi.edu	958,330 880,954	313 600 28,445	A hands-on science museum with internationally recognized exhibitions	The Giant Heart	Free-\$15.50
7	6	Longwood Gardens 1001 Longwood Road, Kennett Square, Pa. 19348 610-388-1000 www.longwoodgardens.org	873,667 885,000	400 700 42,000	350 acres of gardens, fountains, performing arts events and educational programs	350 acres of indoor and outdoor gardens, year round performing arts program	Free-\$18
6	7	National Constitution Center 525 Arch St., Independence Mall, Philadelphia, Pa. 19106 215-409-6600 www.constitutioncenter.org	800,000 900,000	211 108 5,552	America's first and only museum devoted to the U.S. Constitution	The exhibit experience takes you through important events in our nation's history	\$8-\$12
9	8	Philadelphia Museum of Art 26th Street and Benjamin Franklin Pkwy., Philadelphia, Pa. 19130 215-763-8100 www.philamuseum.org	737,301 812,479	565 551 64,107	Experience 2,000 years of artistic expression in one extraordinary place	WND	Call for admission prices
10	9	Franklin Square 6th and Race streets, Philadelphia, Pa. 19106 215-629-4026 historicphiladelphia.org	723,610 298,783	50 NA NA	Outdoor amusement featuring Philly MiniGolf, fountain, playgrounds, carousel	Philly Mini Golf, Philadelphia Park Liberty Carousel	Free-\$8
New	10	SugarHouse Casino 1001 N. Delaware Ave., Philadelphia, Pa. 19125 877-477-3715 www.sugarhousecasino.com/	350,000 NA	1,000 NA NA	NA	Gaming including more than 1,600 slot machines and up to 53 table games	Free
12	11	Once Upon A Nation/Historic Philadelphia Inc. 150 S. Independence Mall W., Ste. 550, Philadelphia, Pa. 19106 215-629-4026 historicphiladelphia.org	251,029 298,783	85 NA NA	History-to-life programs including, adventure tours, history makers, storytelling	Once Upon A Nation storytelling benches and adventure tours	Free-\$75
13	12	Betsy Ross House 239 Arch St., Philadelphia, Pa. 19106 215-686-1252 www.betsyrosshouse.org	241,400 249,237	12 NA NA	Historic house museum interpreting the life of Betsy Ross and other colonial women	Meet Betsy Ross in the country's only hands-on, working colonial upholstery shop	\$3-\$6
14	13	Christ Church and Burial Ground 20 N. American St., Philadelphia, Pa. 19106 215-922-1695 www.christchurchphila.org/	233,794 258,081	20 5 NA	Talks on colonial history and the burial ground of Benjamin Franklin	Christ Church Steeple/Benjamin Franklin's gravesite	Donation-\$5; \$25 for groups
17	14	The Academy of Natural Sciences 1900 Benjamin Franklin Parkway, Philadelphia, Pa. 19103 215-299-1000 www.ansp.org	191,000 190,000	208 325 5,000	Oldest natural history museum in the Americas, world leader in biodiversity	Dinosaur Hall	\$10-\$12
16	15	Battleship New Jersey Museum and Memorial 62 Battleship Place, Camden, N.J. 08103 856-966-1652 www.battleshipnewjersey.org	165,000 150,000	20 350 3,000	Experience guided and audio tours, meeting space, overnight encampments	Tour our nation's most decorated and largest battleship	\$13-\$19.95
20	16	Univ. of Penn. Museum of Archaeology & Anthropology 3260 S. St., PR Dept., Philadelphia, Pa. 19104 215-898-4000 www.penn.museum	138,982 136,811	103 286 2,951	Dedicated to the study and understanding of human history and diversity	Imagine Africa with the Penn Museum	Free-\$10
15	17	Eastern State Penitentiary Historic Site Inc. 2027 Fairmount Ave., Philadelphia, Pa. 19130 215-236-5111 www.easternstate.org	132,739 118,740	55 26 1,026	The world's first true penitentiary, designed to inspire penitence, or true regret	Al Capone's Cell, "The Voices of Eastern State" Audio Tour, guided hands-on history tour	\$8-\$12
24	18	Pennsylvania Academy of the Fine Arts 128 N. Broad St., Philadelphia, Pa. 19102 215-972-7600 www.pafa.org	132,532 102,988	157 69 2,605	America's first school and museum of the fine arts	Historical and contemporary American art within an international context	Free-\$10
19	19	Elmwood Park Zoo 1661 Harding Blvd., Norristown, Pa. 19401 610-277-3825 www.elmwoodparkzoo.org	130,000 130,000	34 60 3,500	16-acre zoo specializing in animals from North, Central and South America	Butterflies and Blossoms—an indoor garden featuring invertebrates	Free-\$12
18	20	James A. Michener Art Museum 138 S. Pine St., Doylestown, Pa. 18901 215-340-9800 www.michenerartmuseum.org	120,000 135,000	50 270 12,000	Features the largest public collection of Pennsylvania Impressionism	Largest public collection of Pennsylvania Impressionist paintings	Free-\$12
Nr	21	The College of Physicians of Philadelphia 19 S. 22nd St., Philadelphia, Pa. 19103 215-563-3737 www.collegeofphysicians.org	117,323 104,938	37 15 1,801	Birthplace of American medicine, a unique exploration of America's medical heritage	Mütter Museum	\$10-\$14
22	22	Morris Arboretum of the University of Pennsylvania 100 E. Northwestern Ave., Philadelphia, Pa. 19118 215-247-5777 www.morrisarboretum.org	101,000 128,500	60 100 6,000	A 92-acre horticulture display garden featuring mature trees	Out on a Limb—a tree adventure that transports visitors 50 feet up into treetops	Free-\$16
23	23	Brandywine River Museum P.O. Box 141, Chadds Ford, Pa. 19317 610-388-2700 www.brandywinemuseum.org	91,944 110,434	68 368 3,772	Exhibits a collection of American art, including works by three generations of Wyeths	Works by N.C., Andrew and Jamie Wyeth, American illustration, still life painting	Free-\$10
New	24	The Barnes Foundation 300 N. Latch's Lane, Merion, Pa. 19066 610-667-0290 www.barnesfoundation.org/	85,000 65,000	57 NA 10,325	An educational institution with modernist art collection and arboretum	Impressionist, post-Impressionist and early Modern art	NA
25	25	Independence Seaport Museum 211 S. Columbus Blvd., Philadelphia, Pa. 19106 215-755-8361 www.phillyseaport.org	80,000 80,000	40 NA NA	Dedicated to connecting area residents to their maritime past, present and future	Home Port Philadelphia, Small Craft of the Delaware Valley, historic ships	Free-\$12

Online Graduate Certificate in PHARMACEUTICAL MARKETING AND LEADERSHIP

Apply today for classes beginning January 2012 www.lasalle.edu/pharma



For more information:
215.991.3682
harp@lasalle.edu

WEDNESDAY
OCT. 12

General Membership Luncheon. 11:45 a.m. to 1:30 p.m., Cater2U, 2901 Marne Highway, Mount Laurel, N.J. Presented by Burlington County Chamber of Commerce. Cost is \$30 for members, \$40 for nonmembers. Call 856-439-2520.

THURSDAY
OCT. 13

How the Workplace Investment Board can Help Your Business. 8 to 9:15 a.m., Bucks County Technical High School, 610 Wistar Road, Fairless Hills. Presented by Lower Bucks County Chamber of Commerce. Free. Email chamber@lbccc.org

JumpStart: Before You Start. 5:45 to 9 p.m., Women's Business Development Center, 1315 Walnut St., Suite 1124, Philadelphia. Presented by WBDC. Cost is \$35. Call 215-790-9232.

Meet the Developers. 8 to 10 a.m., Fox Rothschild LLP, 2000 Market St., 20th St., Philadelphia. Presented by Center City Proprietors Association. Cost is \$10 for members, \$30 for nonmembers. Call 215-545-7766.

FRIDAY
OCT. 14

211th Annual Meeting featuring Diane Sawyer. 7:30 to 9:30 a.m., Pennsylvania Convention Center, Terrace Ballroom, Broad and Cherry streets, Philadelphia. Presented by Greater Philadelphia Chamber of Commerce. Cost is \$60-\$70 for members, \$140 for nonmembers. Call 215-790-3603.

Relationship Fundraising: Finding the Personal Touch in an Impersonal World. 8:30 a.m. to 12:30 p.m., the Pyramid Club, 1735 Market St., 52nd Floor, Philadelphia. Presented by the Nonprofit Center at La Salle University's School of Business and USAirways. Free. Call 215-951-1701 or email nonprofitcenter@lasalle.edu

MONDAY
OCT. 17

Business Referral Luncheon. 11:30 a.m. to 1 p.m., Pepper's Restaurant, 236 Town Center Road, King of Prussia. Presented by Business Network International, King of Prussia Chapter. Free. Call 610-792-2105.

Nonprofit Marketing Boot Camp (through Wednesday, 10/19). 8 a.m. to 5 p.m., DeVry Univer-

sity, Fort Washington Campus, 1140 Virginia Drive, Fort Washington. Presented by The American Marketing Association. Cost is \$600 for members, \$860 for nonmembers. Call 267-287-8497.

TUESDAY
OCT. 18

An Oktoberfest Celebration. 5:30 to 7:30 p.m., Iron Hill Brewery, 124 E. Kings Highway, Maple Shade, N.J. Presented by New Jersey Business Leaders. Cost is \$30. Call 215-281-7200.

Rutgers Quarterly Business Outlook. 7:45 to 9:30 a.m., Crown Plaza, Cherry Hill, 2349 W. Marlton Pike, Cherry Hill. Presented by Chamber of Commerce Southern New Jersey. Visit www.chambersnj.com

WEDNESDAY
OCT. 19

Business Card Exchange-A Marketing Visibility Opportunity. 4:30 to 6:30 p.m., First Priority Bank, 104 Pheasant Run, Suite 130, Newtown. Presented by Lower Bucks County Chamber of Commerce. Free. Visit www.lbccc.org

State Affairs Committee presents Senate presi-

dent Stephen M. Sweeney. 8:15 to 10 a.m., The Mansion on Main St., 3000 Main St., Voorhees, N.J. Presented by the Chamber of Commerce Southern New Jersey. Cost is \$25 for members, \$50 for nonmembers. Visit www.chambersnj.com

THURSDAY
OCT. 20

10th Annual Business Expo, EMCCC-Opoly. 4 to 7 p.m., Salus University, Hafter Center, 8360 Old York Road, Elkins park. Presented by Eastern Montgomery County Chamber of commerce. Free. Visit www.emccc.org

Clearing the Fog of Act 32. 3 to 8 p.m., Radnor Hotel, 591 E. Lancaster Ave., St. Davids. Presented by CFMA Philadelphia. Cost is \$40-\$70 for members, \$70-\$100 for nonmembers. Call 215-393-3144.

JumpStart: Market Research. 6 to 9 p.m., Women's Business Development Center, 1315 Walnut St., Suite 1124, Philadelphia. Presented by WBDC. Cost is \$35. Call 215-790-9232.

Lunch With the City's Leaders, (speaker, Robert Asher, board of directors'

co-chairman, Asher's Chocolates). 11:45 a.m. to 1:30 p.m., The Capital Grille, 1338 Chestnut St., Philadelphia. Presented by Center City Proprietors Association. Cost is \$40 for members, \$50 for nonmembers. Call 215-545-7766.

Rethink Recharge Reinvent Your business, Your Team. Yourself! 8:30 a.m. to 4 p.m., The Enterprise Center at BCC, 3331 Route 38, Mount Laurel, N.J. Presented by Burlington County Chamber of Commerce. Sponsored by TD Bank. Cost is \$115. Call 856-439-2520, ext. 101

PA Act 32 and other Payroll issues. 6 p.m., St. Clair CPA, 101 West Elm St., Suite 500, Conshohocken. Presented by American Society of Women Accountants, Philadelphia Chapter. Cost is \$20 for members, \$25 for nonmembers, \$15 for students. Email aswaphilly@gmail.com

FRIDAY
OCT. 21

Practical Knowledge Series: The Academic Start-Up, Some Sage Advice. 8:30 to 11 a.m., Science center Quorum, 3711 Market St., Philadelphia. Presented by BioStrategy

Partners. Cost is \$25 for members, \$50 for nonmembers. Visit www.bio-strategypartners.org

SUNDAY
OCT. 23

The Career Wardrobe's Sweet 16 Tea. 2 to 4 p.m., The Rittenhouse Hotel, 210 W. Rittenhouse Square, Philadelphia. Presented by The Career Wardrobe. Cost is \$ 80. Call 215-568-6693.

MONDAY
OCT. 24

Business Referral Luncheon. 11:30 a.m. to 1 p.m., Pepper's Restaurant, 236 Town Center Road, King of Prussia. Presented by Business Network International, King of Prussia Chapter. Free. Call 610-792-2105.

Savor the Flavor. 6 to 8:30 p.m., the Madison, 33 Lafayette St., Riverside, N.J. Presented by Burlington county Chamber of Commerce. Cost is \$20 for members, \$25 for nonmembers. Call 856-439-2520.

TUESDAY
OCT. 25

Facebook 101 for Business. Noon to 1:30 p.m., Caesar, Rivis, Bernstein, Cohen & Pokitilow, Ltd.,

1635 Market St., 7 Penn Center, 11th Floor, Philadelphia. Presented by Center City Proprietors Association. Cost is \$10 for members, \$20 for nonmembers. Visit www.centercityproprietors.org

WEDNESDAY
OCT. 26

Lunch with the City's Leaders, (speaker Glen Senk, CEO, Urban Outfitters). 11:45 a.m. to 1:30 p.m., The Capital Grille, 1338 Chestnut St., Philadelphia Presented by Center City Proprietors Association. Cost is \$40 for members, \$50 for nonmembers. Call 215-545-7766.

Safety Innovation: Building a High Reliability Organization. 5 to 8:30 p.m., the Annenberg Conference Center at the Lankenau Medical Center, 100 E. Lancaster Ave., Wynnewood. Hosted by the Healthcare Leadership Network of the Delaware Valley. Cost is \$30 for students, \$65 for members, \$80 for nonmembers. Email hndv@verizon.net

THURSDAY
OCT. 27

How to Survive and Thrive in Today's Business World. 6 to 8 p.m., 3rd Federal Bank, 1201 Buck

Road, Feasterville. Presented by 3rd Federal Bank. Free. Call 215-364-7096.

JumpStart: Financial Analysis. 5:45 to 9 p.m., Women's Business Development Center, 1315 Walnut St., Suite 1124, Philadelphia. Presented by WBDC. Cost is \$35. Call 215-790-9232.

SUBMIT ITEMS

ITEMS SENT to Networking must arrive at least 15 days in advance of publication. More lead time is better. To get an event publicized, please be sure to include the following: title of event; date; time, from start to end; location, with street address; presenting, sponsoring or hosting company; RSVP information, cost and contact information (phone, e-mail or Web site address). Events must be tied to a nonprofit organization or be free and informational.

E-MAIL ITEMS to Sharon Oliver at soliver@bizjournals.com.



Our tenth office doesn't have a different ZIP code. It has a different country code.

At Citibank, our experienced bankers have been helping companies thrive for 200 years. By combining our expertise in international business along with our resources, we can help your business open new offices around the world.

For more information, call 855-224-CITI or visit citi.com/commercialbank

citibank
Commercial Banking

Philadelphia Business Directory

<http://businessdirectory.bizjournals.com/philadelphia>

Financial Services:

WELLS
FARGO

Wells Fargo

123 S Broad St
Philadelphia, PA 19109
(215) 985-6000
www.wellsfargo.com

We're one of North America's largest and most diverse financial services companies with a legendary reputation for strength and stability, offering more convenience and resources to help you reach your financial goals. We can serve you through more than 11,000 stores, over 12,000 ATMs, the Internet and other distribution channels across North America and internationally.

Is Your Company in the Directory?

Interested in introducing your business to thousands of qualified customers?

Join Wells Fargo and other prominent local businesses and get dual exposure in the print version of the Business Journal and on our web site.

See the company you'll be keeping by visiting the Business Directory site at <http://businessdirectory.bizjournals.com/philadelphia>.

Contact Ron Maver at rmaver@bizjournals.com or 215-238-5123 for information on how to get your dual listing.

LEADS, FROM P21

Veros Advisors, 100 Shirley Drive, Narberth 19072, marketing/research/consulting.

Synergy Direct Mortgage, 300 Welsh Road Building 5, Horsham 19044, mortgage lending.

Jamesonmars, 182 Dawn Drive, Lansdale 19446, online retailer of men's/women's clothing.

Keystone Palliative Care, 8765 Stenton Ave., Wynndmoor 19038, palliative care services to seriously ill patients.

Judge Technical Staffing, Four Falls Corporate Center 300 Conshohocken State, West Conshohocken 19428, placement/staffing/training services.

Staffinglogic, Four Falls Corporate Center 300 Conshohocken State, West Conshohocken 19428, placement/staffing/training services.

Donna A. Bulen Insurance Agency, 204 Fulmer Road, Perkiomenville 18074, producer of p&c/life/disability insurance.

Merion Realty Partners, 308 E. Lancaster Ave. Suite 300, Wynnewood 19096, real estate.

Four Seasons Renovations, 1373 Birchwood Ave., Rolsyn 19001, renovations.

Barton Search, 220 Commerce Drive Suite 200, Fort Washington 19034, search firm.

RDTeam, 168 W. Ridge Pike Suite 232, Limerick 19468, sensory/marketing research.

Wyndmoor Hills Health Care & Rehab Center, 8601 Stenton Ave., Wynndmoor 19038, skilled nursing facility.

Femme Faces, 306 Whippen Hills, Blue Bell 19422, skincare products.

Free Sports Trivia, 2 Bala Plaza Suite 300, Bala Cynwyd 19004, specialty contests.

Liberty Earth, 652 Park Road, Lansdale 19446, sustainability consulting.

American Coding School, 512 Welsh Road, Huntingdon Valley 19006, teaching medical coding.

Serve One Communications, 327 Surrey Lane, Hatboro 19040, voice/data communications.

PHILADELPHIA

Paradigm Unlimited, 5839 Hazel Ave., Philadelphia 19143, artist management agency specializing in jazz musicians.

Khalifah Cleaning Services, 7400 Roosevelt Blvd. Suite R-406, Philadelphia 19152, bookkeeping.

S&B Investment, 8400 Brunswick Place, Philadelphia 19153, buy/sell real estate.

Brulee Catering, 520 N. Delaware Ave. Suite 303, Philadelphia 19148, catering services.

Brulee Catering At Independence Visitor Center, 520 N. Delaware Ave.

Suite 303, Philadelphia 19148, catering services.

Brulee Catering At Please Touch Museum, 520 N. Delaware Ave. Suite 303, Philadelphia 19148, catering services.

Brulee Catering At National Constitution Center, 520 N. Delaware Ave. Suite 303, Philadelphia 19148, catering services.

Learning World Child Academy, 5140 Germantown Ave., Philadelphia 19144, child care services.

Stewart Bros., 2409 Ann St., Philadelphia 19134, clean-out/demolition.

DCP Cleaning, 4831 D St., Philadelphia 19120, cleaning services.

Legal Videocraft, 421 E. Woodlawn St., Philadelphia 19144, create video productions for law firms.

Norman's Nursery, 2743 W. Seltzer St., Philadelphia 19132, family daycare.

Couture Hair Studio, 740 South St., Philadelphia 19147, hair salon.

WW Hospitality Services, 1628 JFK Blvd. Fourth Floor, Philadelphia 19103, marketing services.

Bija Wellness, 50 N. Front St. No. 201, Philadelphia 19106, massage therapy/yoga instruction.

Uptown Dog Pet Salon, 7151 Germantown Ave., Philadelphia 19144, pet grooming.

Astropix, 255 Pine St., Philadelphia 19106, portrait photography.

Gifted Az Playa, 5824 N. Woodstock St., Philadelphia 19138, record label.

Future Start Executive Recruiting, 630 N. Third St. Suite 51, Philadelphia 19123, recruiting.

Don Felipe Restaurant, 5132 N. Fifth St., Philadelphia 19120, restaurant.

S.K. Donuts Shop, 6 N. 52nd St., Philadelphia 19139, retail donuts.

Three Sirens Boutique, 134 N. Third St., Philadelphia 19106, retail sale of apparel.

Stroll, 1600 JFK Blvd. Third Floor, Philadelphia 19103, sales of educational materials.

Upenn Men's Club Soccer, 330 S. 43rd St. Apt. 3-R, Philadelphia 19104, soccer club.

Philadelphia Squash Club (PSC), 500 W. Willow Grove Ave., Philadelphia 19118, squash coaching.

One Life Vacations, 2213 Melvin St., Philadelphia 19131, travel management co/business/leisure travel.

NEW CORPORATIONS

BUCKS COUNTY

Virtual-Admin LLC, 110 County Line Road, Riegelsville 18077, administrative services.

Sparklab Inc., 809 Washington Crossing Road, Newtown 18940, advertising marketing.

Fogel Brothers Repair & Maintenance LLC, 1807 Hennessy Drive, South-

ampton 18966, auto repair.

Keystone Auto Tag LLC, 981 Lincoln Highway Suite 101, Morrisville 19067, auto tag services.

Doylestown Bike Works LLC, 5312 Windtree Drive, Doylestown 18902, bicycle sales/service.

Ladderbeds Inc., 4877 W. Swamp Road Suite B, Doylestown 18902, building custom furniture.

Delancey Consulting Associates LLC, 86 Rittenhouse Circle, Newtown 18940, business intelligence consulting.

Hedley Properties LLC, 4636 Street Road, Trevoise 19053, commercial real estate.

Scott Gafgen Electric Inc., 28 Stoopville Road, Wrightstown 18940, construction.

CRS Design & Construction LLC, 11 Five Pond Road, Warminster 18974, consulting services.

Eta One Solutions LLC, 2075 Buckingham Drive, Jamison 18929, consulting services.

Kreft Consulting LLC, 43 Barley Court, Langhorne 19047, consulting services.

Creative Destruction LLC, 200 Highpoint Drive Suite 201-A, Chalfont 18914, consulting services to businesses.

Wilma And George Designs LLC, 4319 Mechanicsville Road, Doylestown 18902, design/sale of jewelry.

Rodriguez & Son's Professional Drywall Installation LLC, 1035 Heather Lane, Quakertown 18951, drywall installation.

Comfort Solutions Investments LLC, 1005 Dolphin Ave., Croydon 19021, e-commerce.

New Images Construction Services Inc., 7 Mimosa Court, Quakertown 18951, home services-repairs.

Golden Pheasant Operating Co. LLC, 94 Geigel Hill Road, Erwinna 18920, inn/restaurant.

Elmi Agency LLC, 1193 William Penn Drive, Bensalem 19020, insurance business.

Guerra H And E Inc., 40 Valentine Road, Ivyland 18974, invest in real estate.

Construction Representative LLC, 841 Blooming Glen Road, Perkasie 18944, management/consulting.

Prime Care Nutrition LLC, 846 Edgewood Road, Yardley 19067, market/distribute nutritional products/services.

Founding Fathers Fight Promotions Corp., 205 Camars Drive, Warminster 18974, mma fight promotions.

Totally Committed LLC, 74 Dillon Way, Washington Crossing 18977, non-medical personal care.

Wagner Family Holdings LLC, 4742 Essex Drive, Doylestown 18902, non-classifiable.

Bowman's Tavern Re LLC, 1600 River Road, New Hope 18938, non-classifiable.

Bowman's Tavern LLC, 1600 River Road, New Hope 18938, non-classifiable.

Synchron Technology Inc, 1250 Veterans Highway Suite G-16, Bristol 19007, nonclassifiable.

Little Jewel's Room LLC, 21 Oakridge Drive, Langhorne 19047, nonclassifiable.

Executive Equity Partners-Multi-Family III LP, 770 Township Line Road Suite 150, Yardley 19067, nonclassifiable.

Ground Force One Brokerage LLC, 2522 State Road Suite 102, Bensalem 19020, operate/manage an auto transportation brokerage business.

Oxygen Therapurity LLC, 2979 State Road/P.O. Box 1441, Bristol 19007, oxygen purification services.

Michener I LLC, 800 Haunted Lane, Bensalem 19020, property management.

Academy Of Physicians In Wound Healing Inc., 18 Pebble Court, Holland 18966, provision of clinical information.

4564 Durham Road LLC, 4670 Reduex Court, Doylestown 18901, real estate.

Mallee Hasson Management LLC, 740 Veterans Way, Warminster 18974, real estate.

GFTD LLC, 800 Haunted Lane, Bensalem 19020, real estate.

Porwyn Lane Series LLC, 19 Silo Hill Drive, Richboro 18954, real estate investment.

T.R.I. Terrazzo & Tile Co. LLC, 24 Tanglebrook Drive, Holland 18966, repair terrazzo/tiles.

Nextchoice Energy Solutions LLC, 314 Arborlea Ave., Yareldy 19067, retail/direct sales.

Bucks County Gold Buyers LLC, 105 N. Main St., Dublin 18917, sale of gold/jewelry.

Fountain Salon & Spa LLC, 1159 Cedar Ave., Bensalem 19020, salon/spa.

Executive Gift Solutions LLC, 165 Old Mill Drive, Langhorne 19047, selling of gifts including candy/nuts to companies.

Resol Technologies LLC, 84 Rotterdam Road N., Southampton 18966, software development.

Deborah E.H. Kell LLC, 935 Mill Creek Road/P.O. Box 158, Wycombe 18980, software/computer consulting.

Optiture Inc., 140 Terry Drive Suite 118, Newtown 18940, technology software.

Therapeutic Massage By Wenhui LLC, 251 S. Olds Blvd. Apt. 267, Fairless Hills 19030, therapeutic massage.

Commercial Lighting Solutions LLC, 817 Emily Ave., Croydon 19021, to supply efficient lighting systems.

SEE LEADS, P23

SMALL BUSINESS Rates Expire 9/30



PHILADELPHIA
BUSINESS JOURNAL

#2011SmallBiz

Premier Sponsor:



Sponsored by:



Featuring presentations by:

Monday, December 12, 2011 2-5 pm
Philadelphia Downtown MarriottReserve your booth today:
<http://events.bizjournals.com/39521>

Standard Exhibitor Package: \$800

- 6' display table
- Listed in the Expo Guide, published in the Philadelphia Business Journal
- 3 new subscriptions to the Business Journal
- Exhibitor Training
- 2 tickets to Disney Institute presentations (valued at \$100 each)
- 2 open bar wristbands for Cocktails & Networking

Premium Exhibitor Package: \$1000*

- 6' display table
- Listed in the Expo Guide, published in the Philadelphia Business Journal
- 3"W x 2"H B&W ad in Expo Guide
- Exhibitor Training
- 4 new subscriptions to the Business Journal
- 2 tickets to Disney Institute presentations (valued at \$100 each)
- 2 open bar wristbands for Cocktails & Networking

* Electricity and internet available at an additional charge

LEADS, FROM P22

CHESTER COUNTY

Wolf Sullivan 1 LLC, 1004 Plumly Road, West Chester 19382, asset management.

Vinny Vegas Pizza & Grill Of Lemoyne Inc., 2500 Chestnut Hill Road, Pottstown 19465, business licensing.

Tammaro Construction LLC, 426 W. High St., Phoenixville 19460, construction.

Bluestone Construction Services Inc., 1126 Taylor Ave., West Chester 19380, construction services.

Streamline Fire Protection LLC, 110 Caernarvon Court, Exton 19341, construction/contractor.

Innovative Transporting Answer Inc., 731 Brooke Road, Exton 19341, design/sales of cart.

Crossroads Financial Advisors LLC, 324 S. Waterloo Road, Devon 19333, financial advisory.

Zeng Mei Corp., 208 N. Everhart Ave. E., West Chester 19380, food.

Nine East GP LLC, 1225 Baltimore Pike, Oxford 19363, general partner.

Musser Car Group II LLC, 899 Cassatt Road Suite 300, Berwyn 19312, holding co.

Opus Tile LLC, 1464 Conestoga Road, Chester Springs 19425, installation of tile/stone.

Magnus Karate LLC, 138 Creamery Road, Coatesville 19320, martial arts instruction.

Trowestudio LLC, 42 Old Barn Drive, West Chester 19382, music/performing/fine arts (not instruction).

Hickory Pond Properties LP, Three Station Square Suite 210, Paoli 19301, nonclassifiable.

Hickory Pond Properties GP LLC, Three Station Square Suite 210, Paoli 19301, nonclassifiable.

Jane Clark Design LLC, 532 N. Walnut St., West Chester 19380, nonclassifiable.

R.K.C.S. LLC, 20 Lauren

Lane, Chester Springs 19425, nonclassifiable.

Premier Clippers LLC, 100 Julie Drive, Parkesburg 19365, operate a great clips hair salon franchise.

Altland Painting LLC, 314 Martingale Circle, Coatesville 19320, painting.

Mace Plumbing LLC, 1064 Ellis Woods Road, Pottstown 19465, plumbing.

TCP Printing Co. LLC, 1735 Towne Drive, West Chester 19380, printing.

Three Chicks Studio LLC, 1160 Yellow Springs Road, Chester Springs 19425, produce/teach ceramics/other arts.

The Pines Productions LLC, 827 Rosary Lane, West Chester 19382, production co.

C&S Stingray LLC, 112 Putney Lane, Malvern 19355, real estate.

Whalen Realty LLC, 117 W. Gay St. Suite 300, West Chester 19380, real estate.

J. Roberts Properties LLC, 115 W. Miner St., West Chester 19382, real

estate.

Girard Family PA Real Estate Holdings LLC, 145 Shadestone Drive, Pottstown 19465, real estate.

909 West 23rd LLC, 106 Brookline Court, Avondale 19311, rental real estate.

Teamhewes LLC, 106 Brookline Court, Avondale 19311, rental real estate.

Dorotea LLC, 1288 Claridge Court, Coatesville 19320, sales/internet sales.

C. Amore LLC, 184 W. Beacon Drive, Phoenixville 19460, satellite installation.

Once Twice Thrice Ltd, 318 Dallas St., Atglen 19310, sell new/used items.

Thakkar Agile Consulting LLC, 204 Windham Drive, Exton 19341, software development/project management consulting.

Buon Cibo LLC, 122 Thompson Circle, Landenberg 19350, specialty food products.

Rent A Shed LLC, 5075 Lower Valley Road, Atglen 19310, storage shed

rentals.

Ignatuz Technologies LLC, 282 Flagstone Road, Chester Springs 19425, web design.

PA Ground Source LLC, 9 Primrose Lane, West Chester 19380, well drilling for geothermal heat source.

MONTGOMERY COUNTY

Elm 125 East GP LLC, 125 E. Elm St., Conchohocken 19428, act as general partner in a limited partnership.

2136 Dauphin Street Managing Member LLC, 101 E. Eighth Ave. Suite 310, Conshohocken 19428, act as managing member of limited liability companies.

Bocella's Service Center Inc., 2147 Buchert Road, Pottsville 19464, auto repair/sales.

Joseph's Towing And Collision Care Inc., 157 Manor Drive, Huntingdon Valley 19006, auto towing/repair.

The Time Box LLC, 523 El-

liott Drive, King Of Prussia 19406, boxes/script sales.

Phila Realty LLC, 2048 Spring Mill Road, Lafayette Hill 19444, building lessor.

Phoenixville Coin And Jewelry Exchange Inc., 122B Bridge St., Phoenixville 19460, buying/selling collectibles.

A Bit Better Horse Sales Inc., 576 General Muhlenberg Road, King Of Prussia 19406, buying/selling horses.

L.M. Stylebar LLC, 32 Hastings Drive, Blue Bell 19422, clothing/apparel design house.

Green Brothers Construction & Management LLC, 1801 Cleveland Ave., Abington 19001, construction/contractor/carpentry.

General Management Contractors LLC, 324 Inwood Road, Ardmore 19003, contracting/cleaning services.

Stars Studio Inc., 1837 Davisville Road, Willow Grove 19090, dance

studio.

Brams Digital LLC, 450 N. Narberth Ave., Narberth 19072, data communication.

Pennypack Partners LLC, 771 Fetters Mill Road, Bryn Athyn 19009, developing new technologies.

Heuristics LLC, 101 Greenwood Ave. Suite 203, Jenkintown 19046, development/sale of software.

Sukkatash LLC, 206 Greenfield Terrace, Ardmore 19003, film/motion design.

RJR Fuel Services LLC, 480 Gravers Road, Plymouth Meeting 19462, fuel delivery services.

TGG Hamilton Crossings General LLC, 350 Sentry Parkway Building 630/ Suite 300, Blue Bell 19422, general partner.

TGG Hamilton Holdings General LLC, 350 Sentry Parkway Building 630/ Suite 300, Blue Bell 19422, general partner.

Woodside At Spring Mountain LLC, 150 Park Ave., Schwenksville 19473, hotel/restaurant.

Sittin LLC, 2 Village Road Suite 1-C, Horsham 19044, internet clothing sales.

Sentry Lane Capital Management LLC, 1050 Sentry Lane, Gladwyne 19035, investment management.

RB70 Consulting LLC, 602 Hoover Road, Blue Bell 19422, it consulting.

2136 Dauphin Street Master Tenant LLC, 101 E. Eighth Ave. Suite 310, Conshohocken 19428, lease/operate real estate.

Pink House Apartments LLC, 934 Remington Road, Wynnewood 19096, leasing apartments to tenants/managing those apartments.

Berdugo & Fialkoff LLC, 408 Merion Place, Merion Station 19066, legal services.

Gencounsel-Metro LLC, 8 Coopertown Road, Haverford 19041, legal support services for businesses or individuals to have in house lawyers.

SEE LEADS, P24

Business Marketplace

PHILADELPHIA BUSINESS JOURNAL

Contact Francis McKeever at 215-238-5122 or fmckeever@bizjournals.com to advertise.

philadelphia.bizjournals.com |

Distinctive Homes



CHERRY HILL/VOKEN TRACT Magnificent Contemporary brick and stucco estate on 1+ acre of professionally landscaped grounds. 6 BR, 8.5 baths, 4 car gar. & heated in-ground pool. Main Flr. Library, Media Rm., Great Rm., LR, DR seats 30+ people & 2 full service kitchens w/ prof.

appliances. 1st Flr. In-law or au pair suite Sunrm., en suite bath & private entrance. Master Suite w/ sep. Sitting Rm. & Master Bath/ Dressing Suite. 4 staircases, 4 FP & elevator to all three levels. Finished lower level w/ a lg. Sitting Rm., Entertainment Rm. with bar, Playrm., full bath & Gym Rm.... **Realistically priced at \$2,900,000**

For All of Your Real Estate Needs call ANNE E. KOONS at 856-795-4709



Email: akoons@comcast.net
www.annekoons.com
1401 Route 70 E., Cherry Hill, NJ
856-428-8000 ext 142



VOORHEES Exquisite French design inspired estate. 6 BRs, 8 full and 4 1/2 baths, 3 car garage & professionally landscaped. Separate pool house, in-law and Au pair suites, 3 full service bars, custom movie theatre and dance floor/DJ booth. Imported ceramic tile floors, all solid

oak wood and Baldwin brass, throughout. 7 independent HVAC zones, 4 dome security cameras, 3 gas FPs & 1 wood burning. 150' tunnel connects main house to pool house. Grounds home to 3 Koi ponds, 4 waterfalls & 2 bridges. In ground pool w/ 2 Jacuzzis. Motivated Seller... **Realistically priced at \$2,900,000**

For All of Your Real Estate Needs call ANNE E. KOONS at 856-795-4709



Email: akoons@comcast.net
www.annekoons.com
1401 Route 70 E., Cherry Hill, NJ
856-428-8000 ext 142



CHERRY HILL/WILDERNESS ACRES Stunning Contemporary w/ 5 BR, 4.5 baths, 3 car gar. & circular drive on 1 acre of prof. landscaped grounds, in private cul-de-sac. 2 story foyer with marble floors, curved staircase & floor to ceiling windows w/ remote controlled cus-

tom window treatments. Gourmet Kitchen w/ commercial appliances, granite counters, center island & wall length wine refrigerator. MBR Suite w/ newer bathroom w/ 2 walk-ins, sitting area & FP. Great Rm. w/ limestone flooring & surround sound. Finished basement. In ground pool, multiple patios & total privacy. **...Realistically priced at \$1,349,000**

For All of Your Real Estate Needs call ANNE E. KOONS at 856-795-4709



Email: akoons@comcast.net
www.annekoons.com
1401 Route 70 E., Cherry Hill, NJ
856-428-8000 ext 142



PRIME COMMERCIAL CORNER LOCATION IN BORO OF WC



1 S High St, West Chester, PA. Single brick building previous site of First National Bank. Approximately 7600 sqft, elevator to all floors, drive-through. Available Immediately. If you want high visibility, high traffic count, and prestige for your business, this is a must see. Ideal for bank, financial institution, offices, upscale restaurant, or retail. For more information call Kit Anstey 610.836.2348

Prudential Real Estate logo and contact information: Email: Info@AnsteyTeam.com, Call Kit 610.836.2348, www.AnsteyTeam.com, 1234 West Chester Pk, West Chester 610.431.1100 x3001

BUSINESS SERVICES



Media & Photographic Arts
Specializing in Studio, Candid & Wedding Photography and Video Production
Please contact me at:
610-220-2741
www.kenfrieson.com
1251 N Howard St.
Phila., PA 19122

FINANCIAL SERVICES

Funding For Entrepreneurs

- Expand or Acquire Business
- \$100,000 - \$750,000 or more
- Flexible Loans

Since 1972
TABASFUNDING.COM
610-896-2400

To advertise, call 215-238-5122

VACATION RENTAL

VACATION
In style. Sanibel Island, Florida.

For lease on a weekly or season basis is a recently renovated 2 BR, 2BA, 2nd story corner unit condo. White sands are steps away. Call 816.304.7676 or www.loggerheadcay522.com.

LEADS, FROM P23

Remotear LLC, 1001 W. Ninth Ave. Suite A, King Of Prussia 19406, medical technology services.

Kathy Wilf Liez VMD PLLC, 7 Hansen Court, Narberth 19072, mobile veterinary practice.

Ample Electric LLC, 606 Penn St., Pennsburg 18073, nonclassifiable.

Trm Realty LLC, 112 Quince Drive, Telford 18969, nonclassifiable.

Lin's Philmont Cleaners Inc., 9 Shalimal Lane, Ambler 19002, nonclassifiable.

Sara & Jin Nail Inc., 753 Cheltenham Ave. Suite 102, Melrose Park 19027, nonclassifiable.

Fenix Graphics And Design Studios LLC, 19 James Road, Hatboro 19040, nonclassifiable.

Point Property Management LLC, 318 Rosemary Lane, Penn Valley 19072, nonclassifiable.

Mi & Kwang Inc., 1516 Coulon Road, Willow Grove 19090, nonclassifiable.

E.G. Home LLC, 8460 Limeclin Pike No. 10361, Wyncote 19095, nonclassifiable.

Clover Square Shopping Center LP, 120 S. Warner Road Suite 200, King Of Prussia 19406, nonclassifiable.

TGG Hamilton Holdings Associates LP, 350 Sentry Parkway Building 630/Suite 300, Blue Bell 19422, nonclassifiable.

TGG/TCH - Hamilton Crossings Associates LP, 350 Sentry Parkway Building 630/Suite 300, Blue Bell 19422, nonclassifiable.

Newbell Properties LLC, 49 Splittrial Lane, Blue Bell 19422, nonclassifiable.

2136 Dauphin Street Landlord LP, 101 E. Eighth Ave. Suite 310, Conshohocken 19428, nonclassifiable.

Mainstay Consulting Co., 100 S. Main St., North Wales 19454, nonclassifiable.

ML Wise Investment LLC, 102 Amber Place, North Wales 19454, nonclassifiable.

Green World Solutions LLC, 103 Nevermore Circle, North Wales 19454, nonclassifiable.

The Pizza Wagon Catering Co. Inc., 105 Heron Court, North Wales 19454, nonclassifiable.

H&H Real Estate Holdings LLC, 3020 Edmonds Road, Lafayette Hill 19444, own/lease real estate.

Painted Bayou LLC, 550 Quarry Road, Harleysville 19438, painting with a twist franchise.

Myventory LLC, 741 Humphreys Road, Ardmore 19003, personal inventory management.

Mountain Paradise Club Operations Management LLC, 10 Schoolhouse Road Suite 1, Souderton 18964, real estate.

Mountain Paradise Club Quarry Management LLC, 10 Schoolhouse

Road Suite 1, Souderton 18964, real estate.

Mountain Paradise Club Real Estate Management LLC, 10 Schoolhouse Road Suite 1, Souderton 18964, real estate.

Momentum Development LLC, 1250 Virginia Drive Suite 100, Fort Washington 19034, real estate.

TBW 4060 Butler LLC, 910 E. Willow Grove Ave., Wyndmoor 19038, real estate.

512 Brookhurst Avenue LLC, 650 Old Gulph Road, Penn Valley 19072, real estate.

T.J. Maxey Enterprises LLC, 650 Longwood Road, Collegeville 19426, real estate.

1417 Fitzwater Street Development LLC, 300 Yorktown Plaza, Elkins Park 19027, real estate development.

Ascend Development LLC, 300 Yorktown Plaza, Elkins Park 19027, real estate development.

60th Street Corridor GP LLC, 11 Mayo Place, Dresher 19025, real estate development/services.

M&E Resources LLC, 381 Moyer Road, Souderton 18964, real estate ownership/management.

Woodcrest Group LLC, 240 King St., Pottstown 19464, residential real estate - renting or leasing property.

Samosa Supreme LLC, 321 W. Fornance St., Norristown 19401, retail sale of

prepared food.

Sweet Cheeks Diaper Cakes LLC, 144 Middle Creek Road, Gilbertsville 19525, sell custom-made diaper cakes.

Street Lighting Signs LLC, 22 Anna Maria Terrace, Huntingdon Valley 19006, sign installation.

Pool Night Studios LLC, 605 Laverock Road, Glenside 19038, software development.

Liberty Earth Sustainability Solutions LLC, 652 Park Road, Lansdale 19446, sustainability consulting.

Pocahontas Topsoil Inc., 121 Ivy Lane, King Of Prussia 19406, topsoil sales/distribution.

Orchid Properties LLC, 397 N. Pleasantview Road, Pottstown 19464, warehousing.

Vets-Shield Inc., 1917 Lafayette Road, Gladwyne 19035, warranty services.

Redge Consulting LLC, 631 Arglye Road, Wynnewood 19096, website development for small businesses.

Plan-It Perfection LLC, 1222 Joseph Road, Ambler 19002, wedding planning services.

PHILADELPHIA

435 Fairmount Avenue Partners GP LLC, 1515 Market St. Suite 900, Philadelphia 19102, act as general partner of a limited partnership.

Marketing Conversions

Inc., 13015 Townsend Road, Philadelphia 19154, advertising/marketing.

Arrow Ambulance Inc., 8362 State Road Unit G, Philadelphia 19136, ambulance service.

Baby Jives Co., 3539 Sunnyside Ave., Philadelphia 19129, artwork design-sales.

Prostar Works LLC, 1114 Hower Lane, Philadelphia 19115, auto detailing/cleaning.

Chris' Auto Center LLC, 4520 Torresdale Ave., Philadelphia 19124, auto services.

MSW Holdings Inc., 1927 Spruce St. Suite 2-F, Philadelphia 19103, bar/restaurant/hospitality.

Enhanced Recovery Solutions Utilities LLC, 1123 Adams Ave., Philadelphia 19124, business receivable collections.

Andrea & Bailey Catering Inc., 6719 Leonard St., Philadelphia 19149, catering services.

Planting Seeds Inc., 8012 Ogontz Ave., Philadelphia 19150, childcare.

Northstar58 Ltd., 2331 N. College Ave., Philadelphia 19121, community living for people with disabilities.

Mex-Bras Construction Inc., 1863 E. Cornewall St., Philadelphia 19134, concrete/construction.

Euroline Construction Inc., 1702 Loney St., Philadelphia 19111, construction services.

Kingliner Brothers LLC, 5422 Lena St., Philadelphia 19144, contracting/landscaping.

Bethel Cleaners Haverford Inc., 6501 Haverford Ave., Philadelphia 19151, dry cleaner.

Mustard Seed Academy Of Performing Arts Inc., 708 N. 63rd St. First Floor Front, Philadelphia 19151, education/instruction services.

Global Spirits Travel LLC, 1538 Pine St., Philadelphia 19102, entertainment services.

Jag Fine Art LLC, 1538 Pine St., Philadelphia 19102, fine art sales.

West Oak Lane Community Market LLC, 1536 Haines St., Philadelphia 19126, food market.

Malyah Grocery Inc., 4669 G St., Philadelphia 19120, grocery store.

A&M Mini Market LLC, 6572 Lansdowne Ave., Philadelphia 19134, grocery store.

Nosotras Beauty Salon LLC, 155 E. Ducanon Ave., Philadelphia 19120, hair/beauty salon (hair stylist).

Contractors United Together LLC, 1334 N. 60th St., Philadelphia 19151, home renovations.

John's Ne Home Repair LLC, 2710 Unruh Ave., Philadelphia 19149, home repair services.

Novi Trade Co., 4418 Osage Ave., Philadelphia 19104, import/export.

Emee Import Export Inc., 2805 N. 47th St., Phila-

delphia 19131, import/export.

J Time & Gold LLC, 46 S. 19th St., Philadelphia 19103, jewelry.

Joel Every Esquire LLC, 1500 Walnut St. Suite 900, Philadelphia 19102, law practice.

O' Donohoe And Rose Lighting LLC, 525 S. Fourth St., Philadelphia 19147, light design/consultation.

Gilberti Brothers Inc., 2419 S. 13th St., Philadelphia 19148, maintenance/moving.

Ella Ryan LLC, 1508 Mt. Vernon St., Philadelphia 19130, motion picture/tv/video production co.

Pack-Man Moving Co. LLC, 103 E. Mermaid Lane, Philadelphia 19118, moving/hauling.

435 Fairmount Avenue Partners LP, 1515 Market St. Suite 900, Philadelphia 19102, nonclassifiable.

Biltmore Properties LP, 1650 Market St. Suite 1800, Philadelphia 19103, nonclassifiable.

901 N. Front Street Associates LP, 114 Chestnut St. Fifth Floor, Philadelphia 19106, nonclassifiable.

Groove Box LLC, 1213 Vine St. Suite 213, Philadelphia 19107, nonclassifiable.

KTownBBQ 911 LLC, 1354 Saint Thomas St., Philadelphia 19111, nonclassifiable.

Robert B. Bernstein Architect LLC, 225 E. Mount

Pleasant Ave., Philadelphia 19119, nonclassifiable.

M.J. Central Investment LP, 1027 Ridge Ave. Suite 101, Philadelphia 19123, nonclassifiable.

Iverson Taxi LLC, 641 N. Broad St., Philadelphia 19123, nonclassifiable.

On Top Roofing Services LLC, 1713 Harrison St., Philadelphia 19124, nonclassifiable.

Sumo Steaks LLC, 2805 N. 22nd St., Philadelphia 19132, nonclassifiable.

Towing By The Hook LLC, 4726 Helleman St., Philadelphia 19135, nonclassifiable.

All Zone Shipping & Cleaning LLC, 6409 Castor Ave., Philadelphia 19149, nonclassifiable.

Khalifah LLC, 7400 Roosevelt Blvd. Suite R-406, Philadelphia 19152, nonclassifiable.

North Broad Street Park Associates LLC, 530 South Second St. Suite 110, Philadelphia 19147, operation of a parking facility.

Acnma LLC, 1511 Locust St., Philadelphia 19102, own/manage real estate.

Lindsay Docherty Photography LLC, 5939 Drexel Road, Philadelphia 19131, photography.

Bloovman Food Design LLC, 1040 N. Lawrence St., Philadelphia 19123, product design to the food manufacturing industry.

SEE LEADS, P25

FOX

DISCOVER THE POWER OF A FOX MBA

Our Executive MBA is consistently ranked in the top 15 nationally by *Financial Times*.

Join us for Fox Discovery Day on Saturday, October 22 from 9 am to 1 pm on Temple University's main campus.

THE POWER IS WITHIN YOUR REACH

Full-time, Part-time, International and Online MBA programs also available

www.fox.temple.edu/grad

 Fox School of Business
TEMPLE UNIVERSITY®



LEADS, FROM P24

Biltmore Management LLC, 1650 Market St. Suite 1800, Philadelphia 19103, real estate.

16 Armat Street LLC, 2929 Arch St. Suite 1351, Philadelphia 19104, real estate.

Is Bread Street LLC, 2929 Arch St. Suite 1351, Philadelphia 19104, real estate.

Maayan Inc., 9938 Woodfern Road, Philadelphia 19115, real estate.

Relations Investment Group LLC, 991 N. Sixth St., Philadelphia 19123, real estate.

Vested Interest Communities LLC, 2644 Daphne Road Apt. 2, Philadelphia 19131, real estate.

4457 Main LLC, 4446 Cresson St., Philadelphia 19127, real estate holding co.

M&J Investment Group LLC, 3900 City Ave. Apt. D-807, Philadelphia 19131, real estate investment.

Plumeria Properties LLC, 2650 S. 15th St., Philadelphia 19145, real estate investment.

WEI 4315 LLC, 1524 N. Broad St., Philadelphia 19121, real estate investments.

Spak Group LLC, 9655 Pine Road, Philadelphia 19115, real estate services.

Fifth City LLC, 1849 S. Rosewood St., Philadelphia 19145, record co/concert production.

R2K2 LLC, 443 S. 44 St., Philadelphia 19104, restaurant.

Don Felipe Restaurant LLC, 5132 N. Fifth St., Philadelphia 19120, restaurant.

Ne Philly Wings LLC, 9183 Roosevelt Blvd., Philadelphia 19114, restaurant/tavern.

Nasir Group LLC, 3833 Red Lion Road, Philadelphia 19114, retail business.

Funkomart Inc., 1107 Chestnut St., Philadelphia 19107, retail store - electronics.

B&D General Merchandise Inc., 6514 Woodland Ave., Philadelphia 19142, retailing general merchandise.

Ms. Goody Cupcakes LLC, 1838 E. Passyunk Ave., Philadelphia 19148, sell baked goods.

Cbiz Associates LLC, 725-A Stratford Drive, Philadelphia 19115, service.

Iron Will Tattoo Club LLC, 1922 S. Mole St., Philadelphia 19145, tattooing service.

Eagles Taxi LLC, 2301 E. Church St., Philadelphia 19124, taxi cab dispatch co.

J&J Fila Transporation Inc., 4117 Longshore Ave., Philadelphia 19135, transportation.

AMB Delivery LLC, 938 Clyde Lane, Philadelphia 19128, transportation cargo.

Blue Diamond Tour Inc., 5141 Whitaker Ave., Philadelphia 19124,

transportation service.

Xpressmas LLC, 4613 Convent Lane, Philadelphia 19114, tree delivery.

BADR Transportation Inc., 3600 Red Lion Road Suite 72-C, Philadelphia 19114, trucking services.

Atlas Enterprises II Inc., 6443 Akron St., Philadelphia 19146, wholesale distribution.

REAL ESTATE TRANSACTIONS

CHESTER COUNTY COMMERCIAL

Culbertson Investment Partners LP/Culbertson Investments Inc. to Longview Culbertson LP, 1055 Westlakes Drive, Berwyn 19312, Lot 1 Culbertson Village, \$3,300,000.

Beiler-Campbell Center Inc. to Beiler-Campbell Center Inc./Brown Partnership, 402 Bayard Road Suite 100, Kennett Square 19348, Unit 5-A & 5-B Beiler-Campbell Center-2, \$1,875,000.

Nancy S. Biehn and Darlington E. Biehn Trust By Trustee to Zukin Investments LP, P.O. Box 883, West Chester 19381, Church St, \$1,400,000.

William L. and Melissa A. Davis to National Transfer Services LLC, 455 Taft Ave., Glen Ellyn, Ill. 60137, Lot 5 Glenelg Farm, \$950,000.

Brandywine Holding Associates/Richard H. Smith/

Ralph G. Smith II/Thomas H. Smith et al. to TWRM Properties LLC, 1810 Middletown Road, Glen Mills 19342, Franklin & Linden St., \$750,000.

Marita M. Hutchinson Executor/Estate of Marguerite M. McGinty/Estate of Michael T. McGinty Jr. et al. to Del Vacchio Holdings LLC, 922 N. Chester Road, West Chester 19380, Tract B Sunny Ridge Farms, \$545,000.

MONTGOMERY COUNTY COMMERCIAL

Superior Precast Inc. to Chapel Steel Corp., 590 N. Bethlehem Pike, Lower Gwynedd 19002; 201 S. Keim St., Pottstown, \$3,000,000.

Alliance Bank to Malvern School Properties Oaks LP, 20 Creek Road, Glen Mills 19342; 1021-1023 Egypt Road, Upper Providence, \$1,552,276.

PHILADELPHIA COMMERCIAL

Maximum Mailing Solutions LP to Columbus Boulevard Associates, 6958 Torresdale Ave. Suite 200, Philadelphia 19135; 2055 Richmond St., Philadelphia, 31st Ward, \$4,300,000.

Textile Product Services Inc. to 3000 E. Tioga Street LLC, 18 Crop Well Lane, Holland 18966; 2950 E. Tioga St. aka 3000 E. Tioga St.,

Philadelphia 19134, 45th Ward, \$650,000.

CAMDEN COUNTY COMMERCIAL

PRIA Investors LLC to Jai Ambe Mataji LLC, 2470 Bay Berry Lane, Vineland 08361; 2933 & 2947 Erial Road, Gloucester Township 08081, Block 15302 Lots 36.01 and 36.02 Gloucester Township, \$660,000.

Alan J. Chapman to GML Properties LLC, 504 E. Camden Ave., Moorestown 08057; 6800 Westfield Ave., Pennsauken 08110, Block 2204 Lot 1 Pennsauken Township, \$435,000.

Dorothy Interlante to Township of Gloucester, 1261 Chews Landing-Clementon Road, Blackwood 08012; Fourth Ave. & Flood Gate Road, Gloucester Township 08029, Block 3401 Lot 6 Gloucester Township, \$395,000.

Thomas E. and Heidi K. Congalton to Friends of L'Arche New Jersey, P.O. Box 903, Cherry Hill 08003; 35 W. Maple Ave., Merchantville 08109, Block 21 Lot 22 Borough of Merchantville, \$325,000.

COURT JUDGMENTS

CHESTER COUNTY BUSINESS

PNC Bank NA vs. Ruchi

Corp. dba Dairy Queen/Orange Julius, 351 W. Schuylkill Road, Pottstown 19465, \$217,863, plaintiff, case #2011-09987-JD, 09/12/11.

PNC Bank NA vs. Travel Associates Inc., 1902 Darby Lane, Havertown 19083, \$58,829, plaintiff, case #2011-09988-JD, 09/12/11.

Malvern Federal Savings Bank vs. Lee A. Smith/Lee Smith Architects Inc./Centaur Construction Co. et al., 122 Prescott Alley, West Chester 19380, \$216,320, plaintiff, case #2011-10030-JD, 09/14/11.

Industrial Valley Development Corp. vs. Salt Management Inc./Timothy L. Newton/Antonio K. Gallucci, 114 E. State St., Kennett Square 19348, \$48,000, plaintiff, case #2011-10275-JD, 09/20/11.

PERSONAL

PNC Bank NA vs. Edward Serle/Cornelius Serle, 1902 Darby Lane, Havertown 19083, \$58,829, plaintiff, case #2011-09989-JD, 09/12/11.

Meridian Bank vs. Norman R. Cogliati, 120 Anthony Wayne Drive, Wayne 19087, \$309,709, plaintiff, case #2011-10204-JD, 09/16/11.

MONTGOMERY COUNTY BUSINESS

Turnkey Construction Services Inc. vs. Larocco

Enterprises Inc./Greenbrier Architectural Woodwork, 601 E. Edgar Ave., Ronceverte, W.Va. 24970, \$684,168, plaintiff, case #2009-09311, 09/19/11.

United States Liability Insurance Co. vs. Tanweer Ahmed/AZ Budget/AZ Sons Enterprises Inc., 126 W. Chelton Ave., Philadelphia 19145, \$10,573, plaintiff, case #2011-21284, 09/19/11.

Univest Bank and Trust Co. et al. vs. Five Star Products & Services LLC, P.O. Box 2286, Horsham 19044, \$352,820, plaintiff, case #2011-26603, 09/19/11.

Univest Bank and Trust Co. et al. vs. Five Star Products & Services LLC, P.O. Box 2286, Horsham 19044, \$1,918,730, plaintiff, case #2011-26606, 09/19/11.

First Niagara Bank et al. vs. Capital Systems Inc., 84 Irish Meetinghouse Road, Perkasia 18944, \$392,292, plaintiff, case #2011-26609, 09/19/11.

Pat Perri HVAC vs. Indoor Quality Solutions and Services, 804 Bethlehem Pike, Erdenheim 19038, \$13,628, plaintiff, case #2011-22846, 09/20/11.

Delaware Valley Concrete Co. Inc. vs. Partanna Construction Inc./Craig S. Gilbert, 12 N. 11th St., Millville, N.J. 08332, \$25,090, plaintiff, case #2011-19188, 09/21/11.

JP Morgan Chase Bank NA vs. William H. Morris Jr./

Morris Electric Inc., 2860 Eagleville Road, Audubon, N.J. 19403, \$15,330, plaintiff, case #2011-18758, 09/22/11.

Yellow Book Sales and Distribution Co. Inc. vs. Microman Solutions LLC, 550 Jones St., Verona 15147, \$17,748, plaintiff, case #2011-01199, 09/23/11.

General Healthcare Resources Inc. vs. Brighton Health Group LLC, 956 Railroad Ave., Bryn Mawr 19010, \$61,425, plaintiff, case #2011-10865, 09/23/11.

PHILADELPHIA BUSINESS

Stevens & Lee PC vs. Pierre Augustin/Phil's Auto Body Inc., \$96,512, plaintiff, case #11-0600677, 09/16/11.

Wissahickon Valley Homeowners Association vs. No-Dig Pipeliners LLC, \$29,000, plaintiff, case #10-0100889, 09/19/11.

General Electric Capital Corp. vs. Hortman Aviation Services Inc., \$32,523, plaintiff, case #11-0602332, 09/19/11.

The Bancorp Bank vs. Ascender Investment Inc., \$691,959, plaintiff, case #11-0901967, 09/19/11.

The Franklin Group Inc. LLC, \$691,959, plaintiff, case #11-0901985, 09/19/11.

Ramar Thomas vs. Six

SEE LEADS, P26



SAINT JOSEPH'S UNIVERSITY ALUMNI ASSOCIATION
IS PROUD TO HONOR

BRIAN DUPERRÉAULT '69
PRESIDENT AND CEO, MARSH & MCLENNAN COMPANIES, INC.

WITH THE SHIELD OF LOYOLA
Saint Joseph's most prestigious alumni award



FRIDAY, OCTOBER 14, 2011

HYATT AT THE BELLEVUE ∞ BROAD & WALNUT STREETS, PHILADELPHIA, PA
6:30 P.M. RECEPTION ∞ 7:30 P.M. DINNER & DANCING

For more information, sponsorship opportunities or to purchase tickets, please call
610-660-3201, or e-mail alumni@sju.edu.

SJU SAINT JOSEPH'S UNIVERSITY

Spirit | Intellect | Purpose

www.alumni.sju.edu/gala

LEADS, FROM P25

Flags Inc., \$14,000, plaintiff, case #09-0402547, 09/20/11.

Daniel Castro vs. Villar Management LLC/Wilson Encarnacion, \$95,400, plaintiff, case #10-0504399, 09/20/11.

City Of Philadelphia vs. James Heistand Inc./James Heistand, \$311,461, plaintiff, case #11-0201245, 09/20/11.

Patterson Medical Inc. vs. Medability LLC/Medability Pain Management Centers LLC, \$10,998, plaintiff, case #11-

0503627, 09/20/11.
TBF Financial LLC vs. Inter-Community Development Corp., \$15,479, plaintiff, case #11-0600910, 09/20/11.

The Bancorp Bank vs. E.T. Homes 1403 LLC, \$824,160, plaintiff, case #11-0902022, 09/20/11.

Fairborn Equipment Co. Inc. vs. Day Star Sills Inc., \$167,964, plaintiff, case #11-0902167, 09/20/11.

Stacey Strauss vs. Dans Car Care Center, \$15,000, plaintiff, case #06-1003353, 09/21/11.

Admiral Insurance Co. vs.

Sovereign Bank, \$11,719, plaintiff, case #10-1103911, 09/21/11.

Rodney Little vs. Royal Pacific Inc./Royal Pacific Development Corp., \$13,000, plaintiff, case #11-0402110, 09/21/11.

Flex Membrane International Inc. vs. Green Diamond Roofing LLC, \$20,977, plaintiff, case #11-0503686, 09/21/11.

Church Lane Associates vs. Ronan Investment Group LLC, \$58,150, plaintiff, case #11-0701684, 09/21/11.

City Of Philadelphia vs.

Safes Unlimited Inc., \$34,896, plaintiff, case #11-0801769, 09/21/11.

Deutsche Bank National Trust Co. vs. Warren Investments LLC, \$52,903, plaintiff, case #11-0602213, 09/22/11.

Paoli Shopping Center LP vs. Doggie Style Of Paoli LLC, \$56,155, plaintiff, case #11-0803038, 09/22/11.

Canon Financial Service Inc. vs. Gensis Group Ltd., \$22,204, plaintiff, case #11-0902369, 09/22/11.

City Of Philadelphia vs. Taylor Learning Tree Inc./

Virginia Taylor, \$77,389, plaintiff, case #11-0902370, 09/22/11.

Prime Time Ices Inc. vs. R&P Ice Inc./Rekha Shah, \$102,660, plaintiff, case #11-0902481, 09/22/11.

Mitchell Scarlin vs. R&P Ice Inc./Rekha Shah, \$258,594, plaintiff, case #11-0902484, 09/22/11.

Prince Pizza Inc. vs. Won Jun Inc./Kil Lee, \$85,523, plaintiff, case #11-0902550, 09/22/11.

Richard Nybeck vs. John Crane Inc., \$1,346,038, plaintiff, case #01-0404652, 09/23/11.

Rafael Perez vs. Art's Food Market and James Gifoli, \$50,000, plaintiff, case #06-0500016, 09/23/11.
C&H International vs. Fly America Travel & Tours Inc./Mohannad Samara, \$54,361, plaintiff, case #11-0700394, 09/23/11.

LAWSUITS FILED**CHESTER COUNTY**

Riley Sales Inc. vs. Reed Mechanical dba S&J Mechanical Inc./Steven M. Reed/Jennifer Reed, debt collection, case #2011-10227-CT, 09/19/11.

De Lage Landen Financial Services vs. Equipment Maintenance Inc., contract, case #2011-10229-CT, 09/19/11.

De Lage Landen Financial Services vs. Bujulian Brothers Inc., contract, case #2011-10232-CT, 09/19/11.

McElderry Drywall Inc. vs. The Dewey Companies/Dewey Homes/Dewey Land Homes, contract, case #2011-10233-CT, 09/19/11.

Dale M. Levin vs. Liberty Mutual Group Inc., other contract, case #2011-10236-CT, 09/19/11.

Genesis Eldercare Rehabilitation Services Inc. vs. Osprey Ridge Healthcare & Rehabilitation Center, contract, case #2011-10238-CT, 09/19/11.

Allstate Insurance Co./Curtis Guthrie vs. Peco, tort, case #2011-10284-TT, 09/20/11.

Eileen Luck vs. Subervalu Inc./Acme Markets Inc./Acme Market Store 7721, premises liability, case #2011-10304-TT, 09/20/11.

James A. Schriver Excavating Inc. vs. Hofstad Builders Inc./David W. Hofstad, debt collection, case #2011-10307-CT, 09/20/11.

Natalie Ann Carter McCracken vs. The Vanguard Group Inc./Horatio Realty Trust/Automatic Door Enterprises, premises liability, case #2011-10308-TT, 09/20/11.

De Lage Financial Services vs. Madeline Hidalgo DDS PC/Madeline M. Hidalgo, debt collection, case #2011-10318-CT, 09/21/11.

State Farm Fire & Casualty Co./Gary Blumenthal/Marcia Blumenthal vs. Electrolux Home Products/Hovnanian Enterprises Inc., products liability, case #2011-10373-TT, 09/22/11.

De Lage Landen Financial Services vs. Penpoint Graphics, debt collection, case #2011-10391-CT, 09/23/11.

The Dawson Corp. vs. Malvern Hill Associates LP, miscellaneous, case #2011-10394-MJ, 09/23/11.

De Lage Landen Financial Services vs. John K. Gunderson/John K. Gunderson DDS Inc., debt collection, case #2011-10398-CT, 09/23/11.

Henry Blank vs. Steven B. Henderson/Arbordayle Homeowners Assoc./Linda B. Henderson, premises liability, case #2011-10407-TT, 09/23/11.

Salena Thompson/Michael Thompson vs. Chester County Intermediate Unit/Center For The Arts & Technology Pickering Campus/Phoenixville Area School District, premises liability, case #2011-10417-TT, 09/23/11.

MONTGOMERY COUNTY

Joanne O'Brien vs. Kravco Simon Co./Simon Property Group Inc., summons, case #2011-26126, 09/19/11.

Mutual Industries North Inc./Geotextiles & Building Materials vs. Green Start Inc., (no type shown), case #2011-26130, 09/19/11.

Delores Russell vs. Lebanon Diner LLC t/a Michaels Restaurant or Michaels Family Restaurants/Michaels Family Restaurant Inc. t/a Michaels Restaurant or Michaels Family, (no type shown), case #2011-26137, 09/19/11.

Billie Rae Kowalkowski vs. Associations Inc. et al., (no type shown), case #2011-26141, 09/19/11.

Paul Fontanes/Lisa Fontanes vs. Hamilton Contractors Inc./James E. Wheeler/Jenette Wheeler, summons, case #2011-26143, 09/19/11.

Coactiv Capital Partners Inc. vs. Blue Oak Landscape Inc./Kasey Hester, (no type shown), case #2011-26168, 09/19/11.

Maxine Brockington vs. Pathmark Stores Inc./Great Atlantic and Pacific Tea Co., summons, case #2011-26170, 09/19/11.

Frank B. and Mary Jane Costanzo vs. Makhoul Diner Trading as Moonlight Family Diner, summons, case #2011-26178, 09/19/11.

Priority Papers Inc. vs. Frank Ambrose Inc./dba Ambrose International et al., (no type shown), case #2011-26192, 09/19/11.

Bank Capital Services Corp. vs. Yanetta Contracting LLC, (no type shown), case #2011-26221, 09/19/11.

Jacqueline McLean vs. McNeil PPC Inc./John & Johnson Inc. et al., (no type shown), case #2011-26310, 09/19/11.

Kevin Cahill/Michael Cahill vs. BYL Collection Services LLC, summons, case #2011-26208, 09/20/11.

Kevin Cahill vs. Municipal Services Bureau, summons, case #2011-26216, 09/20/11.

Billie Rae Kowalkowski vs. Plymouth Hill Condominium Homeowners Association/Mid-Atlantic Management Corp., (no type shown), case #2011-26227, 09/20/11.

Kate Crumrine vs. United Collection Bureau, summons, case #2011-26258, 09/20/11.

Mayrons Research Laboratories Inc. vs. Spee LLC, summons, case #2011-26323, 09/20/11.

Argosy Capital Group II LP/Katznelson Associates II LP vs. Northern Lights Capital Group LLC and Northern Lights Capital Partners LLC/Andrew L. Turner et al., summons, case #2011-26329, 09/20/11.

McElderry Drywall Inc. vs. N. Paone Construction

SEE LEADS, P27

What Does The Future of Healthcare Hold?

Learn from expert panelists and meet the innovators who are making it happen.

**When:** November 8, 7:30am-9:45am**Where:** Philadelphia Downtown Marriott**Register Today:**<http://tinyurl.com/2011PBHIAevent>**Panelists:**

John George,
Staff Reporter,
Philadelphia
Business Journal
(Moderator)



Mary Ellen Smith Glasgow, PhD
Professor and Associate Dean for
Nursing, Robert Wood Johnson
Executive Nurse Fellow,
Drexel University



Scott D. Halpern MD,
Assistant Professor of
Medicine and Epidemiology,
Univ. of Pennsylvania,
Senior Fellow,
Center for Bioethics



Richard P. Miller
Chief Executive
Officer,
Virtua



Deneen Vojta, MD
SVP, UnitedHealth
Center for Health
Reform &
Modernization

Congratulations Winners**CEO OF THE YEAR**

Bill Marvin, InstaMed

John McNeil,

Cancer Treatment Centers of America

Richard P. Miller, Virtua

EMERGING EXEC. OF THE YEAR

Robert Davis,

Fox Chase Cancer Center

Brian Sweeney,

Thomas Jefferson University Hospitals

LIFETIME ACHIEVEMENT AWARD

A. Susan Bernini,

Albert Einstein Healthcare Network

Judith Persichilli, Catholic Health East

John Tedeschi, MD

Continuum Health Alliance

MEDICAL EDUCATION INNOVATOR OF THE YEAR

Douglas McGee,

Albert Einstein Healthcare Network

Paul Shore, MD

St. Christopher's Hospital for Children

NEW MEDIA AWARD

Aria Health

Cooper University Hospital

Magee Rehabilitation Hospital

PATIENT SAFETY AWARD

Bryn Mawr Rehab Hospital

Mercy Philadelphia Hospital

St. Christopher's Hospital for Children

PUBLIC HEALTH EXECUTIVE/ OPERATOR

Henry Balogun, MedNet Health Corp.

Elaine Fox,

Public Health Management Corp.

JUDGES CHOICE AWARDS:

Board Member of the Year

George Norcross,

Cooper University Hospital

Jerry Segal,

Magee Rehabilitation Center

Nurse Administrator of the Year

Jan Nash, Paoli Hospital

Michele Szkolnicki,

Cancer Treatment Centers of America

Win an iPad at Health Care Lane, presented by UnitedHealthcare

Immediately following the Awards, cross over Market St. to Health Care Lane, the region's premier healthcare expo at the Loews Hotel. All award-goers at the expo get entered to win a FREE iPad. Visit: <http://www.healthcarelane.com/philly> for info.

Presented by: UnitedHealthcare

Hosted by: PHILADELPHIA
BUSINESS JOURNAL

LEADS, FROM P26

Inc., (no type shown), case #2011-26535, 09/21/11.

Goldie Schwartz vs. Salon Development Corp./Cutting Crew Huntingdon Pike, (no type shown), case #2011-26574, 09/21/11.

Yardis Corp. vs. Port-O-Call Associates Inc./Port-O-Call Hotel, (no type shown), case #2011-26588, 09/21/11.

State Farm Insurance PA vs. Shaffer Builders Inc., (no type shown), case #2011-26621, 09/21/11.

Pat Perri HVAC vs. Indoor Quality Solutions and Services, (no type shown), case #2011-26646, 09/22/11.

Gemological Resources Inc. vs. Parcel Pro Inc., (no type shown), case #2011-26679, 09/22/11.

Mark J. Romanowski Jr. vs. Jay Bee Tee Inc., (no type shown), case #2011-26690, 09/22/11.

American Furniture Manufacturing Inc. vs. 4 Less Furniture & Rugs LLC, (no type shown), case #2011-26693, 09/22/11.

Emanuel Tress vs. AXA Advisors LLC/Lawrence Passareti, summons, case #2011-26727, 09/22/11.

Sean Morrow vs. Philadelphia Rock Gym Inc., (no type shown), case #2011-26752, 09/22/11.

Barbara Weiler vs. Nyleve Co. Inc./James Morrissey Inc./Penndot, (no type shown), case #2011-

26785, 09/23/11.

Julie A. Halteman vs. The Pathway Corp. dba The Pathway School, summons, case #2011-26826, 09/23/11.

Norman L. Haslup vs. Joao and Bradley Construction Co. Inc./Joao and Bradley Construction Co. et al., summons, case #2011-26863, 09/23/11.

Kelvin Garced/Rosali Del Valle et al. vs. HVM LLC/Extended Stay Hotels LLC et al., (no type shown), case #2011-26865, 09/23/11.

Montgomery Chemicals LLC vs. SFK Pulp Recycling US Inc., summons, case #2011-26867, 09/23/11.

Trans-Fleet Concrete Inc. vs. Gambone Construction Co./Maplewood Residential LP et al., (no type shown), case #2011-26874, 09/23/11.

PHILADELPHIA

Canon Business Solutions vs. Afro Music & Video, foreign judgment, case #11-0902236, 09/09/11.

Larry and Michelle Raye vs. Ralph Philomeno/Carmen Salamone/Paul Kath Builders Inc./Realogy Corp./Coldwell Banker Preferred et al., construction contract, case #11-0901812, 09/16/11.

Eileen McDonnell vs. The Trustees Of The University Of Pennsylvania, personal injury, case #11-0901813, 09/16/11.

OCF Realty LLC vs. Velora

Studios LLC, contracts, case #11-0901824, 09/16/11.

Adriann and Timothy Grunsky vs. Jasco Products Co./General Electric Co./Wal-Mart Stores East LP, product liability, case #11-0901834, 09/19/11.

MSB Resources LLC vs. Fieldstone Properties/Franklin Park, contracts, case #11-0901864, 09/19/11.

Herbert Holmes vs. Consolidated Rail Corp./Norfolk Southern Corp., personal injury - fela, case #11-0901886, 09/19/11.

Ernestine and Colon Brickle vs. Bryn Mawr Terrace/Select Rehab Inc., personal injury, case #11-0901892, 09/19/11.

Commonwealth Of PA Department Of Revenue Bureau Co. vs. James Crusemire/James Crusemire/Dynamic Services Inc., dept. of revenue/personal income tax, case #11-0901907, 09/19/11.

Commonwealth Of PA Department Of Revenue Bureau Co. vs. Mary Alston/A&H Personal Care Inc., dept. of revenue/personal income tax, case #11-0901910, 09/19/11.

Commonwealth Of PA Department Of Revenue Bureau Co. vs. Tamara Hill-Bennett/Logic Eye Care Inc., dept. of revenue/personal income tax, case #11-0901913, 09/19/11.

Kevin Stocker vs. Sugarhouse HSP Gaming LP/

Sugarhouse HSP Gaming Prop GP LLC, dram shop, case #11-0901925, 09/19/11.

Michael Greenberg vs. Drexel University College Of Medicine, contracts, case #11-0901932, 09/19/11.

Fast Cash Inc. vs. Alexis Cansella/Basilica Perez/Brian Deli Grocery LLC/Perez Multiservices LLC, business tort, case #11-0901943, 09/19/11.

Tara and Matthew Waerig vs. Federal National Mortgage Association/Bank Of America NA, contracts, case #11-0901953, 09/19/11.

Sabrina Mitchell vs. Alberto Culver Co./Family Dollar Stores, product liability, case #11-0901957, 09/19/11.

Paul Blood vs. Lu Lu Temple Holding Corp., personal injury, case #11-0901962, 09/19/11.

Helene Mizrahi vs. Weiye Li/Alberto Nunez/Yelena Doych/Polly Henderson/Hahnemann University Hospital/Autoliv Inc. et al., malpractice - medical, case #11-0901995, 09/19/11.

City Of Philadelphia vs. 2020 Corp., real estate tax lien, case #11-09020065, 09/19/11.

Wynetta White vs. Lowe's Home Centers Inc. et al., personal injury, case #11-0902020, 09/20/11.

Tuma Hines vs. Wendy's/Arby's Group Inc./Wendy's Old Fashioned Hamburg-

ers Of New York Inc., product liability, case #11-0902028, 09/20/11.

Rochester Drug Cooperative Inc. vs. Ihsanullah Maaf/Maaf Corp., contracts, case #11-0902029, 09/20/11.

Post & Schell PC vs. Mt. Airy Manor LLC dba Bethesda Court, contracts, case #11-0902047, 09/20/11.

Joseph Browning vs. William Klieforth/Aria Health Physician Services fka FHCS Physici/Aria Health System et al., malpractice - medical, case #11-0902051, 09/20/11.

Michael and Katrina Kilgallon vs. Brian Hartline/Barry Bekkedam/Nova Financial Holdings Inc./Ballamor Capital Management/The Keystone Equities Group, stockholders' suits, case #11-0902058, 09/20/11.

Republic Services vs. Fixtureone Corp./Pop Sales Corp., contracts, case #11-0902088, 09/20/11.

1st Colonial Bancorp Inc. vs. East West Realty Group Opportunity Fund II LP, not residential owner occupied, case #11-0902105, 09/20/11.

Spector Gadon & Rosen PC vs. James Osborne/Mark King/Castleway Properties LLC, contracts, case #11-0902117, 09/20/11.

Jose Baquerizo vs. Vladimir Gershtein/Boris Perelshteyn/John Tavares/Roman Mosheyev/Just Concrete Inc./Mosheff

Inc., personal property damage - other, case #11-0902138, 09/20/11.

Albert Billings vs. Cami Automotive Inc./Marysville Motorcars Inc. et al., product liability, case #11-0902139, 09/20/11.

Michelle Simon-Skalsky and Michael Simon vs. John Brooks/Siegelman Evan/Pennsylvania Hospital/Hospital Of University Of Pennsylvania/Trustees Of The University Of Pennsylvania et al., malpractice - medical, case #11-0902160, 09/20/11.

Fairborn Equipment Co. Inc. vs. Day Star Sills Inc., foreign judgment, case #11-0902167, 09/20/11.

Nicholas D'Ambrava vs. Thomas Jefferson University Hospitals Inc., malpractice - dental, case #11-0902189, 09/21/11.

Louis Roberto vs. Stuart Eisenberg/Carol McCullough/McCullough Eisenberg LLC, malpractice - legal, case #11-0902205, 09/21/11.

Susan Sherriffe vs. Philadelphia Airport Marriott/Marriott Hotel Services Inc./Marriott International Inc., personal injury, case #11-0902225, 09/21/11.

Jesucita Ortega vs. Temple University Hospital Inc., malpractice - medical, case #11-0902238, 09/21/11.

Commonwealth Of PA Department Of Revenue Bureau Co. vs. Henry J. Nimmons Funeral Home Inc.

miscellaneous lien, case #11-0902239, 09/21/11.

Commonwealth Of PA Department Of Revenue Bureau Co. vs. Landmark Property Group LLC, miscellaneous lien, case #11-0902240, 09/21/11.

Commonwealth Of PA Department Of Revenue Bureau Co. vs. Selcuk Kucuk/S&H Kebab House LLC, dept. of revenue/personal income tax, case #11-0902254, 09/21/11.

Denis Batista vs. Hitachi Ltd./Pulte Homes Corp. Of Pennsylvania LP/Pulte Homes Inc./Pulte Home Corp. Of The Delaware Valley et al., personal injury, case #11-0902289, 09/21/11.

Bruno Independent Living Aids vs. David Bouslog/Chesapeake Medical Supply Inc., contracts, case #11-0902324, 09/21/11.

Janet and Jack Cohen vs. Schindler Elevator Corp./Simon Property Group Inc./Kravco Simon Co., personal injury, case #11-0902338, 09/21/11.

Bryan Mendenhall and Lynn Perrone vs. Atlas Flasher/Supply Co./James J. Anderson Construction Co. Inc. et al., personal injury, case #11-0902340, 09/21/11.

Wells Fargo Bank NA et al. vs. Sozo LLC, not residential owner occupied, case #11-0902352, 09/21/11.

Larissa Still vs. Bath & Body Works Inc./Bath & Body Works Brand Management Inc., personal

injury, case #11-0902353, 09/21/11.

Cora Henley vs. Tioga Presbyterian Senior Center/Tioga Presbyterian Apartments Inc./Tioga Presbyterian Apartments, personal injury, case #11-0902356, 09/21/11.

Klehr Harrison Harvey Branzburg LLP vs. Gary McBride/Snyder Acquisition Corp., contracts, case #11-0902365, 09/21/11.

City Of Philadelphia vs. 1101 Frankford LLC, real estate tax lien, case #11-09020085, 09/21/11.

Margaret Reilly vs. William Gilken/Trump Taj Mahal Associates LLC, personal injury, case #11-0902367, 09/22/11.

Canon Financial Service Inc. vs. Genesis Group Ltd., foreign judgment, case #11-0902369, 09/22/11.

City Of Philadelphia vs. Virginia Taylor/Taylor Learning Tree Inc., city tax case, case #11-0902370, 09/22/11.

Felton Drummond vs. Veterans Affairs Medical Center, personal injury - fela, case #11-0902412, 09/22/11.

Bock Development Group LLC vs. J. Randolph Parry Architects, construction contract, case #11-0902413, 09/22/11.

City Of Philadelphia vs. Jay Gallagher/Joseph Gallagher/Chaz Gallagher/Tabor Acoustical Inc., city tax case, case #11-0902445, 09/22/11.

SEE LEADS, P28



Hey Edge Fabrication Inc.,

we noticed you spend a ton on shipping merchandise. That's why you'd be ideal for the card that gives you double points on shipping.

INTRODUCING THE **NEW** BUSINESS GOLD REWARDS CARD

3X POINTS ON AIRFARE | **2X** ADVERTISING SHIPPING GAS | **1X** EVERYTHING ELSE

50K bonus points when you spend \$10K in the first 5 months.
1-800-NOW-OPEN | OPEN.COM/GOLD

Get the free reader app at <http://gettag.mobi>
Each bonus category subject to \$100,000 annual purchase cap. See open.com/gold for additional terms and restrictions. Membership Rewards® program terms apply.

Start Booming.



LEADS, FROM P27

City Of Philadelphia vs. Francis Bagnell/Michael Staines/Resource Programs Inc., city business tax case, case #11-0902449, 09/22/11.

Marshall Dennehey Warner Coleman & Goggin vs. Frost & Zeff PC, contracts, case #11-0902461, 09/22/11.

Diane Giovinetti vs. Im Kim/Bok Kim/CCRV Associates/Young's Nail Salon Inc., personal injury, case #11-0902485, 09/22/11.

Efedua and Rosemary Okolo vs. Jake Szejman/

ESA Financial Services Inc., contracts, case #11-0902509, 09/22/11.

Fellheimer & Eichen LLP vs. Linda Orr/Orlind Construction Inc., contracts, case #11-0902525, 09/22/11.

Steven Reisbord vs. Westinghouse Lighting Corp., equity - no real estate, case #11-0902531, 09/22/11.

Nilsa Gbayer vs. Mata Fatou/Gueye Fatou/Fatou African Hair Braiding Salon, personal injury, case #11-0902563, 09/22/11.

E&K Construction Services vs. Shin Da Construction Co., contracts, case #11-0902567, 09/22/11.

Joseph Burton vs. Aaron Freiwald/Katherine Robinson/Layser & Freiwald PC, malpractice - legal, case #11-0902568, 09/22/11.

Daniel McGinley vs. Francis Evans/Torresdale Financial Inc., equity - no real estate, case #11-0902611, 09/22/11.

Angela Johnson vs. Matthew Beshara/Hospital Of The University Of Pennsylvania/Trustees Of The

University Of Pennsylvania, malpractice - medical, case #11-0902613, 09/22/11.

Marion & Black LLC vs. Eagle Chauffeured Services Inc./Eagle Transportation Services Inc., contracts, case #11-0902623, 09/22/11.

Dennis O'Neill/Michael Fox/John Alviggi/Edmond Costello/Joseph Definis vs. Richard Jordan/Peter Mooney/Gary Biehn/John Pauciulo/White & Williams LLP, malpractice - legal, case #11-0902619, 09/23/11.

Dorothy Anderson and Michael Washington vs. Trustees Of The University Of Pennsylvania/University Of Pennsylvania Health System/Hospital Of The University Of Pennsylvania, malpractice - medical, case #11-0902663, 09/23/11.

TBF Financial LLC vs. Lyn Rubenstein & Associates LLC, contracts, case #11-0902667, 09/23/11.

Jordan and Adele Albusk vs. Jeanes Hospital, malpractice - medical, case #11-0902674, 09/23/11.

Emilia Markawicz vs.

Michael's Family Restaurant, personal injury, case #11-0902681, 09/23/11.

Fannie Mae vs. Spencer Place Arms LLC, not residential owner occupied, case #11-0902683, 09/23/11.

Fannie Mae vs. Fernrock Manor Apartments LLC, not residential owner occupied, case #11-0902684, 09/23/11.

City Of Philadelphia vs. Cardonick Chiropractic PC, city business tax case, case #11-0902685, 09/23/11.

Alex and Lillian Reyes

vs. Peco Energy Co./Exelon Corp., personal injury, case #11-0902696, 09/23/11.

City Of Philadelphia vs. Front Street Development Associates, real estate tax lien, case #11-09T0089, 09/23/11.

City Of Philadelphia vs. South Philadelphia String Band Inc., real estate tax lien, case #11-09T0091, 09/23/11.

City Of Philadelphia vs. 1629 Packer Inc., real estate tax lien, case #11-09T0092, 09/23/11.

City Of Philadelphia vs. Fung Partnership, real estate tax lien, case #11-09T0093, 09/23/11.

City Of Philadelphia vs. Franklin Group LLC, real estate tax lien, case #11-09T0096, 09/23/11.

cific Tea Co. Inc., personal injury, case #L-4604-11, 09/13/11.

William Hall Co. dba Equipment Marketers vs. Twin Grove Campground, contract, case #L-4616-11, 09/14/11.

Bank of America NA vs. Maddy1 LLC/Sunrooms America Inc./Michael V. Foti, contract, case #L-4618-11, 09/14/11.

Cape Bank vs. C&B Graphics Inc./702 King Avenue LLC/R&B Bindery Inc./WAE Corp. t/a Digital Relief/William A. Eacchus/Sandra L. Eacchus, contract, case #L-4619-11, 09/14/11.

Dawn Breeze vs. Brown-ing Concrete LLC/Liberty Property Trust/The Brickman Group, personal injury, case #L-4621-11, 09/14/11.

HIGH-END HOMES**CAMDEN COUNTY**

Primo Water Ice Inc. vs. Medusa Concrete and Asphalt/James Erickson, construction, case #L-4559-11, 09/09/11.

Nancy DeRosa vs. Dunkin Brands Inc. dba Dunkin' Donuts, personal injury, case #L-4570-11, 09/09/11.

Yellowbook Inc. vs. Term-A-Pest Inc./Term-A-Pest of NJ Inc./Term-A-Seal/Carol Humphreys, contract, case #L-4574-11, 09/09/11.

Arielle Norton vs. Karistos Corp./Karistos Corp. dba Pete's Diner/Angelo Giannakaris, discrimination, case #L-4575-11, 09/12/11.

Wells Fargo Bank NA vs. Excel Graphics/Dennis DeMaria, contract, case #L-4576-11, 09/12/11.

Wells Fargo Bank NA vs. KGM Precision Corp./Kenneth G. Mickle/Devin R. Mickle et al., contract, case #L-4577-11, 09/12/11.

Solare America LLC vs. Krannich Solar Inc./Kran-nich Solar Germany/CODE Electric LLC/CODE Green Solar LLC/Michael Khalil et al., defamation, case #L-4578-11, 09/12/11.

Jacqueline Robinson vs. Ashburn Corp./Roger Wilco Inc., personal injury, case #L-4588-11, 09/12/11.

Yuriy Yushkov vs. Boccella Concrete/Mike Boccella, contract, case #L-4592-11, 09/12/11.

Toni Jo Davis vs. FRM Mail Contracting Inc./Thomas Princiotta/David Golley, auto negligence/personal injury, case #L-4596-11, 09/12/11.

Paramount At Chews Landing LLC vs. FHG Development New Jersey LLC/Joseph Gatas, contract, case #L-4597-11, 09/12/11.

Haydee Rodriguez vs. Mario's Live Poultry/Mario Steak House/Quin Quy Tran/Quy Inc./Westfield Laundromat et al., personal injury, case #L-4602-11, 09/13/11.

Audrey Coles vs. Pathmark Stores Inc. dba Pathmark/The Great Atlantic & Pa-

CHESTER COUNTY

Kurt and Sutton Faller to Joanne Salop, 479 Cann Road, West Chester 19382, Lot 479 Cann Road, \$1,277,500.

Gregory D. and Karen L. Hall to David W. Hartley and Laura K. Reilly, 1061 Glen Hall Road, Kennett Square 19348, (no description shown), \$1,045,000.

National Transfer Services LLC to John M. and Catherine S. Murphy, 109 Glenelg Farm Drive, Kennett Square 19348, Lot 5 Glenelg Farm, \$950,000.

Stephanie S. Gulbrandsen to James M. and Janet S. D. Arcy, 168 Grubb Road, Malvern 19355, Lot 7 Grubb Road, \$932,500.

Malcolm I. and Paula Rud-dock to Hyoung and Seo Jeong Chea, 121 Weatherburn Way, Newtown Square 19073, Lot 11 Plumsock At Willistown, \$747,500.

Toll PA VI LP/Toll PA GP Corp. to Arifin Ruslim and Jenny Suryani, 183 Pratt Lane, West Chester 19382, Lot 34 Preserve At Chadds Ford, \$698,384.

Andrew F. and Pamela M. Susko to Donna M. Jankiewicz, 1178 Wisteria Drive, Malvern 19355, Lot 9 Wisteria Drive, \$642,500.

Pulte Homes Of PA LP/ Pulte Home Corp. Of The Delaware Valley to Thomas and Patricia M. Augusterfer, 816 Grist Mill Lane, West Chester 19380, Unit 6 Preserve At Applebrook, \$635,545.

Dan and Linda A. Sinisi to Dean S. and Kelly A. Diamond, 1204 Tullamore Circle, Chester Springs 19425, Lot 18, \$625,000.

John E. and Joan T. Cattie to Joseph P. and Lindsey A. Weber, 665 Llewelyn Road, Berwyn 19312, Lot 28 Llewelyn Road, \$575,000.

Jerry Robert Jr. and Terri T. Loftin to Langdon J. and Sharon M. Siggelkow, 1429 Hampton Drive,

This year's winners have been notified!
Find out who they are!

Join Us
For The
23rd
Annual



Awards Ceremony
Thursday
October 27, 2011

5:30 to 9:00 PM

The Annenberg Center for the Performing Arts
3680 Walnut Street, Philadelphia, PA 19104

Get to know the 100 fastest
growing companies in the region!

**CEO Breakfast Sponsor**

Bank of America
Merrill Lynch

To Purchase Tickets go to
www.tinyurl.com/philadelphia100



Philadelphia100.com

Silver Sponsors

Sabre
SABRE SYSTEMS, INC.

**Bronze Sponsors**

CBIZ MHM, LLC
Kreischer Miller
Kistler Tiffany Benefits Co.
United Healthcare
Flaster/Greenberg PC
Advanced Staging Productions
Ballantree Consulting/
CEO Think Tank
Crossbow Studio

Sponsors

Spikes Trophies
Brûlée Catering
PDA Media
Member Solutions
Yards Brewing Co.
Burke Photo

LEADS, FROM P28

Downingtown 19335, Lot 11 Colony At Brandywine Ridge, \$570,000.

James A. and Stacie Gianelos to Patrick and Helen Walsh, 800 Paine Drive, West Chester 19382, Lot 30-Phase III Birmingham Hunt, \$525,000.

Kevin G. and Kelly J. Murphy to Russell and Jennie L. Queen, 123 Woodhaven Drive, Landenberg 19350, Lot 8 Woodhaven Road, \$500,000.

MONTGOMERY COUNTY

Daniel G. Goveberg to Robin Batoff, 326 Rosemary Lane, Penn Valley 19072, Lower Merion, \$1,620,000.

Douglas and Jennifer Altman to Karl and Van Dezenhardt, 300 Berwynne Lane, Wynnewood 19096; 300 Barwynne Lane, Lower Merion, \$885,000.

Alan J. and Margaret S. Kaplan to Daniel H. Parish and Janet E. Bauman, 1220 Wyngate Road, Wynnewood 19096, Lower Merion, \$885,000.

Jeffrey M. Toback to Scott A. and Jessica A. Milner, 1207 Gulph Creek Drive, Wayne 19087, Upper Merion, \$875,000.

Frederick A. IV and Julie L. Slack to John C. and Terri C. Lee, 1130 Lafayette Road, Wayne 19087, Upper Merion, \$750,000.

Charlotte Thurschwell to

Stephen M. Keefe and Gillian A. Gottlieb, 251 Kent Road, Wynnewood 19096, Lower Merion, \$725,000.

Kun S. Choi and Young H. Choi to Liu M. Li, 50 Sunflower Way, Huntingdon Valley 19006, Lower Moreland, \$715,000.

Pennsylvania Ave. Townhouses LP to Paul R. and Patricia Minbiole Trustee, 148 Pennsylvania Ave., Bryn Mawr 19010, Lower Merion, \$685,000.

F and V Real Estate Management Inc. to Muntasir Khandkar, 137 Raintree Crossing, Hatfield 19440; 613 N. Broad St., Lansdale, \$670,000.

William J. Matthews and Sidney C. Hawley Matthews to David H. and Rose E. Chapman, 1455 Allentown Road, Lansdale 19446, Towamencin, \$660,000.

David D. and Beatrice E. Gathman to Khanh Che and Ngoc Bach Phan, 504 Northwick Lane, Villanova 19085; 800 Great Springs Road, Lower Merion, \$660,000.

Scott M. and Suzanne Goldstein to Jonathan S. and Sarah Fay Sauer, 1220 Keisel Lane, Ambler 19002, Upper Dublin, \$600,000.

Brickman Real Estate LLC to Aleksandrs Lubimovs and Aida Aloian, 2200 Washington Lane, Huntingdon Valley 19006, Lower Moreland, \$600,000.

NVR Inc. t/a NV Homes to Alan Edward Morgan and Qing F. Zhang, 342 Alexander Drive, Telford 18969, Franconia, \$584,072.

Michael J. and Renee T. Exler to David Smith and Geovanna Mejia, 256 Running Water Court, Ambler 19002, Horsham, \$565,000.

Eric Greenblatt and Mercedes Jacobson to Catherine E. Dolan, 421 Cotswold Lane, Wynnewood 19096, Lower Merion, \$555,000.

Norman N. and Sylvia G. Salvat to Rober F. and Susan B. Sutton, 376 Merion Road, Merion Station 19066, Lower Merion, \$545,000.

John A. and Patricia A. McCartney to Yathin Sabapathy and Radhika Yathin, 1042 Charter Oaks Drive, Lansdale 19446, Upper Gwynedd, \$545,000.

Cyril and Agnex Monnet to Victor H. Martinez and Claudia G. Deluna, 262 Barwynne Lane, Wynnewood 19096; 262 Barwynne Lane, Wynnewood 19096, Lower Merion, \$540,000.

Steven E. and Kristina Moriconi to Jeffrey Michael Viola and Kelly McGurk Viola, 342 Fisher Road, Jenkintown 19046, Abington, \$535,000.

Sukonik Oak Creek LP to Jana Radewonuk and Christopher M. Gable, 41 Rutherford Court, Royersford 19468, Limer-

ick, \$531,227.

Lori Straff to Ogden L. Jr. and Helena Howard, 222 Paperbirch Drive, Colledgeville 19426, Upper Providence, \$525,000.

Ralph M. and Ellen S. Rosen to Michael D. Lawlor and Ann M. Valentine, 1310 Sussex Road, Wynnewood 19096, Lower Merion, \$518,000.

Barszowski and Eleanor to Richard L. and Maureen A. Bulwicz, 100 Chinnaberry Lane, Colledgeville 19426, Upper Providence, \$514,000.

Frank and Anna Marino to Vincent J. Agostini, 336 Penn Road, Wynnewood 19096, Lower Merion, \$513,000.

David A. and Claire T. Layton to Nicholas S. and Laurie Bartolomeo, 8 Duke Lane, Ambler 19002, Horsham, \$510,000.

Russell F. and Susan A. Kershaw to John A. and Patricia Macartney, 1917 Whitetail Way, Blue Bell 19422, Whitpain, \$510,000.

Brian D. and Aimee M. Keane to Janine D. Watson, 26 Quail Drive South, Phoenixville 19460, Upper Providence, \$505,000.

PHILADELPHIA

Harris N. and Sandra C. Hollin to Pamela and Alan Schreiber, 237-247 S. 18th St., Philadelphia, Unit 18-A The Barclay,

\$1,625,000.

Karl F. and Christie N. Dasher to Gordon H. Morewood/Natalie E. Rintoul, 512 Telner St., Philadelphia 19118, 9th Ward, \$1,400,000.

Ruth Brill to William J. and Kathleen H. Creelman, 233 S. Sixth St., Philadelphia, Unit 2206-F/2207-O Two Independence Place, \$1,122,000.

David A. Amburn/Gerald J. Jarosinski aka Gerard J. Jarosinski to Peter A. Merkel/Laura M. Dember, 406 S. Sixth St., Philadelphia 19147, 5th Ward, \$945,000.

A.D.R. Parc Ritt LP to Jonathan R. Morgan, 219-29 S. 18th St., Philadelphia, Unit 1206 Parc Rittenhouse Condominium, \$925,000.

Garry Graham/Rae Annette Graham to Geatano Mercogliano/Mary Beth Leahy, 143 S. Second St., Philadelphia 19106, Unit 602 The Moravian at Independence Square Condominium, \$880,000.

Glenna M. Crooks to John and Maureen Smith, 2101-2119 Market St. Unit 3706, Philadelphia 19103, Unit 3706 Murano Condominium, \$825,000.

James R. Kahn/Debra Amper Kahn to Matthew W. Cohen/Sarah B. Busis, 212-224 S. 24th Unit 2420, Philadelphia 19103, Unit R-2420 Fittler's Walk Condominium, \$775,000.

Daniel P. Leraris/Sybil J. Mead to Amy D. and

Jason E. Kemner, 801 N. 21st St., Philadelphia 19130, 15th Ward, \$675,000.

W.U. Locust Partners LP to Sheldon Sokol/Marlene Feldstein-Sokol, 1101-1113 Locust St., Philadelphia 19107, Unit 4-A Western Union Building Condominium Residences, \$647,350.

807 Mildred Street LP to Giovanni Mele/Joseph Carmeci, 815 S. Darien St., Philadelphia 19147, 2nd Ward, \$625,000.

Kevin P. Ray to Adam J. Forman, 229 S. Bosnall St., Philadelphia 19103, 8th Ward, \$600,000.

Chong H. Paek/Ha Y. Paek to Yi Bao Li/Bi Ying Li, 547 N. Tenth St., Philadelphia 19123; 1428-1430 Snyder Ave., Philadelphia 19145, 26th Ward, \$600,000.

The Estates of Pine Valley LP to Thampi K. Pothan/Mariamamma K. Thampi, 805 Cates Way, Philadelphia 19115, 35th Ward, \$575,000.

1510-1520 Melon Street Holdings LLC to The San Wan and Chia Yu Wan Living Trust, 1510 Melon St., Philadelphia, 15th Ward, \$560,000.

Anna L. Czaklosz nka Anna L. Mikson/Christoph M. Mikson to Geoffrey K. Aguirre/Kimberly J. Togman, 515 S. Ninth St. Unit I, Philadelphia 19147, 5th Ward, \$560,000.

Carol Diamant to Ronald J. Borsellino/William Borders, 2518 Aspen St.,

Philadelphia 19130, 15th Ward, \$524,000.

S.A.S. 1600 Arch Street LP to Dennis J. Grousosky, 1600-1618 Arch St. Unit 1610, Philadelphia 19103, Unit 1610 The Residences at the Phoenix Condominium, \$500,000.

CAMDEN COUNTY

Matthew E. and Michele J. Strauss to Nirav Patel and Nidhi Bhatia, 18 Galloping Hill Road, Cherry Hill 08003, Block 521.13 Lot 3 Cherry Hill Township, \$660,000.

Russell Rowan and Mary Anne Mogell to Lisa Dreyfuss, 23 Simsbury Drive, Voorhees 08043, Block 304.04 Lot 18 Voorhees Township, \$615,000.

George Paul Juenger and Natalie Lorene Juenger to David A. Gross and Barbara E. Brecker, 326 W. Collings Ave., Collingswood 08108, Block 185 Lot 1 Borough of Collingswood, \$450,000.

Fred C. and Joan A. Krieger to Timothy C. Pody and Nicole T. Donovan-Pody, 49 Whyte Drive, Voorhees 08043, Block 213.07 Lot 6 Voorhees Township, \$435,000.

Cherry Hill Partners at Park Place LLC to Paul Kyung In Kang, 1116 Pacer Court, Cherry Hill 08002, Park Place at Garden State Park Condominium, \$389,990.

Charles R. and Patricia D. Leeder to Christopher P.

and Dawn M. Benz, 5 Signal Hill Drive, Voorhees 08043, Block 229.13 Lot 63 Voorhees Township, \$389,900.

Joseph H. and Antonella Bouchard to Elie I. Cherrane, 129 Kitty Hawk Road, Cherry Hill 08034, Block 404.18 Lot 22 Cherry Hill Township, \$370,000.

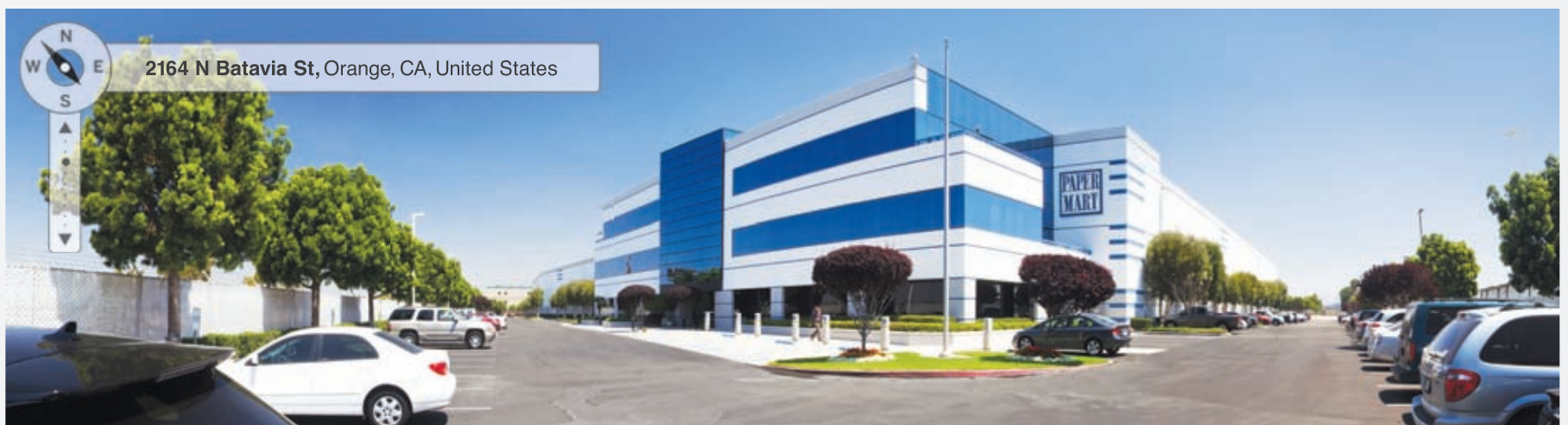
Jeffrey M. and Tamar L. Arnowitz to Sindhu Samson, 9 Progress Place, Voorhees 08043, Block 218.42 Lot 22 Voorhees Township, \$352,000.

Lawrence J. and Mary T. Kissner to Michelle Greenbaum, 23 Imperial Drive, Cherry Hill 08003, Block 526.06 Lot 22 Cherry Hill Township, \$350,000.

Jeffrey S. Jones to Amanda E. Tracy, 735 W. Manor Ave., Haddonfield 08033, Block 16.04 Lot 17 Borough of Haddonfield, \$315,000.

Adele M. Bonfiglio and Frederick M. Schurr to John and Carrie Field, 203 Rutgers Blvd., Berlin 08009, Carriage Stop, \$310,000.

The Richard M. Cross Revocable Trust Agreement to Jerome L. and Gloria Baer, 1 Festival Drive, Voorhees 08043, Block 800 Lot 2.49 Voorhees Township, \$306,000.



2164 N Batavia St, Orange, CA, United States



Hey Paper Mart,

we noticed you spend a lot on advertising. That's why you'd be ideal for the card that gives you double points on your ad spend.

INTRODUCING THE NEW BUSINESS GOLD REWARDS CARD

3X POINTS ON AIRFARE

2X ADVERTISING SHIPPING GAS

1X EVERYTHING ELSE

50K bonus points when you spend \$10K in the first 5 months.
1-800-NOW-OPEN | OPEN.COM/GOLD

Get the free reader app at <http://gettag.mobi>
Each bonus category subject to \$100,000 annual purchase cap. See open.com/gold for additional terms and restrictions. Membership Rewards® program terms apply.

Start Booming.



MOST PEOPLE CALL IT LUNCH.

May We Suggest

CLIENT-RETENTION PLAN?



CLOSE YOUR NEXT DEAL WITH US.

THE
CAPITAL
GRILLE

WE WINE. WE DINE.

236 Mall Blvd · King of Prussia · 610.265.1415 ·
2000 Route 38, Cherry Hill Mall, Cherry Hill, NJ · 856.665.5252
1338 Chestnut St, Philadelphia · 215.545.9588 · thecapitalgrille.com

Keeping our clients'
intellectual property safe.



Eckert Seamans:
An uncompromising commitment to clients.

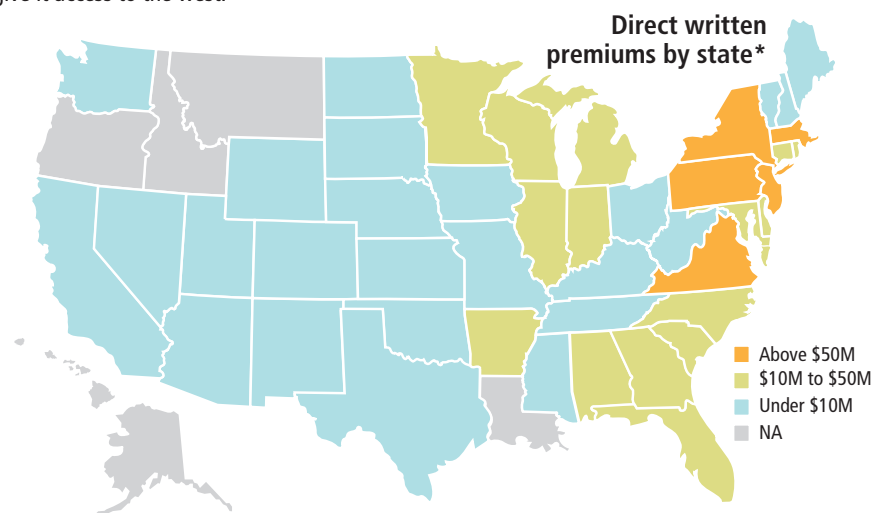
www.eckertseamans.com
215.851.8400

Philadelphia, PA • Boston, MA
Charleston, WV • Harrisburg, PA
Pittsburgh, PA • Richmond, VA • Southpointe, PA
Washington, DC • White Plains, NY • Wilmington, DE

**ECKERT
SEAMANS**

RISKY BUSINESS

Harleysville Group has written premiums in 44 different states but the overwhelming majority of its business is focused east of the Mississippi. Its acquisition by Nationwide Insurance Co. will give it access to the west.



* Excludes flood insurance

Source: Harleysville Group. Data as of December 2010

HARLEYSVILLE: Vigorous growth plans

FROM PAGE 1

form is largely based west of the Mississippi River. Since merging into Nationwide in 1998, Browne and Nationwide CEO Steve Rasmussen said Allied has seen its premiums grow from \$800 million to \$3.5 billion and its employees jumped from 1,200 to 4,000 while maintaining its original brand name.

With Harleysville Group, Nationwide gains an independent agency platform in 32 states, with the bulk of the premiums east of the Mississippi. Browne said of Harleysville's 1,300 independent agencies, only about 100 also sell Allied products.

Based on 2010 data provided by the company, Harleysville Group's \$1.14 billion in premiums have the largest concentration in New York (\$267 million), Pennsylvania (\$221 million), New Jersey (\$146 million), Massachusetts (\$67 million) and Virginia (\$54 million).

Browne said the chance to duplicate that growth formula, combined with a sale price roughly double Harleysville Group's book value, made the deal enticing.

"This was too good of an opportunity to pass up," Browne said. "Over the past eight years, we have improved the company. But there wasn't any growth. We've been in a soft market. Nationwide gives us more products and a deeper financial platform. And I also like that we will no longer be a public company and will return to being a mutual [insurance company]. Mutuals have the ability to look at the long term and make investments in people and products without worrying as much about [quarterly] financials."

Browne said the name will change slightly to Harleysville Insurance Co.

Browne will remain president and CEO at Harleysville Group, which will be a wholly owned Nationwide subsidiary. The deal is expected to close early next year.

Rasmussen said Harleysville Group will be selling a broader product suite — adding life insurance, benefits, annuities in addition to financial services business lines from Nationwide.

"There might be some overlap," Ras-

mussen said, "but we are going to add more people. We appreciate small towns and long-term employees. They are a tremendous asset."

This will be music to the ears of the roughly 900 Harleysville Group employees in the company's Harleysville headquarters and the 170 in Mount Laurel, N.J., which combined equal the bulk of the company's 1,700 employees. This is especially good news for the town of Harleysville, which saw First Niagara Financial Group relocate its regional headquarters to Plymouth Meeting after buying Harleysville National Group last year.

Browne said the company's community involvement will also continue.

Nationwide already has about 1,300 employees in the state, with close to 800 in Harrisburg, 140 in a claims office in Conshohocken and 80 in the King of Prussia headquarters for Nationwide Investment Management Group, its investment arm.

Nationwide also has about 500 exclusive agents in Pennsylvania and 140 contracted independent agents.

A spokesman said Nationwide generates a third each of its revenue from captive agents, independent agents and its financial services

channel. Rasmussen said the captive and independent businesses have operated as separate business lines ever since Nationwide acquired Allied.

He said independent agency business tends to be more commercial while captive agencies focus more on personal lines. Rasmussen hopes Nationwide will be able to better compete with rivals like Travelers Insurance Co. and Hartford Insurance Co.

Alvin C. Alderfer started Harleysville Group in 1915 because he and car owners had no way of insuring against theft. Alderfer also founded Harleysville National and Harleysville Savings Bank. Harleysville Group went public in 1986 but a similarly named mutual insurance company owns 54 percent of it. ■



Rasmussen

APARTMENTS: As demand grows, developers are constructing more rental units

FROM PAGE 1

Conshohocken where it intends to build 300 units, purchased another 20 acres in the heart of Phoenixville for 400 apartments and rezoned 15 acres at its New Britain Corporate Center in Bucks County to multifamily for the construction of a 230-unit apartment community.

The company intends to look for more opportunities throughout the region.

"There's a compelling story based on demographics and demand," said Steve Spaeder, president of BPG Development Co., a BPG Properties affiliate. "This type of housing has been under developed for a long time because of high barriers of entry. Now there's a real and growing demand. It represents an opportunity to maximize some existing land assets and pursue opportunities where land can be acquired for apartments. Communities are also recognizing the need and are willing to zone for apartments where in times past they weren't necessarily willing to do it."

Other suburban projects:

■ E. Kahn Development Corp. of West Chester expects to break ground soon with Cornerstone Properties of Villanova on a mixed-use project on East King Street in the heart of Malvern. The \$35 million project will consist of 190 apartments, 25,000 square feet of retail and parking. The partnership is also planning to break

ground on 180 apartments at a site at Gay and Matlack streets in West Chester.

■ Cornerstone Properties is forming a partnership with Bozutto Group of Greenbelt, Md., to construct 250 apartments at its Terrazza project off Route 252 in Newtown Square. This is the second phase of the residential development and had originally been designated as condominiums;

■ Bolis Properties of King of Prussia bought the development rights to Appleview Apartments, a 200-unit, nine-building complex on 41 acres at Horseshoe Pike and Bollinger Road in East Brandywine. Construction is expected to start 2013;

■ O'Neill Properties Group is planning a 753-unit apartment complex at Uptown Worthington at Routes 202 and 29 in Malvern. Ground could be broken next year, according to the township;

■ BET Investments is completing a 192-unit age-restricted rental community called Dublin Terrace;

■ Jefferson Apartment Group is constructing a 230-unit development at Route 202 and South Matlack Street in West Chester; and

■ Home Properties of New York wants to construct a new apartment complex at 1101 E. Hector St. in Conshohocken and is going through the approval process.

A combination of factors is driving the rise in apartment construction. Demographics, a difficult housing market and

tough mortgage lending environment have culminated to create a strong climate for those who own apartments and developers seeking to construct them.

"Rental versus ownership is shifting and has been and will continue," said Steve Mullin, senior vice president at Econsult Corp.

Echo boomers, the 80 million people born between 1980 and 1995, are greatly influencing the trend, Mullin said. The first wave of them is starting to enter the work force. They are of prime renting age. Saddled by student loans and other debt, many of them can't save enough money for a downpayment on a house or they don't qualify for a mortgage, which aside from living at home with their parents, makes apartment living their only choice.

Communities have also begun to embrace multifamily whereas they didn't before, Mullin said. Years ago, towns were adverse to such dense development; school districts didn't want them because renters don't pay property taxes, but their children use the local schools and other community services.

"Today, they have decided they can accept more density," he said. "This is also a case of stagnating property taxes and growing the tax base."

While the echo boom is a major part of this, baby boomers, who helped fuel the

single-family housing market for the last two decades, are now starting to retire and looking to scale down. Some are selling their big houses and maintaining multiple smaller ones instead, said David Della Porta of Cornerstone Properties.

"They don't want to be tied down to the big house," Della Porta said. "They are buying and renting."

Other factors at work is the market. Multifamily is one of the hottest property types in real estate and investors have been buying up existing properties because of demand. As values have gone up, it has justified the construction costs of new apartments, said Michael P. Markman, president at BET Investments in Horsham.

Where they build is also important. Apartment developers are seeking out sites that have existing infrastructure, close to public transit and near other amenities such as restaurants and outdoor recreation.

"It's smart growth and that's where multifamily is coming from. It's infill development as opposed to green space," said Jeff Mack of Newmark Knight Frank Smith Mack, who helped arranged the sale of the 20 acres in Conshohocken to BPG Properties.

Land in the area is also a bargain compared with other regions by a "significant factor," Mack said. "That makes it very economical. ■"

WATERFRONT: Fortunes of Seaport Museum integral to sustaining Penn's Landing

FROM PAGE 1

last leader in May.

The fortunes of the Seaport Museum — and those of Brady — are integral to those of Penn's Landing and the waterfront, contributing to its appeal as a "destination."

Indeed, a decade after Simon Property Group's proposed retail-and-entertainment complex fell through, the attractions on Penn's Landing and the waterfront remain a work in progress. The Philadelphia Belle paddlewheel party boat, overhauled at a cost of millions of dollars, folded after less than a season on the river, and other ideas for the waterfront have come and gone.

"There's no way around it. We're very much tied together. It's a tremendous help to us if people are visiting Penn's Landing. There's no question having more would help us tremendously," said Brady. After the failure of the retail-and-entertainment complex, the strategy of the city and Delaware River Waterfront Corp. now calls for a more user-friendly space, with grassy stretches replacing concrete and a redoing of the central plaza. It would also include better service from mass transit.

"My answer is different than it might have been a year ago. The city's waterfront plan has a goal of reconnecting the city to the waterfront," said Bill McLaughlin, the museum's board chair. "We are all in it together."

Yet Brady will also face the challenge of bringing stability to a museum beset by high expenses and recent turnover in leadership.

Brady served as interim CEO since May before the museum's board removed the interim tag last month.

His immediate predecessor, Capt. John Gazzola, lasted eight months on the job. Gazzola, in turn, had replaced Lori Dillard Rech, who was there less than three years. Rech had replaced John S. Carter, who is in prison after admitting to embezzling from the museum. During each transition, there were months of interim leadership.

"John Gazzola is a wonderful guy who had great connections in the city and added a lot," McLaughlin said. "John Brady represents the core of the museum and what it will be going forward."

Matt Murphy, who edits *WoodenBoat Magazine* in Brookline, Maine, has known Brady for more than a decade. He called the Penn's Landing institution a "world-class museum," based on its nautical exhibits and Brady's work to restore and build historically accurate boats.

"He's an incredible leader, a natural leader," said Murphy. "Part of John's job will be attracting wealthy benefactors, and I think he's demonstrated he could do that in the boat shop," where yacht commissions are part of the business.

Brady will run the museum along with Chief Operating Officer John Hunter. Basically, Hunter oversees finances and the physical operations, while Brady oversees the creative side of the museum.

Together, they'll face the challenge of stretching the museum's thin resources, a staff of 30 and an operating budget of \$4 million.

"We definitely to to work on building it



The Olympia sits at Penn's Landing.

PETER VAN ALLEN | BUSINESS JOURNAL

up," Brady said of the operating budget. "We need to see increases in visitation, increases in fundraising and increases in earned income."

The museum hopes to boost the museum's annual attendance from 60,000 to over 100,000, which would provide more operating income and make operations more sustainable.

Increasing attendance will require a great deal of cooperation, Brady said. The museum will work with other organizations, like Greater Philadelphia Tourism Marketing Corp., which markets the city to tourists, but also improving the relationship with the Hyatt at Penn's Landing, an adjacent hotel that sees a constant stream of visitors.

"All the chaos at Penn's Landing over 10 years has certainly not helped it. It's difficult to find — and I know where it is," said Nancy Kolb, former director of the Please Touch Museum and person behind its move to Memorial Hall. "I think what they

need is an endless stream of special events to increase awareness ... The exhibits need updating. Rather than aiming at specialty nautical collectors, they need a family audience."

In the next year, the museum will launch two major exhibitions.

"Disasters on the Delaware," which will deal with how first responders react to boiler explosions, oil spills and other calamities. The July 2010 Ride the Ducks accident that killed two tourists may be mentioned, Brady said, but only in the context of how first responders reacted. "It's too soon" to do anything more, he said.

Another exhibition, organized with the Philadelphia Museum of Art, will commemorate the bicentennial of the War of 1812. Brady also hopes to bring in a ship like the *Pride of Baltimore* to attract additional attention.

Brady hopes having more rotation in exhibitions will generate more interest from visitors.

To cut expenses, the museum hopes to find another home for the Spanish American War cruiser *Olympia*, which is docked outside the museum. To refurbish the craft — the oldest and largest of its era still in existence — would cost an estimated \$20 million. The museum has received bids from six organizations to take control of the ship, but the process could take two years.

"I can't emphasize how important the ship is [to American naval history]," Brady said. "It should be preserved, but not by us." ■

'Hoagies are still a tasty habit with many folk in the Delaware Valley, ciggies not so much.'

Dell Poncet | The Way it Was

See column, facing page

philadelphiabusinessjournal.com | OCTOBER 7-13, 2011

BUSINESS PULSE

Biggest problem? Jobs and economy

The Internet Business Pulse survey recently asked what the most serious problem facing the country is. For results, see chart. Reader comments:

Though partisan politics are interfering in growth, the real solution will come through job creation. New jobs are needed at all levels of the socioeconomic spectrum. Stimulus spending on roads and infrastructure are not permanent job creators. Jobs will come when people are incented or rewarded to take risks and start new ventures, or hire new people to grow their existing businesses. Politicians need to be purely non-partisan when they decide where to spend stimulus money. So far, that nonpartisan approach to spending is sorely missing and we are not getting a fair return on our tax dollars.

Jim McMonagle

Confidence is the real answer but what is holding back the confidence from growing is the lack of movement in politics and that affects the economy and jobs.

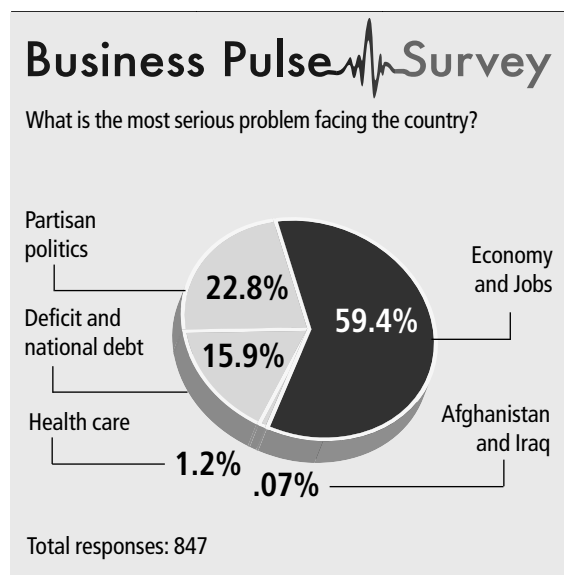
Rick Simmons

If we could resolve partisan politics both sides would be working together and the truly innovative solutions would be more likely to follow.

Karen L. Jett

Hard for me to separate economy and jobs from deficit and national debt. Very much inter-related, but since the community sees the issue as economy and jobs, I stayed there with my vote.

Larry Steller



Gainers & Losers



This Jersey Boy is staying put ... for now.

Republican Party

Like him or not, New Jersey Gov. Chris Christie is an out-of-the-box politician who can offer a real alternative to the usual suspects.

Business owners

Health-care costs are expected to rise 7 percent next year, according to an Aon Hewitt study. The price of health care continues to escalate while everything else, including the revenue of many companies, remains stagnant.

Philadelphia

In a vote of confidence in the city's business climate, growing Viridian Energy decided to flee the suburbs for Center City. There's nothing like a city location to attract the best talent and impress customers.

Immigration and fear

Shortly after I arrived in Birmingham, Ala., almost six years ago, I heard about Lorna Road. As a matter of fact, if you followed the comments on the daily newspaper's website, you realized that this unassuming stretch of blacktop that cut through an older, inner-ring suburb was almost a local obsession.

Every day, Latino laborers would congregate on the sidewalks waiting for a chance to work, usually in construction in the new residential developments that were multiplying on the edge of town or on the vegetable farms a little further away from Birmingham.

Lorna Road made people angry — an emotion that I honestly never understood. It was early 2006 when I came to Alabama to become the editor of the Birmingham Business Journal. The economy was still humming, with employment about as high as it could realistically get. There weren't enough people to fill the jobs available, a situation that would change drastically within a couple years. Back in 2006, the anger wasn't about jobs.

I don't recall any truly serious crimes happening in that neighborhood. Most of the serious offenses in Birmingham are committed in the older, drug-infested areas of the city. The anger over suburban Lorna Road wasn't about crime.

Was it neighborhood blight that made people mad? Lorna is lined by restaurants and retail establishments. Behind the stores are modest, mostly well-kept homes and apartment buildings. Blight wasn't a major issue, and it certainly wasn't the reason for all the vitriol.

What was the reason for the anger? Fear, pure and simple — the fear of someone coming into your community and taking something, whatever that something is, away from you. That's not unique to Alabama. Those fears are an American tradition. Philadelphia, for example, was once a flash-point for the "Know Nothings," who violently opposed the growth of Catholicism in America.

For the Alabamians obsessed with Lorna Road, the mantra was: "Something must be done!" And they were



Notebook

Craig Ey

right — something needs to be done about immigration. On the federal level, we need serious reform that includes enhanced border security and an expanded guest worker program with paths to citizenship.

With the absence of federal action, fear-fueled xenophobia becomes stronger and results in draconian legislation like the infamous Alabama law that passed the state legislature this year despite the objections of business groups, religious leaders and sheriffs. It passed, despite the fact that immigration, legal or otherwise, had little impact on the daily lives of the majority of Alabamians.

State politicians claim they are sticking to principle. The reality is, as the Birmingham News reported Oct. 2, "crops are rotting in the fields because farmers can't find enough workers to harvest them." Immigrant labor, legal and undocumented, is fleeing the state.

Like it or not, the law feeds into the stereotype of Alabama as an intolerant, hostile place.

Keith Smith, a sweet potato farmer and outspoken opponent of the law, told the News this: "If you want to solve the immigration problem, quit eating."

I love Alabama, one of the most beautiful states in the country. My daughter was born there and still has a little bit of a southern drawl to prove it. I feel a strong emotional attachment to the place.

But I'll never understand it.

To quote W.C. Fields, "I'd rather be in Philadelphia."

CRAIG EY is the editor of the Philadelphia Business Journal.



The Way it Was

Dell Poncet

Wawa's cigs were cheapest

Twenty years ago this week, local convenience store chain Wawa was pushing certain varieties of products as it was rebounding from sales numbers that had been trending down for several years. Wawa was concentrating on "value and quality" and to that end it was emphasizing its hoagies.

With its Hoagiefest Wawa still focuses on hoagies and offers many other kinds of popular sandwiches, too.

The other product it was counting on during the week of Oct. 7-13, 1991, was cigarettes. It pointed to its claim that its cigarettes were the cheapest in New Jersey.



Times change. Sometimes habits change with the times. Hoagies are still a tasty habit with many folk in the Delaware Valley, ciggies not so much. And Wawa doesn't count on stores full of hacking and coughing smokers to pay its bills.

Homes not selling

In 1991 the housing market was in the pits because of a recession-plagued economy. Homes just weren't selling even though mortgage rates were at their lowest in 14 years. If you had the wherewithal you could buy a house in the area for the average 30-year fixed-rate mortgage of only 9.02 percent. What more could a potential homeowner ask for? But houses still weren't being gobbled up.

Today, you can get a 30-year fixed-rate mortgage for less than half that, but houses still aren't being gobbled up.

Two decades down the road what would have been thought of as a steal has few takers.

Chester health care

Crozer-Chester Health System had reached an agreement to buy Sacred Heart Medical Center in Chester. Now operated as Community Hospital, it provides mostly outpatient behavioral health and primary-care services.

Melitta had a system

Melitta USA was going after "Coffee Perfection" with its new line of coffee makers called the Interval Brewing System. Now, it seems to me, you're getting a little farfetched when you start naming a glorified coffee pot a "system." "System" should be used for something substantial, like the Intercontinental Ballistic Missile system. Not a new competitor to the little Mr. Coffee gadget in your motel room.

We are so fun

Subaru of Cherry Hill was counting on a new ad campaign to spice up sales. The Japanese car maker was ditching its old slogan — "Inexpensive and built to stay that way" — because research showed that people thought the cars were dull.

With that slogan? I know. It seems hard to believe. As I recall the new slogan was something like "We ARE NOT boring!"

DELL PONCET is managing editor. Follow him on Twitter @DellPoncetPBJ.

PHILADELPHIA BUSINESS JOURNAL SERVICES

DAILY EDITION

Receive the latest breaking, local business news headlines every day at 3 p.m. e-mailed directly to you. Click on any headline for the full story. This service complements the offerings of our print edition, although items that appear in one format don't necessarily appear in the other. Click on e-mail alerts at philadelphiabusinessjournal.com.

BUSINESS JOURNAL PRODUCTS

Book of Lists

The Book of Business Lists contains the top 25 lists published in the Philadelphia Business Journal throughout the year. Purchase it by calling 215-238-5109.



Book of Lists on CD

Call 1-800-486-1513.

Reprints, Plaques & Web E-Prints

To process requests for 250 or more reprints, honorary plaques and rights for Philadelphia Business Journal material to appear on other Web sites, call Scoop ReprintSource at 1-800-767-3263 ext. 307. To order fewer than 250 reprints or copies of photographs call 215-238-5109.

Leads

Weekly listings of new homes and businesses are available for purchase. Click on sales leads at philadelphiabusinessjournal.com or call 877-593-4157.

NEWS & EDITORIAL

Contact reporters, listed by beat on this page each week, with news tips.

To request a correction or discuss issues facing the greater Philadelphia region call Editor Craig Ey at 215-238-5134 or reach him at cey@bizjournals.com.

Letters to the Editor

Send letters to Craig Ey at cey@bizjournals.com or click on "Contact us" at philadelphiabusinessjournal.com.

EXCLUSIVE

ON OUR WEB SITE:
PHILADELPHIABUSINESSJOURNAL.COM

■ Breaking business news, updated throughout every business day.

■ Archives of news articles from the Philadelphia Business Journal and other business newspapers from around the country.

■ Small business news from our Washington Bureau.



■ Thousands of advice articles from top business experts.

■ The Money Center with practical tips on running your business.

■ Calendar of local networking opportunities.

■ Customized e-mail news delivered to your mailbox on industries, individuals or companies you target.

BUSINESS JOURNAL EVENTS

The Philadelphia Business Journal hosts annual events that offer sponsorship and relationship building opportunities. Events featuring our 40 Under 40, South Jersey 25, Best Real Estate Deals and the Women of Distinction are tied to special publications that appear in the newspaper.

Nominations

Our signature events listed above offer you the chance to nominate someone, yourself or a colleague, to receive recognition in the special publication and at the event itself. To request a nomination form, call our event line at 215-238-5106 or e-mail Jennifer Wolf at jenniferwolf@bizjournals.com.

To ensure that you are invited to our events, send Jennifer Wolf an e-mail at jenniferwolf@bizjournals.com or call us at 215-238-5106. Also, check our Web site at philadelphiabusinessjournal.com in the networking box to register for our events online.

Sponsorships

Industry exclusive sponsorships are available for all Business Journal events. Contact Advertising Director Ron Maver at maver@bizjournals.com or call him at 215-238-5123.

SUBSCRIBER SERVICES

Call 215-238-1450 or go online at philadelphiabusinessjournal.com and click on "ABOUT US" then Subscription Services to:

- Subscribe to the Business Journal
- Renew a subscription
- Start a free four-week trial subscription
- Change your address
- Find newsstand locations
- Purchase back issues or lists



Digital Edition

Available only to print subscribers, this interactive online format is often the quickest way to get full access to the newspaper's content — particularly popular with those who travel regularly outside the region. Click on Download Free Electronic Edition at philadelphiabusinessjournal.com.

ADVERTISING SERVICES

For information on advertising in Philadelphia Business Journal or any of its products, reach Advertising Director Ron Maver at 215-238-5123 or rmaver@bizjournals.com.

PHILADELPHIA BUSINESS JOURNAL

PUBLISHER

Lyn Kremer | 215-238-5100 | lkremer@bizjournals.com

EDITORIAL

EDITOR

Craig Ey | 215-238-5134
cey@bizjournals.com

MANAGING EDITOR

Dell Poncet | 215-238-5147
dponcet@bizjournals.com

DESIGN EDITOR

John Spencer | 215-238-5150
jspencer@bizjournals.com

ASSOCIATE EDITOR | DAILY NEWS

Frank Devlin | 215-238-5142
fdevlin@bizjournals.com

ASSOCIATE EDITOR | SPECIAL REPORTS

Sonja Sherwood | 215-238-5143
ssherwood@bizjournals.com

STAFF REPORTERS

John George | 215-238-5137
Health Care, Biotech/ Pharmaceuticals
jgeorge@bizjournals.com

Jeff Blumenthal | 215-238-5136
Banking, Insurance, Law
jblumenthal@bizjournals.com

Peter Key | 215-238-5141
Technology, Venture Capital, Nonprofits
pkey@bizjournals.com

Natalie Kostelni | 215-238-5139
Real Estate, Economic Development
nkostelni@bizjournals.com

Athena Merritt | 215-238-5149
Government, Labor
amerritt@bizjournals.com

Peter Van Allen | 215-238-5145
Hospitality, Marketing, Retail
pvanallen@bizjournals.com

RESEARCHER

Sharon Oliver | 215-238-5146
soliver@bizjournals.com

EDITORIAL INTERN

Queen Muse | 215-238-5140
qmuse@bizjournals.com

Jessica Herring | 215-238-5148
jherring@bizjournals.com

PRODUCTION

PRODUCTION DIRECTOR

Joseph O'Brien | 215-238-5132
jfbrien@bizjournals.com

ADVERTISING

ADVERTISING DIRECTOR

Ron Maver | 215-238-5123
rmaver@bizjournals.com

SENIOR ADVERTISING

ACCOUNT EXECUTIVES

Phyllis Demo | 215-238-5125
Delaware, Economic Development,
Education & Training, Human
Resources, Office Furniture/ Equipment,
Publishing/ Printers, South Jersey,
Staffing & Executive Recruiters
pdemo@bizjournals.com

Jasmine Rea | 215-238-5130
Building Services, Cultural Attractions,
Entertainment, Health Services,
Non-Profit, Retail
jrea@bizjournals.com

Abby Siegel-Greenberg | 215-238-5128
Advertising & PR Agencies, Banking,
Hospitality, Transportation
abthsiegel@bizjournals.com

Michelle Stuhl | 215-238-5114
Commercial Real Estate, Insurance,
Legal, Accounting
mstuhl@bizjournals.com

ADVERTISING ACCOUNT

EXECUTIVE

Francis Hugh McKeever | 215-238-5122
Financial Services, Technology,
Telecommunications, Utilities, Classified
fmckeever@bizjournals.com

ONLINE MARKETING MANAGER |

ADVERTISING COORDINATOR

Joanne T. Perez | 238-5115
joaneperez@bizjournals.com

ADVERTISING INTERNS

Justine Bowers | 215-238-5112
jbowers@bizjournals.com

Gina Leon-Paez | 215-238-5112
gleon-paez@bizjournals.com

CIRCULATION

AUDIENCE DEVELOPMENT DIRECTOR

Brian D. Wiggins | 215-238-5126
bwiggins@bizjournals.com

CIRCULATION SALES

REPRESENTATIVES

Betty Michelli | 215-238-5109
bmichelli@bizjournals.com

Colin Kassekert | 215-238-5117
ckassekert@bizjournals.com

Kelly Fisher | 215-238-5127
kfisher@bizjournals.com

CIRCULATION INTERN

Patrick Ayling | 215-238-5119
payling@bizjournals.com

EVENT MANAGER

Jennifer Wolf | 215-238-5106
jenniferwolf@bizjournals.com

EVENT ASSISTANT

Emily Majewski | 215-238-5111
emajewski@bizjournals.com

EVENT INTERN

Tara McAdams | 215-238-5103
tmcadams@bizjournals.com

EVENT INTERN, GRAPHIC DESIGN

Julius D'Antonio | 215-238-1450
jdantonio@bizjournals.com

ADMINISTRATION

BUSINESS MANAGER

Karen Haug | 215-238-5101
khaug@bizjournals.com

RECEPTIONIST

Dawn Hawkins | 215-238-5102
dhawkins@bizjournals.com

Copyright Philadelphia Business Journal Inc. 2011. All rights reserved. Reproduction or use, without permission, of editorial or graphic contents in any manner is prohibited.

All submissions become the property of the Philadelphia Business Journal and will not be returned. Submissions may be edited and may be published or otherwise used in any medium.

Philadelphia Business Journal | 400 Market Street | Suite 1200
Philadelphia, PA 19106 | 215-238-1450
philadelphiabusinessjournal.com

American City Business Journals

Philadelphia Business Journal is a publication of
American City Business Journals, Inc.,
120 West Morehead St. Suite 400, Charlotte, N.C. 28202
Whitney Shaw, President & CEO
Ray Shaw, Chairman (1989 to 2009)

THE BUSINESS JOURNALS
A DIVISION OF ACBJ

