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Nancy Morozin is the Dining Car's general manager.

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## Letter from the Editor:

### What does summer mean in business?

Summer is the time of year to take it easy, breathe a sigh of relief, and kick back, right? Not if you are a small business.

It is tempting to be lulled into the lazy days of summer; however, it is better to stay on your game. The summer months are a golden opportunity for professionals to wrap up loose ends, reach out to clients and prospects, and prepare for the fall. Maintaining a high level of attention to preparation for the balance of the year eliminates anxiety and stress down the road.

We are taking this advice. This fall we are adding some unique opportunities offering quality programming for targeted industries and professionals.

New this year, our Women in Business Luncheon on September 29 will be a kickoff event for our Conference scheduled for April 27, 2017. This powerful event will offer educational sessions, panels, and exhibitors attracting professional women from around Northeast Philadelphia, Bucks, Eastern Montgomery Counties, Center City, and New Jersey. Join us on Thursday, September 29 at Pen Ryn Estate for our inaugural luncheon.

Also new to our calendar, through a partnership with Saint Joseph's University Initiative for Family Business and Entrepreneurship, we are focusing on family business challenges and will host our first Family Business Conference. On Wednesday, October 19 at Cannstatter V.V. we have an informational program available for businesses concentrating on Trust and Communication, Next-Generation Preparation and Development, and Succession.

These great events are two of the many we are offering this fall. Be sure to visit our Web site [www.nephilachamber.com](http://www.nephilachamber.com) for details and sign up for our inFOCUS to receive weekly articles, information, and events to your inbox.

**Pam Henshall**, President

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## GNPCC Calendar

### Wednesday, August 10

**Business After Hours with  
Eastern Montgomery Chamber of Commerce**  
Hosted by: Moonstruck Restaurant, 7955 Oxford Ave 19111  
5:30 to 7:30 pm  
GNPCC and EMCCC Members Only

### Thursday, September 29

**Women in Business Conference and Luncheon**  
Pen Ryn Estate, 1601 State Road, Bensalem 19020  
11:30 am to 2:00 pm  
Cost: \$50 per person

### Wednesday, October 19

**Family Business Conference**  
Cannstatter V.V., 9130 Academy Road 19114  
8:00 am to 2:00 pm  
Cost: \$75 per person  
Sponsored by: Montgomery McCracken Walker & Rhoads, LLP

### Thursday, October 20

**Largest Networking Event in Northeast Philadelphia**  
Village of Cottage Green, 9001 Ashton Road, 19136  
5:30 to 8:00 pm  
GNPCC Members/Invited Guests: No Charge  
Non-Members: \$10  
Sponsored by Nazareth Hospital, Community Integrated Services (CIS)

### Friday, November 18

**Meet the Legislators Breakfast**  
**Community College of Phila. NE Business Center**  
12901 Townsend Road, 19154  
8:00 to 10:00 am  
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# GNPCC in the Community

**On Wednesday, June 29 GNPCC members had a unique opportunity to tour the Naval Support Activity Facility Northeast Philadelphia and meet the new Command.**



GNPCC attendees had a color lesson on how fabrics are qualified and tested for all branches of the military. Each pattern and color is strictly matched to precise requirements and are easily rejected at the slightest imperfection. Color needs to be perfectly matched and reflect evenly whether in daylight or indoor lighting. | Photo by GNPCC Staff



The Northeast Philadelphia Facility is the only location in the US to assemble and embroider US Presidential Flags. In addition to flags supporting the branches of the service, highly skilled women carefully hand sew each Presidential Flag that travels with the President of the United States and is displayed at the White House. Our members had an opportunity to sign the flag then the artist will embroider over the names leaving the signatures intact. | Photo by GNPCC Staff



GNPCC guests proudly stand with our host CDR Michael Vaas and with hand embroidered flags created in Northeast Philadelphia. (left to right) Peter Marcolina, CDR Michael Vaas, Katie Schoenauer, Bernice McHale, Gary Grisafi, Don Lafferty, and Mary Anne Benner. | Photo by GNPCC Staff



NSA Philadelphia (Northeast) is the only location in the country to supply all medals to active duty and veterans for the US Army. The tour provided an extensive demonstration on the engraving process and the importance of each awarded medal. Gary Grisafi is holding a newly engraved Purple Heart to be awarded to a wounded Army veteran. | Photo by GNPCC Staff



Commissioned in 1942, the Northeast Philadelphia Naval Facilities is home to nearly 4,000 civilian personnel and 200 Navy personnel. CDR Michael Vaas maintains the base and CAPT Rudy Geisler is the Commanding Officer overseeing, Northeast Philadelphia, the Navy Yard, and Mechanicsville bases.



We would like to extend a huge thank you to our hosts. Marian Sumner, Community Plans and Liaison Officer (not photographed) who was instrumental in coordinating the presentation and amazing tours. (left to right) Northeast Philadelphia (Mayfair) native CAPT Rudy Geisler, Command Office; CDR Michael Vaas, Officer-in-Charge; Pam Henshall, GNPCC; Lee Adams, Deputy Site Manager and retired Command Master Chief, and Petty Officer 2nd Class Sharpe.



**May 12, 2016:  
BOLD in Business Expo and Flavors of the Northeast**



How many leaders does it take to make a successful organization? Many. On Thursday, May 12 GNPCC hosted the annual BOLD in Business Expo and Flavors of the Northeast at the Fraternal Order of Police Lodge #5. We thank our many exhibitors, attendees, volunteers, and board of directors for their dedication and support. We rebuilt the event with a strong foundation to grow upon year after year. (back left to right) GNPCC Board Members: Don Brennan, Rod Sandmeyer, Bill Rodebaugh, Bob Medlock, Steve Hasher, Frank Porrazza, Glenn Romano (front left to right) Jennifer MacMullen, Pam Henshall, Nancy Morozin, Becky Altemus. For more photos and expo highlights visit [www.nephilachamber.com](http://www.nephilachamber.com).

**April 5, 2016:  
Cranaleith Spiritual Center**



Cranaleith Spiritual Center along with Montgomery McCracken Walker & Rhoads, LLP sponsored the GNPCC monthly networking breakfast in April. As we carry on the tradition of honoring our sponsors, we presented Veneta Lorraine, Executive Director of Cranaleith, Terrance Reilly, Esq. and Bill Keffer, Esq. of MMCR certificates of appreciation to be displayed proudly. ●

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# Philadelphia: A History of Political Conventions

By Don Brennan, Staff Writer GNPCC

Philadelphia's role this summer as Convention City is not an unfamiliar one. Long before the Democrats made history this month by being the first major political party to nominate a woman for President, former Secretary of State Hillary Clinton, the city played host to a number of significant political conventions.

On June 7, 1848, the Whig Party held a one-day convention at the Chinese Museum Building, 9th and Sansom Sts., today the site of the Ben Franklin House apartments. They nominated "Old Rough and Ready," Zachary Taylor, hero of the Mexican-American War, for President and Millard Fillmore for Vice President. They were elected in November.

The Republicans met at Musical Fund Hall, 808 Locust St., June 17 to June 19, 1856, and nominated "The Pathfinder" John C. Fremont, an anti-slavery candidate from California for President and William Dayton of New Jersey for Vice President. They lost to James Buchanan of Pennsylvania in November. The convention marked the birth of the Republican Party.

The National Union Convention was held in Philadelphia August 14 to August 16, 1866. It was an unusual affair, held only for the purposes of bolstering the prospects of President Andrew Johnson. More than 7,000 people gathered at what was known as "The Wigwam," an enormous albeit temporary structure at 19th St. and Girard Ave. to rally behind the embattled Johnson. It was not successful. The President was impeached two years later.

President Ulysses S. Grant was nominated for a second term at the 1872 Republican National Convention held June 5 and June 6 at the Academy of Music, Broad and Locust Sts. Massachusetts Sen. Henry C. Wilson was nominated for Vice President. Grant was overwhelmingly reelected in November. The Democrats did not nominate a candidate, and liberal Republicans split with Grant and chose New York newspaper publisher Horace Greeley. Greeley died before the electoral votes were counted.

The Republicans met at the turn of the 20th Century at Exposition Hall in West Philadelphia (later known as Convention Hall and Civic Center) from June 19 to June 21, 1900 and re-nominated William C. McKinley for President and New York Gov. Theodore Roosevelt for Vice President. The ticket won 52 percent of the vote in November against Democrat William Jennings Bryan. McKinley served only six months of his second term. He was assassinated on September 6, 1901.

After a 35-year drought as political convention hosts, Democrats met in Philadelphia from July 23 to July 27, 1936 at Convention Hall to re-nominate by acclamation Franklin D. Roosevelt and John C. Garner for President and Vice President. The President accepted the nomination during a rally at nearby Franklin Field. FDR went on to win in November by one of the largest pluralities in U.S. presidential election history over Republican Alf Landon of Kansas. Roosevelt won 523 electoral votes to Landon's 8.

The hotly contested Republican nomination for President was decided at Philadelphia's Convention Hall between June 24 and June 28, 1940,

Continued on page 29



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Why every day should be

# Manufacturing Day

Story by Elizabeth Hess, Staff Writer GNPCC





**There's a great movement underway that's unexpectedly grassroots. It's inspiring manufacturers. It's being shaped by manufacturers. Its focus is on millennials.**

## **So what's the big deal about US manufacturing?**

According to the National Association of Manufacturers (NAM), "For every \$1.00 spent in manufacturing, another \$1.40 is added to the economy. That is the highest multiplier effect of any economic sector."<sup>1</sup>

To maintain that economic strength US manufacturers need highly skilled workers. And lately there's been a decline in those workers.

It's clear from research sponsored by The Manufacturing Institute and Deloitte, who published in their study, *The skills gap in US Manufacturing 2015 and beyond*, that within manufacturing the skills gap is constantly on the radar. It's so vital that they've produced three studies on the topic in recent years and have projected that over the next decade nearly 3 ½ million manufacturing jobs are likely needed to be filled, and the gap is expected to be 2 million unfilled jobs.<sup>2</sup>

And the companies seeking this workforce are not giant corporations. According to NAM "The vast majority of manufacturing firms in the United States are quite small. In the most recent data, there were 256,363 firms in the manufacturing sector, with all but 3,626 firms considered to be small (e.g., having fewer than 500 employees). In fact, three-quarters of these firms have fewer than 20 employees."<sup>3</sup>

For the American worker addressing the skills gap will be well worth the effort: "In 2014, the average manufacturing worker in the United States earned \$79,553 annually, including pay and benefits. The average worker in all industries earned \$64,204. Looking specifically at wages, the average manufacturing worker earned \$25.19 per hour, according to the latest figures, not including benefits."<sup>4</sup>

The Cardone family has been in remanufacturing for the auto industry over forty-six years. According to George Zauflik, Vice President Government of Relations at Cardone Industries in Philadelphia some of the biggest innovations and technological growth they've seen in the automotive industry is the shift to electronics. Most of today's cars and trucks have over fifty electronic modules in them.

To get the word out about their skilled jobs, manufacturers are implementing internship programs for students to learn about what goes on in manufacturing. Cardone has several engineering interns this summer from local Philadelphia universities.

As of this writing Cardone has over twenty-five positions in Philadelphia listed on their Career Opportunities Web page. To attract skilled workers Cardone gets referrals from local churches, agencies, and internally through current employees.

With the technology comes improvement; the innovative automotive design that Cardone is a part of makes vehicles safer today than they were twenty years ago, a point of pride for Cardone.

"Cardone is working in a global marketplace, as our customers continue to reinvent themselves we must adjust to meet their needs. Our goal is always to be the best supplier, and that means having highly skilled employees," says Zauflik.

There are numerous programs and associations lending a hand to manufacturing. Mr. Zauflik has found both State and City programs that have been helpful, and especially PIDC and the Mayor's Manufacturing Task Force.

PIDC – Philadelphia's public-private economic development corporation – offers a wide range of loans, tax-exempt financing, and technical assistance for manufacturers and other businesses. They connect businesses to the capital they need for growth. PIDC's real estate activities support industrial and commercial growth.

PIDC's manufacturing success stories include Tasty Baking Company, Dietz & Watson, and Revzilla.com. You can read more about all of these successes and others on PIDC's Web site [www.pidcphila.com](http://www.pidcphila.com)

Earlier this year the Mayor's office budget address called for increasing workforce development efforts. The Commerce Department will coordinate a Talent Development Collaborative, to provide a tangible pipeline to sustainable employment, in particular focusing on supporting workforce development in technology industries and manufacturing.

Often on the news, politicians visit factory floors – small and large – to get a video clip. Zauflik feels that lawmakers understand the special concerns of manufacturing, he says, "With a global economy, companies need to adapt to the changing markets and the needs of their customers." The ultimate responsibility lies with the manufacturer, and identifying government programs can help.

Pennsylvania Governor Tom Wolf is passionate about the impact manufacturing has for the state's economy, "Boasting an \$82 billion annual economic impact, Pennsylvania's manufacturing industry has long been the backbone of our economy and is the key to our future. With our universities and research centers leading the way, the manufacturing industry is more technologically complex, efficient, and refined than ever before. We are developing some of the world's leading technology in automation and manufacturing processes.



**“With a global economy, companies need to adapt to the changing markets and the needs of their customers.”**



More than 571,000 Pennsylvanians are employed in manufacturing jobs, and I am committed to ensuring that our state boasts a skilled and trained workforce to accommodate every manufacturing need.”

Specifically for Kingsbury, Inc., a manufacturer with a 104 year history of success, they enjoy a very stable and satisfied workforce – some have worked with them for 50 years, but that workforce is aging. According to William Strecker, Kingsbury President and CEO, in about five to seven years the company will have a manageable challenge to find replacements with comparable skills. Strecker takes pride in the fact that careers at Kingsbury offer a good quality work life and competitive benefits.

To address the baby boomer turnover, Kingsbury has hosted students from Temple University and the University of Pennsylvania who are enrolled in the Engineering and Manufacturing curriculum at their respective schools. Kingsbury is a bearing manufacturer headquartered on Drummond Road in Philadelphia with a service and repair facility in Hatboro, PA and other locations in the US and Europe, with 149 employees in the Philadelphia area.

In an effort to proactively help fill the expected employment gap the company participates in ManuFest, a youth manufacturing expo. ManuFest expresses the “cool” factor for manufacturing. The event Web site associates manufacturing careers with “great salaries, a killer job market, and career paths that range from engineering to management to welding. Think the latest technology, green innovations, 3-D printing. Think Apple, Nike, Google.”

Kingsbury was represented by two human resource Representatives and two bearing repair and services representative at the 2016

ManuFest held at Hatboro Horsham High School. According to Janet Rojas, of MontcoWorks the primary event presenter, ManuFest will celebrate its fourth Annual event in Spring 2017. Rojas says the event is, “encouraging our youth to look at manufacturing Career Tech & Education programs that are teaching transferable skills for jobs with salary offers upwards of \$50,000/year at graduation.”

In Pennsylvania manufacturers can get financial training assistance from the WEDnet PA Program. This program is designed to encourage all manufacturers to increase the training for their workforce including both essential skills such as team building, communicating for success, and health and safety as well as advanced skills such as advanced software implementation, advanced manufacturing technology, and advanced machine operations and maintenance.

Since its start on April 19, 1999 through June 30, 2015, 17,733 companies have been served by WEDnetPA funding with 1,107,150 workers trained.

In 2014/2015 the training investment for Philadelphia manufacturers made through WEDnetPA was \$260,983 with 908 employees trained. In fiscal year 2014/2015 the training focus was revamped to put more emphasis on the advanced training manufacturers need.

In Philadelphia the WEDnetPA partnership is facilitated through Community College of Philadelphia and can be reached at 215.496.6161 or [philadelphia@wednetpa.com](mailto:philadelphia@wednetpa.com)

For students who are looking to make manufacturing their career, Community College of Philadelphia offers career training in welding, CNC precision machining, and electro-mechanical technology. Enrollment details are available at 215.496.6158 or [csinquiry@ccp.edu](mailto:csinquiry@ccp.edu).

Allison Grealis is the President of Women in Manufacturing (WiM) and Vice President of the Precision Metalforming Association (PMA) with hundreds of members across the US and internationally. She has found that taking the skills initiative from within manufacturing makes the most impact.

Grealis explains that to engage millennials in manufacturing the PMA has taken a big role in a new initiative: Manufacturing Next (MFG NXT), encouraging manufacturers to support their own network.

Prior to MFG NXT there was not a national network of support for millennials, the new leaders joining manufacturing. MFG NXT is about the worker's perspective in manufacturing.

Though its founders are in Cleveland, MFG NXT is a national initiative striking out to discover what's important to millennials. And they have found they want support. Millennials are looking for training education, mentoring, and networking with peers and colleagues, according to Grealis.

Research and development is another great aspect for millennials



“...encouraging our youth to look at manufacturing Career Tech & Education programs that are teaching transferable skills for jobs with salary offers upwards of \$50,000/year at graduation.”



to embrace in manufacturing. They can bring strong computer programming and software skills to a company where their contributions are realized in new technologies for a company and in tangible products.

Grealis knows it's important that students and educators are a part of these initiatives, but stresses that including parents is paramount. Career decisions are made at home within a family unit and getting parents on board is key. When parents engage and see the opportunities, it can really gel the commitment to a hands on career with a bright and lucrative future.

Focusing on STEM (Science, Technology, Engineering and Math) subjects in schools prepares kids for jobs that are highly skilled. In fact it's so important that President Obama has set a priority of increasing the number of students and teachers who are proficient in these vital fields. The US Department of Education is supporting the President's call for improving STEM education. STEM subjects have priority, and there are dozens of federal programs that have made teaching and learning in science, technology, engineering, and math a critical component of competitiveness for grant funding.

Manufacturers are opening their doors on a national scale. Manufacturing Day (MFG DAY) was started in 2012, and it has been

growing ever since. On this year's schedule there are over 300 events booked so far, and that number is expected to grow. The day is filled with open houses and invitation only events geared to show off the technology and innovation used in manufacturing careers, while encouraging traditional and social media coverage. Its co-producers are the Manufacturing Institute, The Fabricators & Manufacturers Association, International, the National Association of Manufacturers, and the Manufacturing Extension Partnership

So this year take a look at your calendar and block off some time for American manufacturers on MFG Day 2016: October 7. There are local companies hosting open houses. You can be a part of sharing how manufacturing is good for America today. If you're not a millennial, take one along with you. You can find the open houses at [www.mfgday.org](http://www.mfgday.org) ●

1 <http://www.nam.org/Statistics-And-Data/Facts-About-Manufacturing/Landing.aspx#sthash.ye0TSO7y.dpuf>

2 <http://www2.deloitte.com/us/en/pages/manufacturing/articles/boiling-point-the-skills-gap-in-us-manufacturing.html>

3 <http://www.nam.org/Statistics-And-Data/Facts-About-Manufacturing/Landing.aspx#sthash.ye0TSO7y.dpuf>

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# Building a Family Business that Lasts

By Meghan Juday and Mary Nicoletti

Saint Joseph's University's Initiative for Family Business and Entrepreneurship

In cities and regions across the United States, family businesses are at the heart of the community, culture and economy. Eighty percent of all businesses nationwide are family-owned and those companies employ nearly 60 percent of the country's population (J.H. Astrachan and M.C. Shanker, *Family Business Review*, 2003). Annually, family businesses contribute almost 60 percent of the gross domestic product responsible for more than half of all charitable giving, according to *Family Business Magazine* (2014).

So, it may be surprising – or even alarming – to learn that only three percent of family businesses make it to the fourth generation.

While many factors can contribute to a businesses' failure, there are a few ways to avoid common pitfalls and support continued growth and success:

**Develop a network of peers and/or trusted advisors** – Family Business is a lonely business. Many family businesses have a visible position in the community, making it difficult for owners to open up to friends or colleagues about challenges. Though difficult to do, creating a support network is key.

**Address and resolve conflict within the family** – Allowing family relationships to degrade can seriously impact the bottom line, impede retention of top management talent or board members, and even result in lawsuits or the forced sale of the company. A recent Ernst and Young study shows that a highly cohesive family can increase the return on equity by 35 percent.

**Build a succession plan** – Succession is top-of-mind for many families, but developing and executing an effective plan is extremely difficult and can be a sensitive issue. Preparing an incumbent for retirement is equally as important as selecting the right successor. Creating clear boundaries for all family members is vital.

**Prioritize family governance** – Many families go three, four or five generations without putting together any kind of formal family governance process or training. Family governance is key to appropriately managing the intersections between the family and the business and ensuring that the family grows and adapts as the business grows.

**Engage all generations** – A highly functioning, supportive and engaged family is as essential as a good management team and recruiting a strong board. To maximize engagement, businesses must provide family members with a high return – both financially and emotionally.



To beat the odds, and face these challenges, family businesses need specialized support and guidance – because a family business is unlike any other kind of business. Family businesses must delicately balance the partnership between shareholders, the business and the family, and learn how to adapt as they grow in complexity.

Getting involved with a local family business center, like the Initiative for Family Business and Entrepreneurship (IFBE) at Saint Joseph's University, can be transformative in tackling these challenges. There, families can build a network of contemporaries and trusted advisors and gain access to resources for dealing with issues like succession, governance and conflict resolution.

This October, the IFBE will bring its expertise to the Greater Northeast Philadelphia family business community. The IFBE is proud to partner with the Greater Northeast Philadelphia Chamber of Commerce on a powerful, half-day family business conference with the goal of providing information to support family-owned businesses in planning for the future and preparing future generations of family leadership.

With the proper support, such as involvement with a family business center and attending specialized events, like the family business conference, family businesses can grow and flourish – even beyond the fourth generation – and continue to make meaningful contributions to our region.

Meghan Juday is a fourth generation member of a 100-year-old family-owned business in Sycamore, Ill. Juday is also the founder of Family Business Strategy Group (FBSG), an independent consulting firm. She sits on the IFBE advisory board.

Mary Nicoletti is the director of the IFBE and former senior program coordinator for the University at Buffalo School of Management's Center for Entrepreneurial Leadership. Nicoletti has a background in psychology with expertise in issues of family dynamics, family dysfunction, family systems and communication. ●

Pictured from left to right, Megan Juday, consultant and IFBE Advisory Board and Mary Nicoletti, director IFBE

**By Don Lafferty, Minqi Marketing Group**

- Common Wisdom.

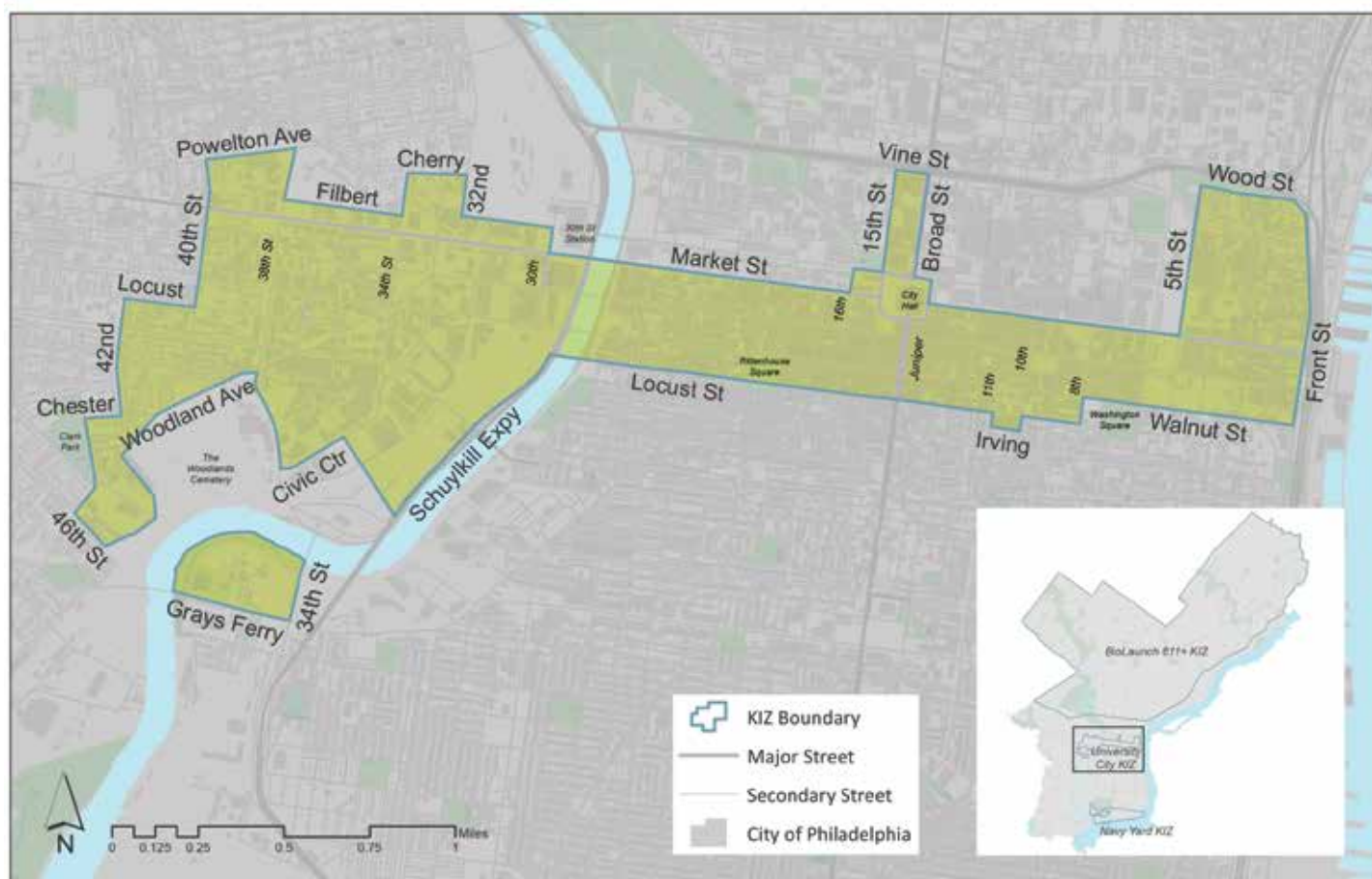


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## Chamber members are using the KIZ Tax Credit Program

If you're like many young startups and don't have much of a tax liability yet, you can sell the tax credit. For cash money. I know. Still sounds too good to be true, right?

University City Keystone Innovation Zone (KIZ) | 2016



## How do I know if my business qualifies?

Your company may qualify for the program if: 1) your business is located in one of the designated Keystone Innovation Zones; 2) if you've been in business less than eight years; 3) if you're operating within one of the KIZ targeted industry segments or sectors; 4) if your business meets any other requirements specified by the Department of Community & Economic Development (DCED).

You can find the program details and the application process on the PA Department of Community & Economic Development website, but having been through this the hard way and the not-so-hard way, I recommend using a third party Tax Credit Specialist, who specializes in guiding businesses through the process. Somebody like, chamber member, MVM Associates, in Ft. Washington, PA.

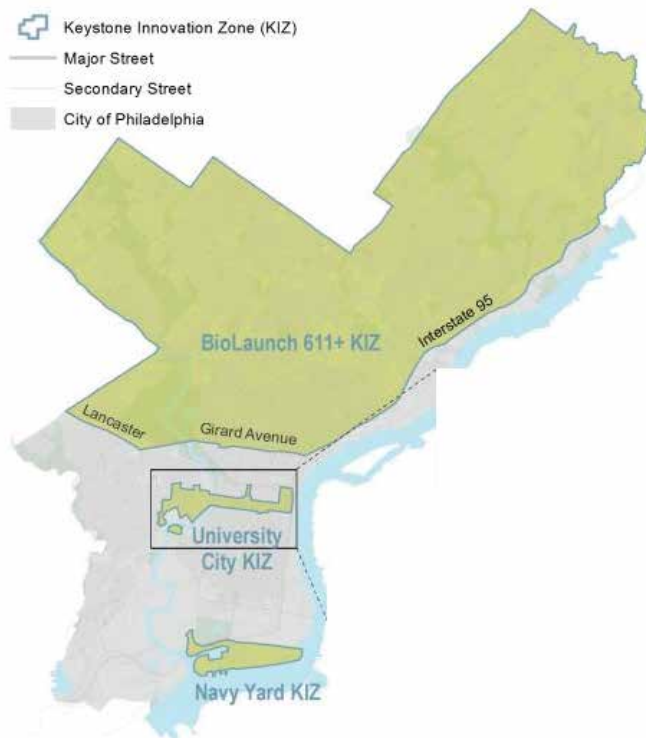
## What's a Tax Credit Specialist?

Companies like MVM Associates charge a service fee, like an independent insurance adjustor or a realtor. They're paid when you receive payment for the sale of your tax credit, so there's no cost to get the ball rolling.

"We are absolutely thrilled to help new businesses secure this non-dilutive funding source," said MVM Associates President and CEO, Mike McCann.

"Non-dilutive funding" means, you get a chunk of funding without selling a piece of your business to the Sharks, if you know what I mean.

Like IMET Corporation's Krol, McCann encourages start-up business owners to thoroughly explore their options for programs like the KIZ Tax Credit Program.



"There's a program, for instance, designed to foster innovation, that pays you back for your investments in research and development," explained McCann. "The program is designed to mitigate the start-up's risk as a way of encouraging companies to break new ground here in Pennsylvania."

And we're not just talking about manufacturing and inventing. There are a ton of opportunities for products and services to fit within the guidelines of this program. You simply have to speak with somebody like the team at MVM Associates to get right to the nub of it.

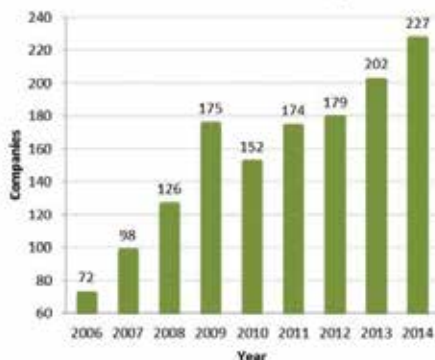
## Know this.

**It takes time.** Businesses interviewed for this article ranged from nine to eighteen months before money hit a bank account. After that you're into the annual cycle of the program, for which you must qualify each year, although the application process becomes more streamlined once everybody knows everybody.

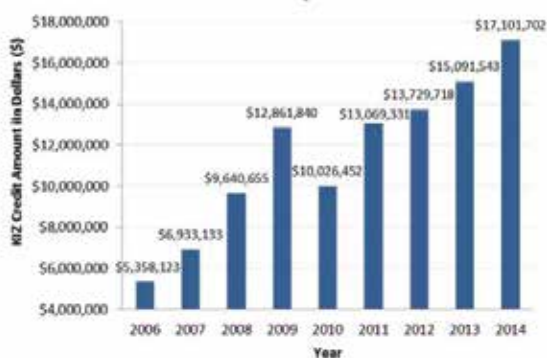
**It takes somebody's attention.** The process requires somebody at your business with high level access to your financials, and the ability to manage the process for you. It's going to take somebody in your company about six hours a year to manage the program once you're up and running. Even if it's you. And that's if you elect to use a tax credit specialist.

**It takes solid records, including up-to-date tax filings.** You will be required to provide detailed financial information that will be audited by the PA State Department of Revenue, so it has to be current and accurate. And you don't want to leave money on the table during your eight years of eligibility. Get your numbers right and max out your tax credit. ●

Number of KIZ Companies  
Awarded KIZ Tax Credits by Year



Amount of KIZ Tax Credits  
Awarded by Year



Find all the details about the KIZ Tax Credit Program on the Department of Community & Economic Development website, at <http://www.newpa.com/programs/keystone-innovation-zone-tax-credit-program>.



# The Founding Fathers in Frankford:

Did Thomas Jefferson read the Declaration of Independence in Frankford on July 2, 1776, and did the Founding Fathers dine in Frankford on July 4th?

Story by Jack McCarthy, Author/Historian

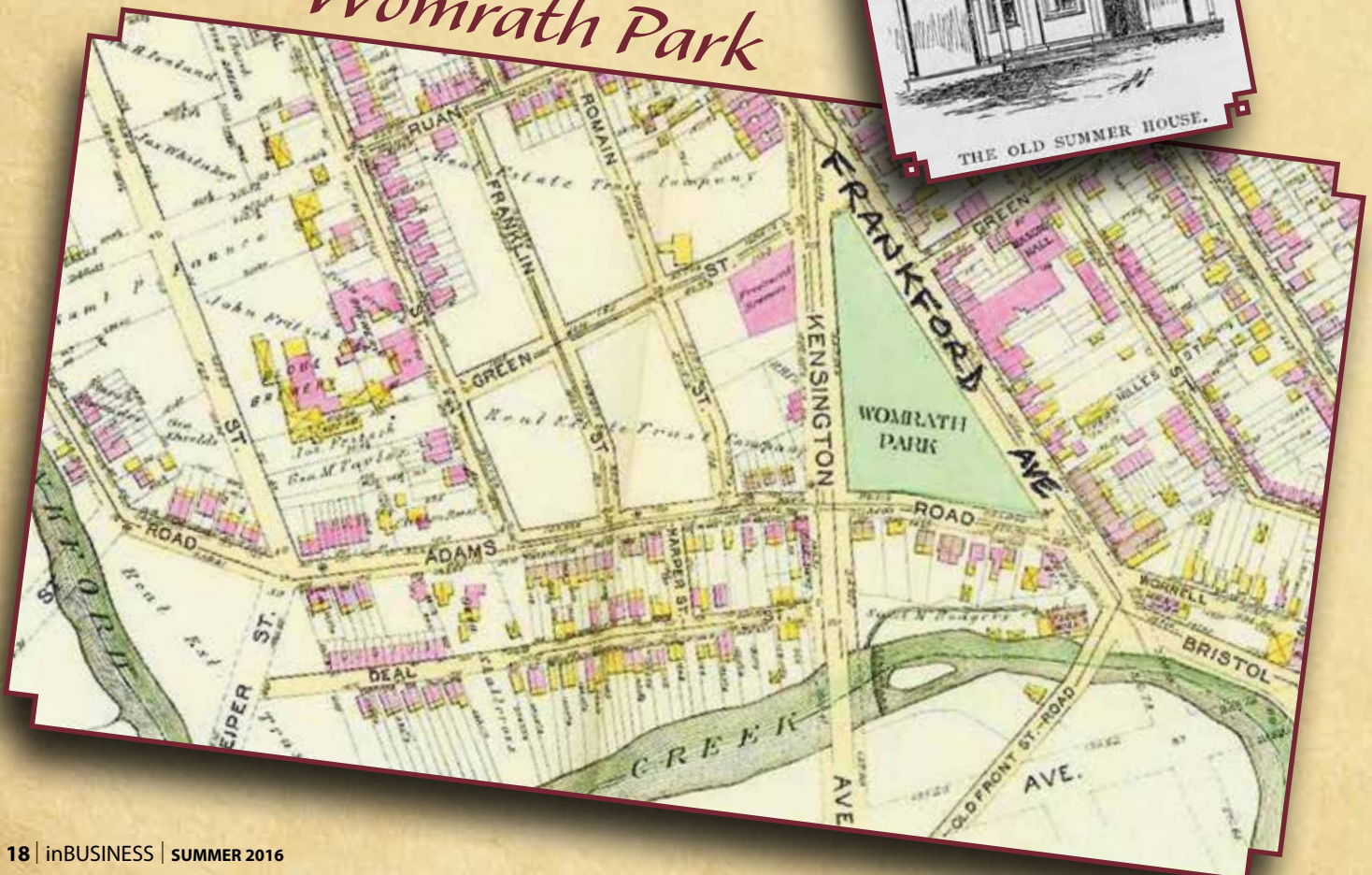
For those who ride the Frankford El to or from the end of the line at Frankford, just south of the Church Street stop you pass over Womrath Park, a triangular parcel of green space that may have been the site of a couple of intriguing events during the American Revolution. There has long been an oral tradition in Frankford that Thomas Jefferson read the Declaration of Independence there before it was read to the public at large, and that the Founding Fathers dined there later in the day on July 4th. These stories were passed down for generations in Frankford before appearing in print in the late nineteenth century and have been written about many times since. Could they be true? Maybe, maybe not.

What is now Womrath Park was in the 1770s part of a handsome Frankford estate that was the summer home of Henry Drinker, a prominent Philadelphia Quaker businessman. In addition to the mansion house, the property included a summer house and it was in this summer house that the events of July 1776 purportedly occurred. Henry Drinker's wife Elizabeth is notable for having kept a diary from

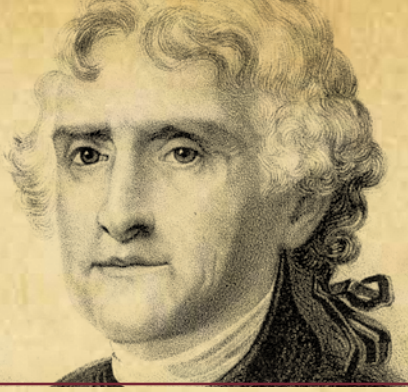
1758 to 1807 that is considered one of the great diaries of eighteenth-century America. In it she records everything from mundane family matters to momentous events surrounding the American Revolution. Unfortunately, there is nothing in her diary about any of the Founding Fathers being at her Frankford estate in July 1776, nor is there anything in the writings of the Founding Fathers themselves to indicate that they were in Frankford in this period.

There is some evidence to indicate the stories may be true, however. In 1792 Henry Drinker sold the property to Enoch Edwards, a leading patriot who was a close friend of Thomas Jefferson and who had served as attending physician to George Washington during the Revolutionary

## Womrath Park







War. Edwards' niece, Fanny Saltar, who lived a few miles away at Magnolia, an estate along the Delaware River in what is now Tacony, visited Edwards and his wife often in Frankford. In a letter in later years in which she reminisced about earlier days, she writes the following:

*"After my uncle's return, he purchased a place in Frankford of Mr. Drinker ... One day when Mr. Jefferson was on a visit to my uncle, they walked up to this summer-house. He looked round and said: This is the spot on which the signers of the Declaration of Independence dined the day they signed the Declaration."*

Historical researcher Joe Menkevich, who has studied Frankford history extensively, has determined that this reminiscence by Jefferson probably occurred in 1793. He also notes that the story of the Founding Fathers in Frankford had been part of the local lore for many years before Fanny Saltar's account of it was published in 1916. Menkevich's research also suggests that it is very likely that some of the Founding Fathers dined in Frankford on July 2nd or possibly the 4th and that they were in Frankford in this period arranging business deals on New Jersey pig iron and Frankford gun powder. Henry Drinker was part owner of a New Jersey iron forge and Frankford had the only gun powder mill in the colonies at that time. So perhaps there is some truth to the stories after all.

Something to ponder as you pass over Womrath Park on the Frankford El... ●



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# Like Father, Like Daughter.

# Carrying on the Morozin Tradition.

By Don Brennan, Staff Writer GNPCC | Photo by Melissa Yerkov Northeast Times

**F**our days after Christmas in 1940, FDR held another Fireside Chat on the radio, and this time in his ominous mid-Atlantic accent, he grimly inched America toward war. Joe Morozin was 16 and had opened his first diner. Must have had black coffee in his veins, meatloaf and mashed potatoes on the brain. Kids are playing stickball in the street at 16, not slinging hash and serving the Blue Plate Special. Hey, you grow up during the Depression with unemployed men in suits selling apples on street corners, you realize life is more serious than stickball.

Maybe Joe Morozin caught the food bug from those guys on the west coast. You know who I am talking about. That very same year, 1940, two brothers and a fast-talking milkshake machine salesman in a seersucker suit named Ray Kroc introduced the concept of fast food to Americans in California. You've been to their place. It's called McDonald's.

Look, it wasn't sunshine and flowers at first for Joe Morozin. During the next 20 years, he opened and closed more than a dozen eateries, places with names like the White Way Seafood House and the GI Inn, which the boys back from saving Europe found especially comforting. Suddenly, along comes this stunningly handsome guy with a great shock of reddish brown hair and a sweet New England accent, who drags the country out of the gray days of Ike into the shimmering blue skies of 1960. You know the guy. His name was Jack Kennedy.

Northeast Philadelphia was pretty fertile ground then, mostly orchards and farmland. But, hey, Jack Kennedy was talking about *sending a man to the moon*, for goodness sake, so Joe Morozin figured opening a diner here would be, well . . . a piece of cake. He spotted a small, L-shaped plot in the 8800 block of Frankford Avenue and christened it the Torresdale Diner. The doors stayed open 24 hours a day, seven days a week, serving comfort food to folks like it was an extension of their own kitchens. The conversation and camaraderie hummed between standard diner talk like, *What can I get you, hon?* and *Let me refill that for you.*

In 1976, Joe Morozin changed the name of his place to what we know today: the Dining Car. The custom-made classic structure from

a company named Swingle Diners had become a beacon as that farmland and those orchards blossomed into what was known as the Great Northeast. But, hey, just like that 16-year-old kid slaving over a sizzling griddle to make a buck, Joe Morozin had even greater plans. The property next door to his diner could become home to a restaurant and disco.

Disco? Look, the country had *Saturday Night Fever*, and Joe Morozin figured instead of feeding the club crowds bacon and eggs at 2 a.m., why not capture the entire market? Let them enjoy a high-quality meal at his new restaurant, then drink and do the Hustle to Donna Summer and the Bee Gees at his disco. The guy was way ahead of the curve. He understood branding before branding became a concept.

Sadly, the dream died before he woke up. During construction, kids had entered the empty place one night and started a fire to keep warm. After the place was reduced to charred rubble, Joe Morozin took it as a sign. He made his bones as a diner guy, so who needs Chateaubriand and John Travolta anyway? So, after another phone call to Swingle Diners, a brand new Dining Car opened at 8826 Frankford Ave. in 1980. It was Reagan's Morning in America after all, and Joe Morozin decided to turn the reins over to his three kids, Nancy, Joseph and Judy. Under the watchful eye and creative talents of Chef Larry Thum, the Dining Car today serves upwards of 10,000 customers a week. That's a lot of Ellis coffee and Chicken Croquettes, their signature dish thanks largely to Chef Larry and the TV food guru Guy Fieri, who featured it on a segment about the diner in 2007.

Nancy Morozin, the oldest of the Morozin kids, is the Dining Car's general manager. Later this year, she will be installed as chair of the Greater Northeast Philadelphia Chamber of Commerce. She is whip-smart, straight-talking, and business savvy. She can read a balance sheet and navigate an Indian motorcycle cross-country. Hey, things are never boring with Nancy. Yep, she has her father's restless streak. Joe Morozin is 91 now, resilient as rock, probably conjuring up his next diner.

"My involvement in the Northeast Chamber has been a very positive experience," she said. "I have always thought it was important to play a





**Nancy Morozin is the Dining Car's general manager.**

role in the community. Not only is it good business, it's the right thing to do." The GNPCC took notice, too, and honored the Morozins a few years ago with the prestigious Crystal Vision Award for their outstanding service to both the organization and the community.

The Morozins have been in business 55 years, and Nancy estimates that as many as 15,000 employees have worked there in one capacity or another. A lot of it is generational, with grandchildren now working where their parents and grandparents worked before. Chef Larry, for instance, started as a busboy and has actually worked full time at the Dining Car longer than Nancy.

Look, these people value the community they serve. They are big boosters of the Philadelphia police, the Northeast Philadelphia Hall of Fame, Glen Foerd on the Delaware, and the Northeast Philadelphia Victims Unit to name a few. Civic groups have been counting on them for years. They treat their customers as neighbors.

*"I think our family is most proud of what I'd like to call, the spirit of the Dining Car," Nancy said. "Nobody is a stranger here. Our wonderful staff, our customers, even folks who find us for the first time on Facebook, you walk in here and you feel welcomed."*

Nancy has taken the diner and bakery into the Internet age primarily through Facebook, the social network behemoth, as well as Instagram and Twitter. Facebook aggressively pursued her after a large number of patrons began checking-in, but Nancy was reluctant and skeptical. Not long after, however, she embraced the concept, so much so, that today

she is a member of Facebook's Small and Medium Business Council. In April, she attended two days of workshops at their massive California headquarters in Menlo Park.

"Push advertising" and "uber targeting" of customers allow the Dining Car to spend as little as \$5 and reach out specifically to one demographic to market, say, their phenomenal Apple Walnut Pie or Strawberry Crepes. It's very proactive instead of reactive, and the results are mind-boggling. When somebody from England promises to stop by for tea when he's in the states, you suddenly realize how small the world is.

Hey, maybe that's what brought Bill Clinton through the doors in April. As the Big Dawg worked the tables and the counter before the Pennsylvania primary on behalf of his wife, he told Nancy that Apple Walnut Pie is one of his favorites. If there was ever a politician most at home in a diner, it's Bill Clinton.

What's next for the Morozin family? Well, there's a little something special called the Apple Walnut Café in Broomall, which has the potential to multiply. After Nancy attended a GNPCC breakfast featuring Goldman Sachs 10,000 Small Businesses program, the Morozins completed the course and the café inspired by the Apple Walnut Pie was born.

"We're really proud of what we do here," Nancy said. "We love Northeast Philadelphia, and we're always coming up with new dishes, new desserts, and new ideas.

Like father, like daughter. ●

---

**The Dining Car is located at:**

8826 Frankford Ave., Philadelphia, PA 19136.

Call 215.338.5113 or visit [www.TheDiningCar.com](http://www.TheDiningCar.com)

**The Apple Walnut Café is located at:**

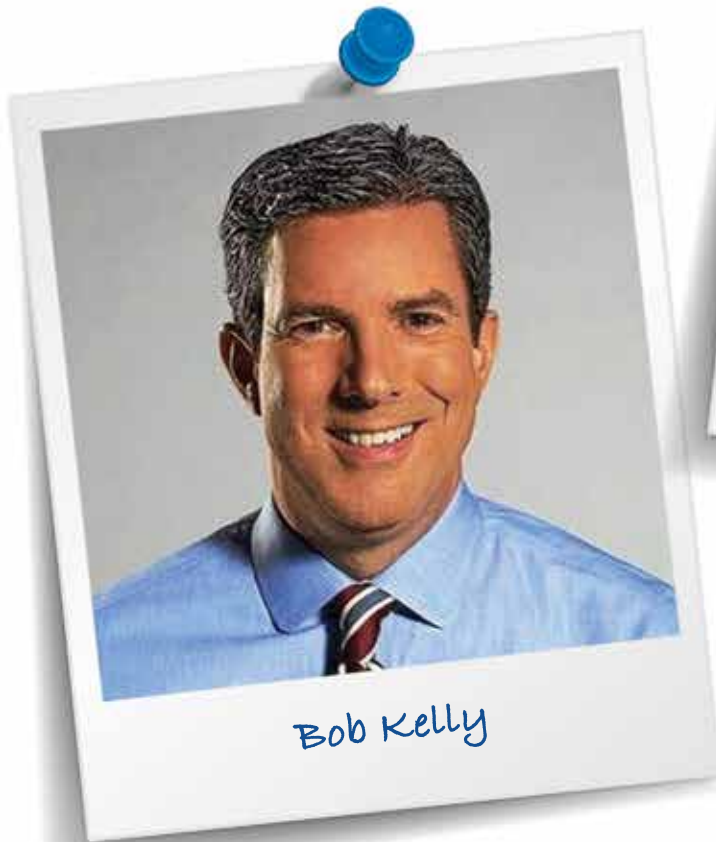
2924 West Chester Pike, Broomall, PA 19008.

Call 610.353.1384 or visit [www.AppleWalnutCafe.com](http://www.AppleWalnutCafe.com)

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# Q&A

What is your favorite Northeast memory of a place that's no longer there?



Bob Kelly

**Bob Kelly is the Emmy Award-winning traffic reporter for "Good Day Philadelphia" on FOX 29. He is often referred to as the "Dean of Traffic." He grew up in the Northeast, and is a graduate of the former Northeast Catholic High School and Temple University.**

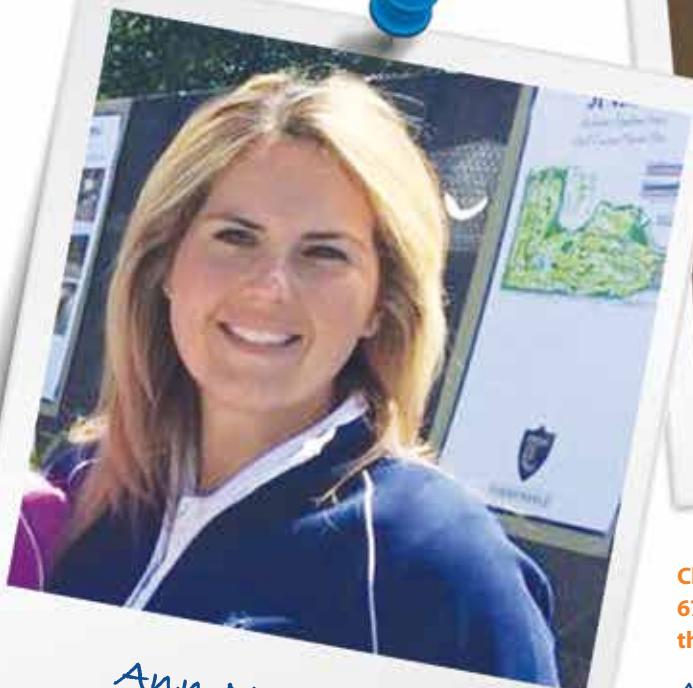
I would have to say Sears on the Roosevelt Boulevard at Adams Ave. As a kid, I remember my parents taking us to Sears for anything and everything! Whatever you needed, Sears had it. And I can still envision the entrance way, with the chocolate candy in the glass cases and the fresh baked soft pretzels as soon as you walked in. We always got to pick either chocolate candy or a pretzel. And, looking back, I think that was my parents way of saying, "Here's your treat, now behave while we walk around the store."



Kathryn Ott Lovell

**Kathryn Ott Lovell is Commissioner of Parks and Recreation for the City of Philadelphia. Before her appointment in January, she was executive director of the Fairmount Park Conservancy. She is a graduate of St. Hubert High School for Girls and the University of Scranton.**

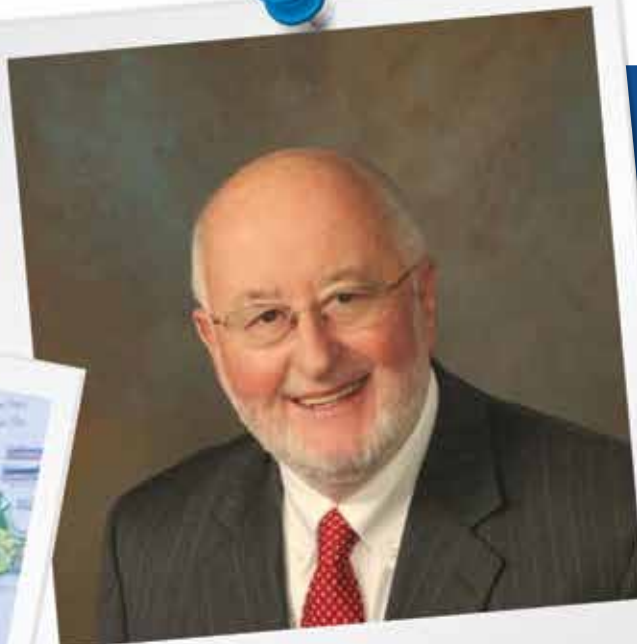
There was a store around the corner from where I lived. It was in the basement of a house at the corner of Longshore and Brous Avenues. It had a few iterations, but my earliest memories of it are when it was a corner deli called Wajo's. My mom would send us there when we were young (6 or 7?), and she would put money in an envelope and write a list on the front. We would give the envelope to whoever was working, (either Walt or Joe, hence the name "Wajo"), they would fill the "order" and send me back home with the items and the change back in the envelope. I remember specifically buying liverwurst and Cooper sharp cheese. They were a good old-fashioned neighborhood business.



Ann Markowitz

**Ann Markowitz is director of membership and private events for The Union League Golf Club at Torresdale. She is a member of the GNPCC Board of Directors.**

As a young girl, I remember if I did something special or did very well in school, my parents would take me to a movie at the Orleans Movie Theater at Bustleton and Bleigh. After the movie, they would take me to Kiddie City at Cottman and Castor to buy a toy. Neither of those places are there anymore, but they are great memories for me. Those were good times for sure!



Charlie Boland

**Charles E. Boland is broker/owner of Boland Realty Corp, 6701 Roosevelt Blvd., in the Northeast. He is a member of the GNPCC Board of Directors.**

As a young boy growing up in Northwood, after earning money thanks to my (Evening Bulletin) paper route, I would take the "B" bus up Roosevelt Blvd. to the famous Boulevard Pools at Tyson and the Boulevard. This was our country club! We thought we were big shots, showing off in front of the girls. I remember they had three pools: one big pool, all the same depth, a baby pool, and a diving pool. When I was 14-years-old, I thought the highest diving board was three stories high! The next summer, I summoned the courage to jump off the lowest diving board. Then, sometime after my 16th birthday in July, I began diving off the 'High Dive!' What a thrill that was for me! Unfortunately, my 'country club' days were over the next summer, when I had to get a full-time job between my junior and senior year at high school. But the old Boulevard Pools was one of my fondest memories of growing up in the Northeast. ●



*“I live alone and the program is a big help. It’s important.”*

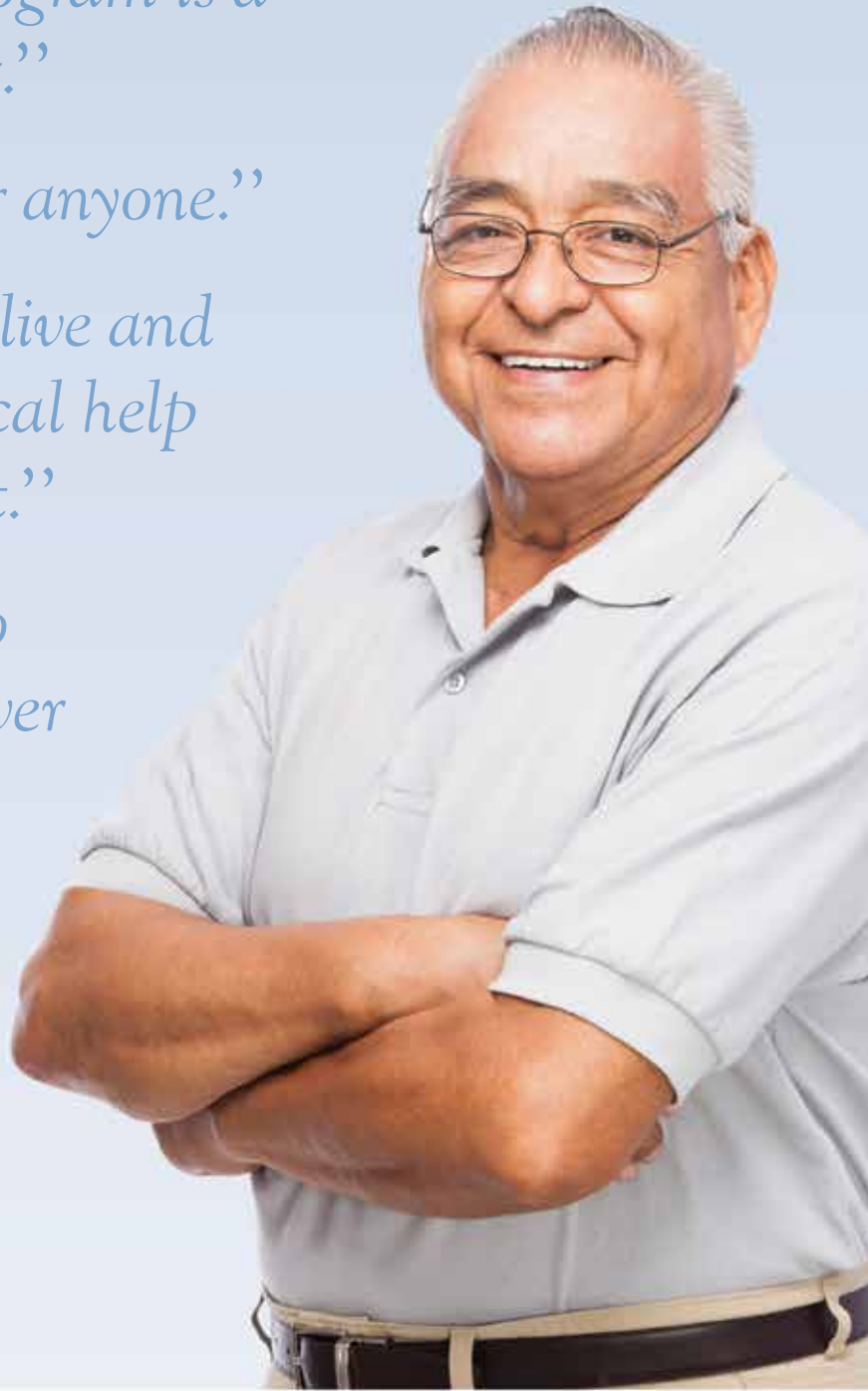
*“It’s really accessible for anyone.”*

*“I want to stay where I live and they’ve provided medical help when I really needed it.”*

*“There is so much to do here; we’re bubbling over like champagne!”*

*“It’s just what I need.”*

*“They didn’t care for a patient, they cared for my uncle.”*



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# The Center for Autism

BETTER OUTCOMES FOR LIFE

By Gloria M. Pugliese, Dunleavy & Associates  
Photos Courtesy of The Center for Autism

The Center for Autism is working to expand its Grant Avenue location, with a Grand Opening in early September. A \$1 million Economic Initiative Grant (EIG), which was awarded by the Commonwealth of Pennsylvania in late 2014, is funding the development. The project will include a 15,000-square-foot renovation to be completed this summer. This increase in space will allow the Center to offer services at its Grant Avenue location that are currently only available at the Ford Road location in the city's Overbrook section.

"The renovations at our Grant Avenue site will allow us to meet the increasing need for ASD [Autism Spectrum Disorder] services in the Philadelphia community," said David M. Maola, CEO of The Center for Autism. "We will continue to grow as the need for evaluation and outpatient services increases in the community. This expansion will have a significant impact on the breadth of services we provide and will directly affect hundreds of ASD individuals for years to come." Maola adds that the expanded space will have a very modern feel with a lot of natural light, a large all-purpose room, and a life skills room.

As a result of this expansion project, The Center for Autism will serve twice as many clients. The Grant Avenue location will also support 240 evaluations annually – a service formerly exclusively available at the Ford Road headquarters. To sustain this growth, The Center for Autism will create positions for 45 full-time and 21 part-time employees throughout the next year. The city also approved the installation of a left turn lane on Grant Avenue eastbound to facilitate the increased traffic and buses coming in and out of the expanded center.



On Monday, December 15, Governor Tom Corbett visited the Center for Autism to accept a certificate of appreciation, tour the facility and give children in the program holiday gifts on December 15, 2015. Featured in the photo taken at the Center's 2801 Grant Avenue location: Top row, left to right: Steven Lewis, chair of the Center for Autism's board of directors; Pennsylvania Governor Tom Corbett; David M. Maola, Esq., chief executive officer of the Center for Autism. Bottom row, left to right: Children enrolled in the Pre-K Treatment Program, Brian, Dominic, Ian, and A-Keen.

In 2015, the Centers for Disease Control and Prevention reported the prevalence of autism in 1 in 45 American children. As more children are diagnosed each year, in addition to those entering adulthood, there remains a dramatic need for services in the Greater Philadelphia Region. The Center receives hundreds of calls per week, but it is limited in the number of individuals it can serve, as it only has two licensed locations approved by the Department of Behavioral Health. Many of the area's service providers are beyond capacity, which forces families to postpone diagnosis and initial treatment. The expansion of The Center for Autism's Grant Avenue location will provide families with resources and treatment options presently unavailable. ●





| By Gloria M. Pugliese, Dunleavy & Associates | Photo by Steve Garfinkel

When someone mentions The Fillmore, most people think of the 1960s cultural revolution in California. In fact, the original Fillmore, an iconic music venue, first opened in San Francisco in 1965. As a venue, The Fillmore was the focal point for the psychedelic music scene during the 1960s and 70s helping to launch the careers of acts such as The Grateful Dead, Jimi Hendrix, Led Zeppelin, Santana, The Doors, Hot Tuna and many others, helping it grow it into the legend it is today. The Fillmore Philadelphia seeks to honor the spirit of those historic performances because attending an event at The Fillmore offers not only an opportunity to listen to great live music, but to participate in a cultural and history-making music event shared between artists and fans. Its eclectic music calendar appeals to all fans of all ages.

The Fillmore Philadelphia is a spectacular, multi-faceted 25,000 square foot venue conveniently located 2.5 miles from the Convention Center in the lively Fishtown district. Completely renovated and home to a

beautiful and state-of the-art 2,500 capacity live music and comedy club, this versatile space is the perfect blend of rock and elegance, both classic and cutting edge. The venue also features a club within a club, the 450 capacity Foundry complete with its own bar, stage and top-of-the-line production is located on the second floor of The Fillmore.

The intimate and upscale VIP lounge in The Foundry and the inviting and spacious Ajax Hall both feature tasty beers and small-batch liquors in an atmosphere that celebrates extraordinary hospitality and service. The Fillmore hosts private events for groups from 25 to 3,000 people, from social gatherings to corporate events.

Upcoming events include Bush, The Go-Go's, Band of Horses, Jeremih, Jim Breuer, and Gavin DeGraw among others. For a complete calendar and information on private events, visit [www.thefillmorephilly.com](http://www.thefillmorephilly.com). ●

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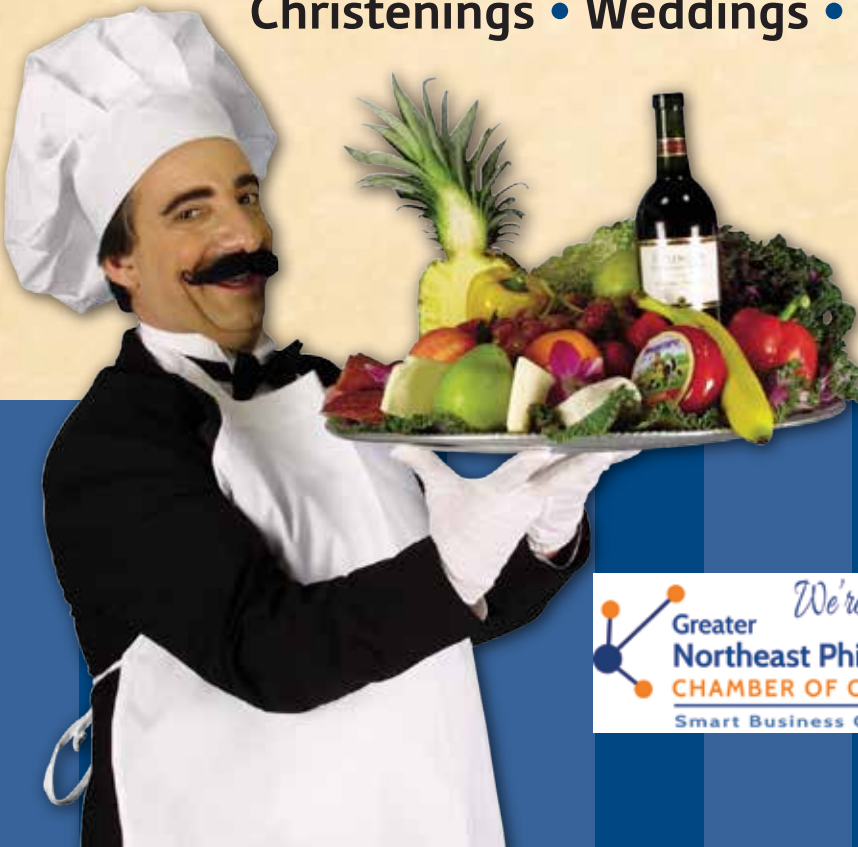
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# Philadelphia: A History of Political Conventions

Continued from page 8

when the G.O.P. chose a dark horse candidate from Wall Street named Wendell Wilkie. Adolf Hitler was marching through Europe, and the question of U.S. intervention to stop him loomed large. Wilkie was soundly defeated by FDR in November.

The year 1948 was especially interesting in Philadelphia, which was home for three political conventions that summer. President Harry Truman was nominated for a full term at the Democratic National Convention at Convention Hall, July 12 to July 14. In the same hall less than a month earlier, the Republicans had nominated crime-busting New York Gov. Thomas E. Dewey for President.

The Progressive Party nominated former Vice President Henry C. Wallace for President on July 23, 1948 at Convention Hall. Wallace made his acceptance speech later at Shibe Park, then home of the Phillies and the Athletics. Despite nearly every political pundit predicting the opposite, President Truman defeated Dewey, resulting in the iconic photograph of a smiling Truman holding a November 3, 1948 edition of the *Chicago Daily Tribune* with a blazing all-caps headline, "Dewey Defeats Truman."

In 2000, the Republicans convened in Philadelphia at what was then known as the First Union Center (Wells Fargo Center today) to nominate Texas Gov. George W. Bush and former defense secretary Dick Cheney as their presidential ticket. The convention was held July 31 to August 3. Northeast Philadelphia Airport played a small role that year. Following the convention, Bush and Cheney departed Philadelphia after a rally there. Bush defeated former Vice President Al Gore in November after a contentious election and aftermath, in which he won 271 electoral votes to Gore's 266. ●

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When other dentists seek high-quality care for themselves and their families, they turn to Dr. Joseph B. Breitman at Prosthodontics Limited, P.C.

Since 1979, Dr. Breitman has practiced a unique specialty at 8021-B Castor Avenue in Rhawnhurst – a specialty available at only 20 locations throughout the Delaware Valley and Philadelphia.

Dr. Breitman is a board certified prosthodontist. He is a Diplomate of the American Board of Prosthodontics and a Fellow of the American College of Prosthodontists. A prosthodontist is a dentist who specializes in restoring and replacing damaged and missing teeth.

Working alongside Dr. Breitman are dental technician Jerry Turano, office manager Rachel Lafont, receptionist Pat Kellam, dental assistants Freda Borecki, and Linda Selinsky. Hygiene and maintenance care are provided by Barbara Van Wagner, RDH.

"Quality restorations are the hallmark of my practice," said Dr. Breitman. "We specialize in pain free prosthetic and restorative dentistry." State-of-the-art technology produces the finest and longest-lasting bonding, veneers, gold onlays and inlays, crowns, bridges, partial, complete, and precision dentures, and implant-borne restorations. A broad range of treatment options ensures maximum oral health in every patient. According to Dr. Breitman "Absolutely everything is sterilized with state-of-the-art equipment." Dental restorations are created in Dr. Breitman's in-house laboratory. "Many dentists use outside labs, but they take more time and there is no control," he said. "The in-house lab lets me control the quality and details of every patient's case."

X-rays are made via a computer and digital sensors that reduce radiation as much as 95 percent and makes development immediate.

The Northeast's extensive senior citizen population profits with an area office of this specialty. Since people are living longer and retaining more of their natural teeth, techniques are available to improve appearance.

Whitening, bonding, color matching, veneers to reshape teeth and placement of fixed prostheses, like crowns and bridges, will enhance smiles. Before deciding on a treatment, Dr. Breitman weighs each patient's needs. Do they need complete dentures, a removable partial denture, or a fixed bridge?

Dental implants are rapidly becoming the procedure of choice among patients who are missing all or some of their teeth. Implants attach artificial teeth directly to the jaw. They can replace one or more teeth, provide support for a partial denture or attach a full denture. But because they require extensive surgery, implants are not for everyone.

Prosthodontics Limited, P.C. also provides treatment for patients who need work to align teeth and jaws for proper bite. Restoration is available for people with conditions including temporomandibular joint dysfunction (TMJ) and birth defects such as cleft palate and congenital malformations. Those who have sustained traumatic injuries, and patients who have undergone surgical or radiation treatment for cancer may also be helped by Dr. Breitman.

Sports injuries to the teeth can also very often be helped with restorative and prosthetic therapy. Patients who have sleep apnea and cannot tolerate their C-PAP can, in most cases, be treated with dental appliance therapy.

"Fifty percent of our patients come from other dentists," Dr. Breitman said. "The other half is referred by patients who have been here." But area residents aren't the only patients he treats. His outstanding reputation reaches as far as Italy. "Patients come from all over," he said. "We also treat many other dentists and physicians."

Dr. Breitman graduated from the University of Pennsylvania School of Dental Medicine in 1977. He completed a three-year post-doctoral specialty training residency in Prosthodontics at Temple University School of Dentistry. He has completed the arduous four part certification process consisting of written and oral exams to become board certified. He has been a faculty member at the University of Pennsylvania School of Dental Medicine and is currently a Clinical Associate Professor at Temple University School of Dentistry.

If you can benefit from restorative dentistry, visit Prosthodontics Limited, P.C. For more information, call 215-728-1696. Office hours are Monday and Thursday 1:15 p.m. to 9:00 p.m. and on Tuesday and Wednesday 8:30 a.m. to 5:00 p.m.

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