

Fall 2017

WAYNE BUSINESS ASSOCIATION



PRESIDENT'S MESSAGE

Hello WBA,

Let's talk WOL...Wayne Open Late! First, thank you Gloria Clawson, WBA Board Member and owner of Kids 'N Kribs, for proposing and following through on the idea. Gloria has been organizing the whole thing to make this weekly event work. Thanks too to Deanna Doane, WBA Vice President and Owner of Click Canyon, for all the work on social media and to Mike Libert, WBA Board Member and Owner of Main Line Print Shop, Bridget Libert, and Alanna Clunen of Main Line Print Shop for getting the design work and printing done.



Wayne Open Late is more than a retail promotion. The main goals of the program are to drive/attract overall additional consumers to Wayne to increase revenue for local merchants and to market/create excitement of Wayne as a destination town (shop, dine, stay, indulge). The 18-month program is centered around the "Late Night Thursdays" concept where merchants stay open till 8pm once a week (most restaurants remain open as usual till after 8pm). This committee-led initiative include additional marketing tactics to drive traffic (from outside Wayne) to Wayne, as well as online and offline promotion of the program's activities and events. WOL started mid-August and 6 weeks later the first theme night happened with huge success. Wayne was packed with Trick and/or Treaters.

I thought free wine was the only catch attraction to get folks in – turns out, free sugar works as well!! Retailers went all out, a treat bowl of various in store discounts at Coco Blu, Song for Seeds performed at Bella Donna, costume contest at Main Point Books, and Mr. and Mrs. Incredible ran over from Young Sports to hand out candy at Kids 'N Kribs. Over at Louella, **NEW MEMBER ALERT!** they were handing out free BonBon earrings, which I heard were delicious. Can't leave out Renewal who transformed their showroom into a haunted house!! There were 25 retailers open for business and participating.

One incentive that is helping drive traffic to the stores on Thursday's is the WBA \$5 reward card. Participating retailers are able to hand out \$5 reward cards with \$30+ purchase between 5 and 8pm on Thursday's. The WBA \$5 reward cards can then be used at another participating store business in the WBOD at any time. This incentive ends on November 25th – Small Business Saturday.

We are still accepting sponsorships for our Christmas in Wayne Event happening December 1st. Expose your business to the community at this very popular event. Contact Board Member Chery Atkins-Lubinski, Christmas in Wayne Committee Chairperson for more information. Email: cheryl@integrityeyes.com

Please remember to always shoot the WBA an email with concerns, suggestions...or heck even compliments!! Info@waynebusiness.com Last thing, a positive experience is what brings people back. If you see someone struggling with the kiosks please help them in a positive way. Press the buttons for them, let them know they don't need to pay after 6pm, or on Sundays or holidays. Let them know that they don't have to place the ticket in the car window. It will go a long way.

Christopher Todd

Christopher's A Neighborhood Place Wayne-Malvern
Wayne Business Association – President
Cell: 610.812.6874

WAYNE OPEN LATE

Started in August 2017, the Wayne Business Association is proud to continue to sponsor its 'Wayne Open Late' program. The goal has been to market and create excitement about Wayne as a destination town for visitors and consumers to shop, dine, stay, indulge, and engage services. As part of the program, participating non-restaurant merchants have been staying open till 8pm every Thursday.

The initiative includes many interesting features each week, such as sidewalk sales, music and other entertainment performances, wine and dine tastings, themed weeks, and much more! The latest news about this program that supports the 'shop-local' concept will be published in offline print displays and online updates such as on social media and the WBA website.

If you are interested in being part of the Wayne Open Late committee and/or are a merchant interested in more information on how to get signage, please contact committee chair and WBA board member Gloria Clawson – gloria@kidsnkribs.com.

Thank you to all of our merchants who have been participating in the event. Here are a few pictures from our latest and most successful event yet!

Next up for Wayne Open Late – Christmas events! Stay tuned to your emails and our Facebook page for more information.



Shop Dine Stay Indulge At Your Service

WAYNE OPEN Late
#WAYNEOPENLATE

JOIN US EVERY THURSDAY

EXTENDED HOURS FOR MERCHANTS

THEME NIGHTS
COCKTAIL + FOOD SPECIALS

WAYNE, PA
WAYNEBUSINESS.COM | @WAYNEPABIZ
#WAYNEOPENLATE

Instagram Facebook

WAYNE OPEN LATE REWARDS CARD

Shop with Wayne Merchants during Wayne Open Late hours and receive a \$5 Wayne Rewards Card.

\$5

WAYNE OPEN Late
#WAYNEOPENLATE

\$5

Shop Dine Stay Indulge At Your Service

PRESIDENT

Chris Todd
Christopher's Restaurant
ctodd647@gmail.com
610.687.6558

VICE PRESIDENT

Deanna Doane
Click Canyon
484.744.3337

SECRETARY

Nancy Campbell
Wayne Art Center
610.688.3553

TREASURER

Nelson Dayton
Dayton Lock Co.
610.688.9188

BOARD OF DIRECTORS

Cheryl Atkins-Lubinski
Integrity Eye Associates
484.580.8873

Gregory Basile
WBA Volunteer
610.551.1197

David Brennan
Wayne Hotel
610.687.5000

Gloria Clawson
Kids 'N Kribs
610.687.5437

Andy Dickerson
Teresa's Cafe/Teresa's Next Door
610.293.9909

Dr. Jenn Hartmann
Strafford Chiropractic
and Healing Center
610.293.1660

Carol L. Jane
Neighborhood League Shops
610.687.5758

Mike Libert
Main Line Print Shop
610.688.7782

Nan Mangine
ALAPA
610.547.0341

Joan M. Menige
Healthy Food Specialist/
Culinary Instructor
610.687.9153

Scott Reidenbach, Esq.
Reidenbach & Associates, LLC
610.572.7075

WELCOME!

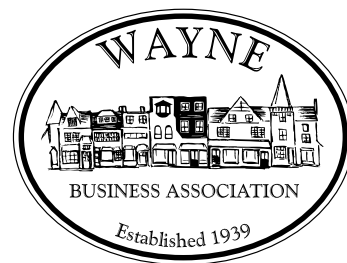
WBA: CONNECTING COMMERCE AND COMMUNITY

Wayne is rich in history and culture, making it one of the most enviable locations along the Main Line. Its main attraction for residents is its easy accessibility to shopping, parks, restaurants, schools and local landmark art and leisure activities. All over the region, Wayne is known as a wonderful place to raise a family.

The Wayne Business Association is proud to have been serving the businesses of Wayne for over 75 years. The WBA enjoys being part of a strong community heritage and facilitating many member opportunities to connect with the community. The members of the business association are from all sectors – non-profits, schools, merchants, restaurants and service businesses. A totally volunteer organization, the board of the WBA strives to continually connect commerce and community through events, local government outreach and beautification.

The WBA hosts a meeting January through November on the third Thursday of the month. These meetings are perfect for members to meet other members and network for their business and find out what is happening around Wayne. All are welcome to attend. If you know someone who is interested in joining tell them about these meetings!

Keep up with all the goings on in Wayne via the website: WayneBusiness.com and social media on Facebook and Instagram – @waynepabiz



NEW MEMBERS

Blue Line Academy Martial Arts

Colin Ryan
214 N Aberdeen Avenue, Cowan's Alley, Wayne
610.209.5615

Ellie Main Line

Diane Oliva
503 West Lancaster Avenue,
Eagle Village Shops, Wayne
610.293.6822

**Forti Homes
Keller Williams**

Sarah Forti
744 West Lancaster Avenue, Suite 125, Wayne
610.986.7170

The Goat's Beard Wayne

Sean Coyle/Stephen DeLong
103 North Wayne Avenue, Wayne
484.584.4979

Gryphon Cafe

Rich Mattis
105 Lancaster Avenue, Wayne
610.688.1988

Saffron Indian Kitchen

522 W. Lancaster Avenue, Wayne
610.254.9100

United Capital Financial Planner

Matther Fatz
736 Lower State Road, North Wales
matthew.fatz@unitedcp.com

Weichert Realtors

Mariga Temple- West
111 North Wayne Avenue, Wayne
610.772.5876

VISIT WWW.WAYNEBUSINESS.COM FOR COMPLETE MEMBERSHIP LISTING

NEW RADNOR BUSINESSES – RADNOR TOWNSHIP DESIGN REVIEW BOARD

IKEN Sports & Custom Design

910-B Conestoga Road, Rosemont

M&T Bank (new location)

367 West Lancaster Avenue, Strafford

Mattress Factory

209 East Lancaster Avenue, Wayne

TRADITIONALLY CURRENT

ANNIVERSARIES

These businesses are the original example of keeping it local. They are the ones that support the community in their business and through service. Stop in and wish them ALL a happy anniversary.

REINDENBACH & ASSOCIATES, LLC - 10TH YEAR

Providing real estate, civic, and business legal services, the Reidenbach Law Firm is headed up by WBA Board Member Scott Reidenbach and is continuously voted as top lawyer on the Main Line. A faithful Villanova alumnus, he recently launched 1985 Pavillion that creates products from the original VU pavillion.

Reidenbach & Associates, LLC is located at 229 West Wayne Avenue, Wayne, PA 19087, 610.572.7075



MARGARET KUO'S - 15TH YEAR

Margaret and Warren care deeply about their restaurant and providing the best service and experience to their customers

Margaret Kuo's is located at 175 Lancaster Avenue, Wayne, 610.688.7200



ANGELO D'AMICANTONIO & SON - 85TH YEAR

Always there with a smile, Lou and Bob – the sons of D'Amicantonio and Sons – are proud to offer the same service and quality products their father and grandfather did before them. With the way retail is these days, it is such a treasure to walk in to a store like their's where they know your size and are able to offer just the thing you didn't even know you were looking for.

Angelo D'Amicantonio & Son is located at 157 Lancaster Avenue, Wayne, 610.688.7530



COWAN'S FLOWERS - 95TH YEAR

The business has "flower-ished" because of their dedication to providing the community with beautiful and thoughtful arrangements. Charlie and his team continue to provide just the right thing for all of life's events.

Cowan's Flowers is located at 195 Lancaster Avenue, Wayne, 610.688.5150

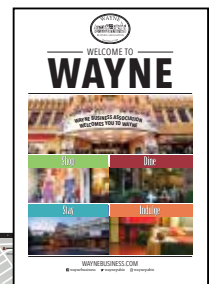


WAYNE BEAUTIFICATION

WAYNE MAPS AVAILABLE NOW!

Stop by the Main Line Print Shop to pick up a box of the 2017 maps: 25 West Avenue, Wayne, PA 19087

The shop is open 9AM – 6PM, Monday – Friday.



MEMBER HAPPENINGS

WBA RIBBON CUTTING - HATCH MOTHERHOOD

The journey of motherhood is burdened with fragmented resources and conflicting information, making it difficult to navigate and create a trusted support network.

With our new approach, HATCH aims to remove all the various aspects of stress within the full cycle of motherhood by assembling a community of medical experts, wellness resources, and exquisitely curated content that are all easily accessible under the Hatch umbrella to ensure the best outcomes for mother and baby. Please visit our website at www.hatchmotherhood.com or stop by our location in Wayne to learn more. We hope you see you soon!

Hatch Motherhood is located at
250 West Lancaster Avenue, Suite 110 Wayne, 484.367.7671
hatchmotherhood.com



WBA RIBBON CUTTING - SAFFRON INDIAN KITCHEN

Saffron Indian Kitchen opened its first location in Bala Cynwyd in 2009. Since then it has been serving the Main Line with authentic Indian cuisine. They specialize in north Indian curries and kabobs. Saffron has won numerous best of awards, which include Best of Philly and Best of the Main Line. Saffron also offers full-service catering for offices and private parties. Please join them at their newest location in Wayne.

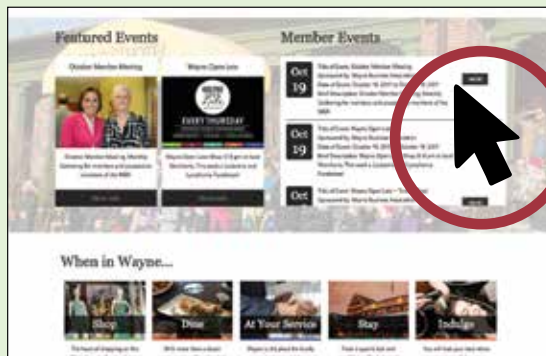
Saffron Indian Kitchen's new location is located at
522 West Lancaster Avenue, Wayne, 610.254.9100
www.saffronofphilly.com



TERESA'S CAFE & NEXT DOOR BAR

In our summer issue we wished **Teresa's Cafe & Next Door Bar** a happy 20th anniversary. A staple in Wayne since they opened, Teresa's recently topped the list from Craig LaBan and philly.com for Drinking and Dining in the 'burbs!

Congrats to them!
Teresa's Cafe & Next Door Bar is located at
124 North Wayne Avenue, Wayne, 610.293.9909



MEMBER EVENTS & FEATURES

Visit www.waynebusiness.com for a listing of member events and recent news about our members.

Add your event to the website at any time with your login.

Having issues or need to ask a question?
Email support@waynebusiness.com

HAVING AN EVENT?

Your event poster can be highlighted in the special WBA display box right at Wayne Jewelers for all of Wayne to see!

Bring a poster to Bob at D'Amicantonio's Shoe Store.
(current members only)

ANNIVERSARY/RIBBON CUTTINGS

Do you have an upcoming anniversary or ribbon cutting?

Email Joan Menige at minmast@comcast.net to let her know so that we can come celebrate with you!

SPONSORSHIP OPPORTUNITIES

NONPROFIT SPONSORSHIP EVENTS

Each year brings events for all of our busy non-profits in the Wayne Community! We started to compile a list of sponsor opportunities for 2018 for WBA members to review and find causes their businesses would be interested in supporting. For our non-profits, if you would like to send us your information, we will be adding a page to our website with this list.

DMAX Foundation - Supporting the Conversation about Mental Health

Looking for sponsors for Bryn Mawr based DMAX Foundation's annual educational event in Spring 2018. Last year keynote speaker and Retired Sgt. Kevin Briggs talked about how he saved over 200 people from jumping from the Golden Gate Bridge. DMAX is starting mental health related social clubs on college campuses for students to talk to each other about how they are doing and help each other.

Looking for sponsors for DMAX Foundation's annual Casino Night in the fall of 2018
Contact: Laurie Maxwell at laurie@dmxfoundation.org

Carol H. Axelrod Blood Drive

The Carol H. Axelrod Memorial Blood Drive hosts four large-scale blood drives each year, including one in Wayne every May, with the mission of ensuring that blood products are always available for those who need them and a goal of helping our blood donors have an enjoyable and positive donation experience. To that end, we appreciate the support of sponsors who can provide food for our refreshment table or items for the prize drawing that our blood donors are invited to enter. Our blood drive in Wayne will take place on May 8, 2018; information about our work and our other 2018 blood drive dates can be found at www.chablooddrive.org.

Contact: Michelle Scolnick at michelle@chablooddrive.org or 610.688.7686.

St. Luke's Lutheran Church

This year's St. Patrick's Day Party will be on March 17th, 2018, St. Patrick's Day itself, at St. Luke, 203 N. Valley Forge Road, Devon. We have dinner, drinks (beer and wine), raffles, and dancing with local band "Cool Confusion". We welcome local business donations for raffle - valued anywhere from \$25 and up. Anyone wishing to donate a prize can contact me at this address. All money raised will support volunteers going on the ASP and Houston Youth Gathering trips.

Contact: 610.688.0122

Women's Resource Center

Join WRC on April 20, 2018 for our 12th Annual Leadership Luncheon to celebrate women who are leading the way in helping other women, girls and families. Over the past 7 years, the Leadership Luncheon has raised more than \$630,000 for programs and services that directly impact women and girls in need.

Contact Karen Chonofsky at 610.687.6415 or karen@womensrc.org
womensresourcecenter.net

The Saturday Club

The Saturday Club is holding its third annual "The Saturday Club Shuffle 5K & Kids Race" on Saturday, April 14, 2018 at 8:30am. This popular Main Line Event is a fun morning out for the whole family, featuring a 5K and 1/2 mile Kids Race on a USA Track & Field Certified course through Wayne's beautiful downtown business district and historic residential neighborhoods.

Sponsor registration is open: <http://bit.ly/2kJDm2L>.
Event contact Meredith Rovine at shuffle@saturdayclub.org or 610.212.4950

Radnor Educational Foundation

Provides funding and support to enrich the educational experience, maintain academic excellence and encourage innovative opportunities for the students of the Radnor Township School District.

Annual Benefit ~ Denim and Diamonds February 10th. Sponsorship and Donation opportunities available

Contact Meg Haist at info@radnoreducationalfoundation.org
www.radnoreducationalfoundation.org

Wayne Art Center

The Wayne Art Center offers events throughout the year that they have sponsorships available for. From the Quilt Exhibition to the VERY POPULAR Plein Air Festival in the spring and Craftforms during the holidays.

Contact: Karen Louise at 610.688.3553 x 211 or karenlouise@wayneart.org
www.wayneart.org



Wayne Holiday Tree Lighting Sponsorship Levels and Benefits

Presenting Sponsor

\$10,000

- Sponsor Name incorporated into event name "Wayne Holiday Tree Lighting Presented by _____"
- Event name featured for a year on WBA website under Featured Events
- Corporate logo and photo displayed on Wayne Business Association's website for one year
- Corporate Logo prominently displayed at horse drawn carriage ride pick up line
- Banner on live Reindeer display
- Corporate logo on all social media related with event
- Corporate logo prominently featured on all event posters displayed in community
- Prominent name and logo recognition featured on all promotional materials for event including press releases, event letterhead, social media, and posters

Carriage Ride Tent Sponsor

\$5,000

- Sponsor a 20' x 10' tent for the horse drawn carriage rides
- The lighted tent will include prominent signage with your logo
- Live entertainment, hot chocolate, hot apple cider, cookies and treats
- Corporate logo featured on event posters displayed in community
- Name and logo recognition featured on all promotional materials for event including press releases, event letterhead, social media, and posters

Live Reindeer Sponsor

\$2,000

- Sponsor the live reindeer stall located at the Radnor Fire House
- Your logo will be prominently displayed. All pictures taken will have your logo in it
- Corporate logo featured on event posters displayed in community
- Do it for Santa....and the Radnor Fire Company. Donations for pictures will go to the Fire House

Community Sponsor

\$500

- Get your name on all posters and advisements that pertain to the event. Show your community that you are part of it.

Make Checks payable to: Wayne Business Association
Attn: Wayne Holiday Tree Lighting, PO Box 50, Wayne, PA 19087
Please include current contact name, address, phone, e-mail and logo
We will send a receipt via email. Thank you for your sponsorship!

YEARLY SPONSORSHIP

We are now offering sponsorship on a yearly basis. Your contribution will go toward a variety of WBA events and membership meetings.

COMING SOON

SMALL BUSINESS SATURDAY

Mark your calendar for **Small Business Saturday** on November 25th. Wayne is filled with small business owners and our community loves to support you!

Make sure to get signage up for Small Business Saturday. Create promotions for the day. The FREE Parking Saturdays will start that day so your customers have even more reason to shop in Wayne.



CHRISTMAS IN WAYNE

SIGN UP TO BE A SPONSOR!

Christmas in Wayne is being planned now! Give your business exposure to thousands in the local community. To ensure your sponsorship and placement in any upcoming WBA or event advertisements, please email info@waynebusiness.com.

A big "thank you" to those who have already signed up to be sponsors.



Wayne Business Association
presents

Christmas IN WAYNE

FRIDAY, DECEMBER 1
5:30 - 8:00 pm

- Carriage Rides • Live Reindeer • Strolling Carolers Around Town
- Ornament Making at Radnor Firehouse • Hot Chocolate at Wayne Senior Center
- Music by Valley Forge Military Academy and Radnor High School

Santa's Arrival & Tree Lighting
at Wayne Train Station 7:30 pm led by 6ABC Action News Reporter Vernon Odom

SATURDAY, DECEMBER 2
10:00 am Parade

Santa rides in escorted by RHS marching band and... Santa pictures on the veranda of the Wayne Hotel

WINDOWS OF WAYNE

If you have a store front in Wayne, be a part of our Windows of Wayne Christmas Holiday window competition! Our judges this year will consist of teachers and students from the Wayne Art Center. We will be doing the judging on Thursday, November 30th so we can announce the winners to the community at our Christmas in Wayne event on Friday, December 1st.



Categories include:

1. BEST OVERALL
2. Most unique theme interpretation
3. Best use of light
4. best use of merchandise/products
5. Most holiday spirit

Our Best Overall prize this year will be a 1 year membership in the WBA (value of \$185)

VOLUNTEERS NEEDED!

Volunteers are needed to help at the Fire House and other areas the evening of the Christmas Tree Lighting. Contact Christmas in Wayne Committee Chair:
Cheryl Atkins Lubinski : cheryl@intergrityeyes.com

FREE PARKING SATURDAYS

Starting Saturday, November 25

Every Saturday in December

Sundays Always



Brought to you by Wayne Business Association
and Radnor Township Board of Commissioners

Shop

Dine

Stay

Indulge



AROUND TOWN

THANK YOU TO ALL WHO MADE THE RADNOR FALL FESTIVAL A SUCCESS FOR THE 25TH YEAR!



Photos courtesy of Lara at Little Nest

IN MEMORIAM

It is with great sadness that we report that State Farm Insurance agent and long time WBA member Steve DiOrio's mother passed away on October 23 at the age of 95. She is survived by her three sons Robert M. DiOrio, Esq.; Carl J. DiOrio; and Stephen J. DiOrio, her devoted daughters-in-law Susan DiOrio and Bianka DiOrio, her six grandchildren, her six great grandchildren, and many nieces and nephews.

25TH ANNUAL
**RADNOR
FALL
FESTIVAL**
WAYNE BUSINESS ASSOCIATION

THANK YOU
2017 SPONSORS, VENDORS,
VOLUNTEERS, AND ATTENDEES!

SEE YOU SEPTEMBER 16, 2018

Sila heating & air conditioning
FOOTE ORTHODONTICS Bryn Mawr & Wayne
DEVON ORTHODONTICS
EAGLE VILLAGE SHOPS
Car Wash
RENEWAL by Andersen
TOMPKINS VBT Bank
MAIN LINE TODAY
DO IT BEST HARDWARE | **CHRISTOPHER'S MAIN LINE PRINT SHOP** | **CLICK CANYON**

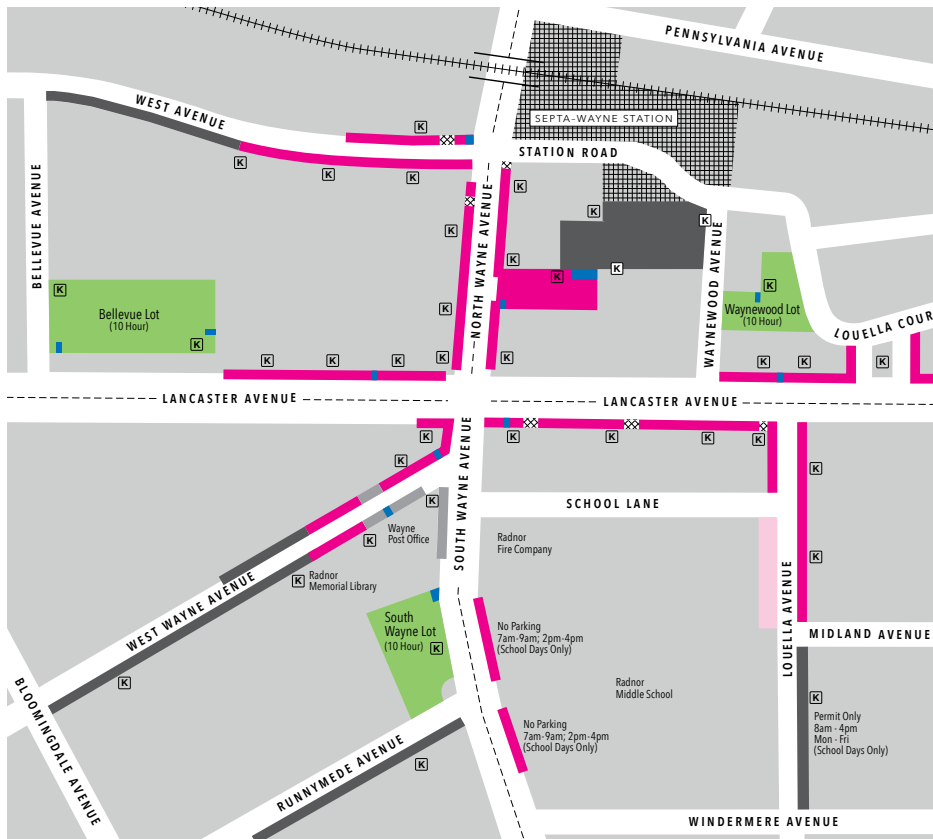
**RADNOR
FALL
FESTIVAL**
WAYNE BUSINESS ASSOCIATION

PLAN FOR 2018 – RESERVE YOUR
SPONSORSHIP AND TABLE NOW

26th Annual Radnor
Fall Festival 2018
SEPTEMBER 18, 2018

STAY INFORMED

PARKING IN WAYNE



NUMBERED SPACE PARKING

- 15 Minute
 - 30 Minute
 - 2 Hour
 - 5 Hour
 - 10 Hour
 - Handicapped
 - SEPTA Only
 - Permit
 - Parking Kiosk
- K** Kiosks active 8am - 6pm, Mon-Sat 25¢ per half hour – first half hour will receive FREE additional 10 minutes. All machines accept Cash or Credit. (Visa, Mastercard, Discover, and American Express)

Wayne Business Overlay District Discount Parking Cards available at Radnor Township Building for merchants and employees in the WBOD. The cards may be used within the designated green lots.

Map not to scale. All locations approximate. Parking subject to change. Published 2017 by Wayne Business Association.

A portion of the paid parking from the Bellevue Lot goes to the WBA for Wayne beautification.

WAYNE FROM YOUR EYES INSTAGRAM TAKEOVER!

Share your view of #waynepa!

We would love to see Wayne from your point of view!

We love sharing things happening in Wayne, but know we can't be everywhere and don't see it the way you do. So, take over our Instagram for a week and share your view from your desk, window, sidewalk... and tell us about you and your business, too!

If you are interested, please contact support@waynebusiness.com to get assigned a week.



NEW WAYNE T-SHIRTS AND HATS ARE HERE!

Looking for the perfect gift that you can wear year round to your favorite Wayne events? The new Wayne apparel is here and in stock!

Email info@waynebusiness.com to place your order, or stop by Main Line Print Shop (25 West Avenue).



Shop
Stay



Dine
Indulge

WAYNE GIFT CERTIFICATE

NEW MEMBERS – Is your business on the list of members accepting the Wayne Gift Certificate?

This program is a members-only option that brings customers to you and keeps dollars in Wayne.

Contact info@waynebusiness.com if you would like to be added.

If you do take certificates, please treat them as cash, then return them to Santander Bank for the quick redemption process.

Gift certificates have no expiration.

SAVE THE DATES

Membership Meetings | Third Thursday of each Month

**NOV
16**

Surrey Services
139 E. Lancaster Road
5:30 PM



**DEC
01**

*Christmas
IN WAYNE*

**JAN
18**

Main Point Books/
Avenue Eatz
AM

**FEB
15**

Mass Mutual @
Great American Pub
5:30 PM

**MAR
15**

TBA

**APR
19**

Wayne Art
Center
5:30 PM

Interested in hosting a meeting or being a speaker?
Contact WBA at 610.687.7698 or info@waynebusiness.com

Check website for more details. Meetings subject to change.

**SHOP LOCAL
SHOP MEMBERS**



**WAYNE
BUSINESS ASSOCIATION**

At Your Service

Indulge

Stay

Dine

Shop

PO Box 50 | Wayne, PA 19087

Fall 2017