

Summer 2019

WAYNE BUSINESS ASSOCIATION

cheers to
80  *years*
1939-2019

COMING SOON: RADNOR FALL FESTIVAL

SIGN UP TO BE A SPONSOR!

The 27th Annual Radnor Fall Festival 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 wba@radnorfallfestival.com and submit your sponsorship **ASAP!**


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

SIGN UP TO BE A VENDOR!

Vendor applications are now being accepted for the Radnor Fall Festival! If you are interested in being a vendor at one of our most popular events, please contact wba@radnorfallfestival.com or visit www.RadnorFallFestival.com for more information.




WayneBusiness.com



27TH ANNUAL
**RADNOR
FALL
FESTIVAL**

WAYNE BUSINESS ASSOCIATION

PRESENTED BY FIRST RESOURCE BANK











SUNDAY, SEPTEMBER 15TH
1:00 - 5:00PM | RAIN OR SHINE
Downtown Wayne on North Wayne Avenue







FUN FOR THE WHOLE FAMILY
\$10 RIDE PASS FOR THE WHOLE DAY!

- Rides 🌿 Moon Bounces 🌿 Food 🌿 Vendors
- Dance & Music Performances
- Top Dog contest with Braxton's Animal Works
- Wayne Senior Center Open House and Active Aging Celebration

Sila **FOOTE ORTHODONTICS**
Bryn Mawr & Wayne


     


     

DO IT BEST HARDWARE | CLARE GIRTON - BHHS FOX & ROACH
CHRISTOPHER'S | MAIN LINE PRINT SHOP | CLICK CANYON DIGITAL MARKETING

www.radnorfallfestival.com
#radnorfallfest

 waynebusiness

 waynepabiz

 waynepabiz

SPONSORSHIP OPPORTUNITIES

Did you love an event last year and want to be a part of it this year? Sponsorship opportunities are now available year round. Get involved and stay involved in your community.

RADNOR FALL FESTIVAL

WAYNE BUSINESS ASSOCIATION

27TH ANNUAL RADNOR FALL FESTIVAL 2019:
PRESENTED BY FIRST RESOURCE BANK

SPONSORSHIP LEVELS AND BENEFITS

radnorfallfestival.com

PRESENTING SPONSOR \$5,000

- Sponsor Name incorporated into event name "Radnor Fall Festival Presented by _____"
- Event name featured for a year on WBA website under "Sponsorships"
- Corporate logo and photo displayed on Wayne Business Association website for one year
- Exclusive 10 x 10 promotional space on event posters
- Opportunity to add logo to all promotional materials directly from the WBA website
- Opportunity to have logo featured on all promotional materials including press releases, event letterhead, social media posts, and event advertisements in Main Line Today and Main Line Suburban Life
- Recognition as Radnor Fall Festival presenter during event announcements
- 2 featured social media posts prior to event
- 30 complimentary ride and game wristbands
- Post event recognition and thank you in Wayne Business Association newsletter (currently over 200 members)

SOLD

GOLD SPONSOR \$2,000

- Corporate logo featured on event posters displayed in community
- Logo ad on the WBA website and Facebook page
- Prominent name and logo recognition featured on promotional materials for event
- Sponsorship name and logo on event advertisements in Main Line Today and Main Line Suburban Life
- Recognition as Radnor Fall Festival supporters during event announcements
- 3 (3'x2') signs with name and logo placed near festival activities
- 1 featured social media post prior to event
- 10 complimentary ride and game wristbands
- Post event recognition and thank you in Wayne Business Association newsletter (currently over 200 members)
- Vendor space on N. Wayne Avenue during the event

SILVER SPONSOR \$1,000

- Corporate logo featured on event posters displayed in community.
- Sponsorship name and logo on event advertisements in Main Line Today and Main Line Suburban Life
- 2 (1'x1.5') sign with name and logo placed near festival activities
- 10 complimentary ride and game wristbands
- Post event recognition and thank you in Wayne Business Association newsletter (currently over 200 members)
- Vendor space on N. Wayne Avenue during the event

BRONZE SPONSOR \$500

- Company name listed on promotional posters
- 1 (1'x1.5') sign with name and logo placed near festival activities
- 5 complimentary ride and game wristbands
- Post event recognition and thank you in Wayne Business Association newsletter (currently over 200 members)
- Vendor space on N. Wayne Avenue during the event

Make checks payable to: Wayne Business Association
Attn: Radnor Fall Festival, PO Box 50, Wayne, PA 19087

Please include current contact name, address, phone, e-mail and logo.
We will send a receipt via email.



THURSDAY, OCTOBER 24, 2019
NORTH WAYNE AVENUE

What started as part of the Wayne Open Late program has evolved into its own main event! Join our participating merchants and vendors for some Halloween trick or treating, cider + candy, family fun, and, of course, Halloween promotions.

Contact WBA at 610.687.7698 or info@waynebusiness.com for more information.

COMMUNITY SPONSOR \$500

- Corporate logo featured on event posters displayed in community
- Logo ad on the WBA website, www.waynebusiness.com, Instagram, and Facebook page
- Name and logo recognition featured on promotional materials for event
- Post event recognition and thank you in Wayne Business Association newsletter

Make checks payable to: Wayne Business Association,
Attn: Wayne Trick or Treat, PO Box 50, Wayne, PA 19087

Please include current contact name, address, phone, e-mail and logo.
We will send a receipt via email.



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
TRU connect
610.995.9000

Gloria Clawson
Kids 'N Kribs
610.687.5437

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

Clare Girton
BHHS Fox & Roach, Realtors®
610.322.8047

Dr. Jenn Hartmann
Strafford Chiropractic
and Healing Center
610.293.1660

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

HOW TO GET THE MOST OUT OF YOUR WBA MEMBERSHIP!

You are a member, now meet some other members and build your business!

For 80 years the WBA has been connecting businesses in the Wayne area. We know from this history that when you are a member of our Association or any other, you get out of it what you put into it! We have monthly member meetings that we encourage everyone to attend in order to take advantage of meeting other members, building your business, and connecting with what is happening where you do business.

Our meetings are not high pressure networking, so they give you an opportunity to get more comfortable with interacting with others and perfecting your 30 second introduction! And keep this in mind: Networking is the most prevalent and cost effective way for small and home businesses to attract new and repeat sales. Networking and "word of mouth" advertising together are 7x more likely to bring in business than all forms of traditional advertising and direct mail combined.

Here are a few tips for making the best of networking... we hope to see you at our next meeting.

Follow on the home page of our website and on the back page of this newsletter to see where the next meetings will be.

1. **Go to meetings as often as possible and work on one or two committees.** Your goal: to be the first person everyone remembers and suggests when others ask, "Do you know anyone who..."
2. **Have a clear understanding of what you do and why, for whom, and what makes your doing it special** or different from others doing the same thing. In order to get referrals, you must first have a clear understanding of what you do that you can easily articulate to others.
3. **Ask open-ended questions in networking conversations.** This means questions that ask who, what, where, when, and how as opposed to those that can be answered with a simple yes or no. This form of questioning opens up the discussion and shows listeners that you are interested in them.
4. **Focus on what you can do for others.** One of the most powerful and genuine ways that you can network is by being a connector. Focus on how you can add value to others. Facilitating connections for others without benefitting yourself gives you great business karma and those that you helped will likely return the favor.
5. **Following up.** It's not about just forging a relationship, it's about fostering it. The best networkers succeed at it by following up with people. They add value in their follow-ups. Whether it is introducing them to a new contact, sharing relevant articles, being a shoulder to cry on, or sharing pitfalls and inspirational moments, they keep in touch with people. They take the relationship to the next step.



NEW MEMBERS

VISIT WWW.WAYNEBUSINESS.COM FOR COMPLETE MEMBERSHIP LISTING

Ansa Assuncao Law
Ryan Corkery
1600 John F. Kennedy Boulevard,
Suite 900, Philadelphia
267.528.0733

Edward Jones
Jake Szulinski
676 E. Swedesford Road, Suite 165, Wayne
484.580.8567

Kitchen Kapers
Rick Kratchman
126 E. Lancaster Avenue, Wayne
610.964.0855

**Berkshire Hathaway HomeServices
Fox & Roach**
Danielle O'Connor
1149 W. Lancaster Avenue, Suite 6, Rosemont
610.551.3467

First Resource Bank
John Durso
321 W. Lancaster Avenue, Wayne
610.561.6032

Medi-Weight Loss Clinics
901 Lancaster Avenue, Berwyn
610.251.2525

Sheila Brennan, Divorce Coach
175 Strafford Avenue, Suite 1, Wayne
484.254.4148

Kids' Clubhouse
Angela Bruno
150 N. Radnor Chester Road,
Suite F130, Radnor
484.272.2582

The Simple Greek
Justin Sherrock
313 E. Lancaster Avenue, Wayne
484.580.8400

NEW RADNOR BUSINESSES - RADNOR TOWNSHIP DESIGN REVIEW BOARD

UPDATES:
7-Eleven
(formerly A Plus Market)
301 E. Lancaster Avenue,
Wayne

**Spike's Trophies (formerly
Main Line Trophies)**
835 Conestoga Avenue,
Bryn Mawr

HipCityVeg
232 N. Radnor Chester Road,
Radnor

Sky Tae Kwon Do Martial Arts
530 W. Lancaster Avenue,
Wayne

**Fine Wine & Good Spirits
(new location)**
127 W. Lancaster Avenue,
Wayne

NEW BUSINESSES:
**Bodega by
La Cabra Brewing**
810 Glenbrook Avenue,
Bryn Mawr

**Kids' Clubhouse of the
Main Line**
150 N. Radnor Chester Road,
Suite F130, Radnor

Sola Salon Studios
220 Sugartown Road, Wayne

**Radnor Capital Management
(new location)**
38 W. Avenue, Wayne

The Emerson Group
409, 411, 413 E. Lancaster
Avenue (combined office
building), Wayne

Lovebird
1084 E. Lancaster Avenue,
Bryn Mawr

**Tax and Forensic
Accounting Solutions**
110 W. Lancaster Avenue,
Wayne

**Radnor Family Practice -
IM/Health (new building)**
372 W. Lancaster Avenue,
Wayne

First Resource Bank
321 W. Lancaster Avenue,
Wayne

Razrbar
201 E. Lancaster Avenue,
Wayne

Work at CoLAB, LLC
895 Glenbrook Avenue,
Bryn Mawr

The Simple Greek
313 E. Lancaster Avenue,
Wayne

COMING SOON

Christmas IN WAYNE

WAYNE HOLIDAY TREE LIGHTING SPONSORSHIP LEVELS AND BENEFITS

waynechristmas.com

PRESENTING SPONSOR \$7,500

- 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
- 2 featured social media posts prior to event
- Prominent name and logo recognition featured on all promotional materials for event including press releases, event letterhead, social media, advertisements, and posters
- Post event recognition and thank you in Wayne Business Association newsletter (currently over 200 members)

LIGHT DISPLAY SPONSOR \$5,000

- Sponsor light display for the horse drawn carriage ride area
- Promotional 10 x 10 tent with tables
- Name and logo recognition featured on all promotional materials for event including press releases, event letterhead, social media, advertisements, and posters
- Post event recognition and thank you in Wayne Business Association newsletter (currently over 200 members)

HORSE CARRIAGE RIDE SPONSOR \$1,000

- Sponsor a horse drawn carriage ride
- Logo will be displayed on back of 1 carriage
- 2'x3' sign with logo displayed at ride pick up line
- Corporate logo featured on event posters displayed in community
- Name and logo recognition featured on promotional posters and social media for the event
- Post event recognition and thank you in Wayne Business Association newsletter (currently over 200 members)

5 sponsorships available

COMMUNITY SPONSOR \$500

- Company name listed on promotional social media, advertisements, and posters for the event
- Post event recognition and thank you in Wayne Business Association newsletter (currently over 200 members)

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.

Christmas
IN WAYNE
DECEMBER
6-7, 2019

PLAN FOR 2019
RESERVE YOUR
SPONSORSHIP NOW

AROUND TOWN

WAYNE MUSIC FESTIVAL - SATURDAY, JUNE 8, 2019

Mother Nature delivered beautiful weather as thousands gathered for another successful year at the Wayne Music Festival. Festival-goers also enjoyed food and drink from dozens of restaurants and vendors.

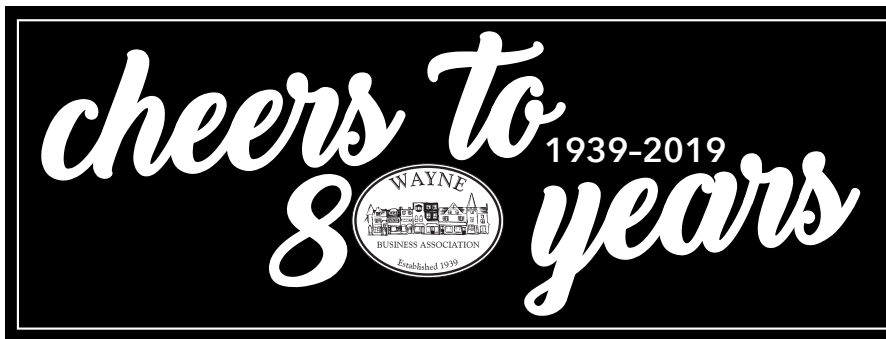
A big thank you to the dozen bands and musicians who performed on three different stages. And a bigger thank you to the many volunteers who make the festival possible.

This year we are also proud to announce that we raised a significant amount of money for Children's Hospital of Philadelphia and Cure SMA. Thank you to all who attended and donated. We'll see you next year!



Photos courtesy of Ron Adelberg Photography

MEMBER HAPPENINGS



ANNUAL APRIL MEETING AND AWARDS PRESENTATION - APRIL 25, 2019

Thank you to everyone who attended our 80th Anniversary event! It was so fun to see the past presidents interacting with brand new members! The history shared and the realization that we continue our mission in the same spirit of the founders is extremely rewarding for the WBA Board of Directors!

Congratulations to our Ben Wilson Award Winner Doug Blazey. A long-time member and President of the Wayne Rotary, he exemplifies the spirit of the award and its namesake. The Ben Wilson Award is presented annually to a resident with exemplary volunteer service to the Radnor community. The award comes with \$500 to be donated to the charity of the recipient's choice. Thank you to Bryn Mawr Trust for continuing their sponsorship of this award.

Our second annual award is the Lawrence T. Adelberger award given to a WBA member for exemplary volunteer service for the Wayne Business Association and its membership. The 2019 recipient is Gloria Clawson, owner of Kids N' Kribs in Wayne. Gloria came to town as a business owner in 2016 and jumped right in - getting involved in the business community and the WBA. She has organized many merchant-centered events that have brought thousands to Wayne.



2019 Adelberger Award winner Gloria Clawson with 2018 Award winner Carol L. Jane



Molly and Chris Todd and Deanna Doane with 2019 Ben Wilson Award Winner Douglas R. Blazey and his wife Julianna Zekan. Mr. Blazey chose the Rotary Club of Wayne Foundation to be the beneficiary of the \$500 honorarium from Bryn Mawr Trust.

Photo credit: Lisa Florio Photography

DAY SPA BY ZSUZSANNA - 15 YEAR ANNIVERSARY

Congratulations to Zsuzsanna Byer and her team at Day Spa by Zsuzsanna.

They just celebrated 15 years in business in Wayne. The spa is an award-winning day spa offering medical esthetic services, facials, body treatments, massage therapy, infra red sauna and permanent make up. Make an appointment with one of their highly trained staff for your next spa service.

Day Spa by Zsuzsanna is located at 241 Conestoga Road, Wayne, 610.688.3969.



WBA MONTHLY MEMBER MEETINGS

Attending the monthly meetings is a great way to utilize being a member - meet other members, network to build your business, and hear about what is happening in town. They are ALWAYS the 3rd Thursday of the month except December.

A big THANK YOU to this year's hosts: Radnor Memorial Library, Ivory Tree Portraits, Actors Lab, Day Spa by Zsuzsanna, Integrity Eye Associates, and Sun Federal Credit Union.

More information about our member meetings can be found on the back cover of this newsletter and by checking out the WBA website or Facebook page.



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!

TRADITIONALLY CURRENT

TOWNSHIP BEAUTIFICATION UPDATE

The WBA has been meeting with the township for just about three years now to discuss ways to beautify the Wayne Business Overlay District (WBOD). Tree replacement, repaved parking lots, landscaped street corners, consistent street sweeping, and overall upkeep of the WBOD have all been our main points.

We are happy to report great progress has been made in the last month. The BOC has approved a loan to cover not only our requests, but many other capital improvements throughout the township. The Commissioners from all wards were supportive of improvements requested by the WBA. At this time we are happy to have the corners in the center of town and at Louella cleaned and landscaped and the other projects in advanced planning.

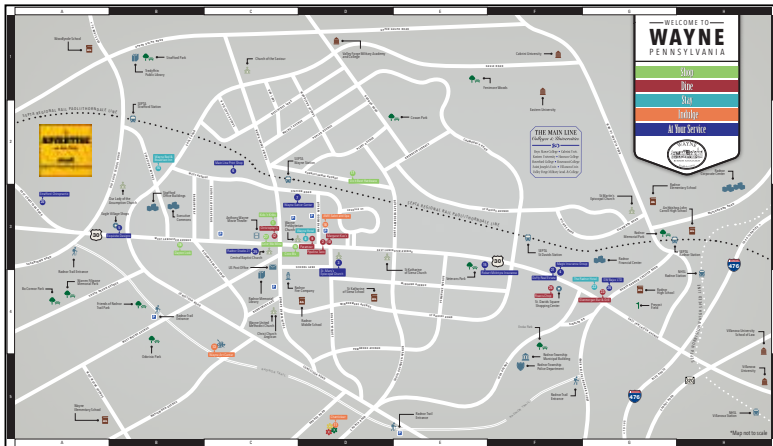
We greatly appreciate the members of the WBA who came to the Radnor Board of Commissioners meetings over the last few months to voice their support for the plans. As things start to get underway, we will keep you updated through emails and our Facebook page.

Please send any questions regarding this to info@waynebusiness.com.

2019 MAPS WILL BE AVAILABLE SOON!

The new maps are in production. Keep an eye out for an announcement from the WBA! Maps will be available at the Main Line Print Shop: 25 West Avenue, Wayne, PA 19087.

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



WBA JOB POSTING BOARD - POST YOUR JOB OPENINGS ON OUR WEBSITE

We had been hearing about the need to find employees from our members so we created another space to find out about local job opportunities. As a member of the WBA, you will be able to log in to your profile and post a job to our job board. We will continue to promote this in the local press and to alert the community of the option of finding job openings in Wayne. For directions for job posting and if you need access to your profile, please contact support@waynebusiness.com.

To view current job postings, please visit waynebusiness.com/jobopportunity.aspx



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)

Please also share links, graphics, and any additional information and we will share on our social media.
Email support@waynebusiness.com

VOLUNTEERS NEEDED!

Volunteers are always needed at the WBA tent at any upcoming events. Contact Chris Todd at ctodd647@gmail.com if you would like to get more involved.

STAY INFORMED

PARKING IN WAYNE

Kiosk Smart Cards are available at the township building – 301 Iven Avenue, Wayne – for \$190 for a half year (\$750 worth of parking).

Smart Cards are available to those who live and work in the Wayne Business Overlay District (WBOD) and can only be used in the satellite lots.

Satellite kiosk lots are located on South Wayne Avenue, Bellevue Avenue, and Waynewood Avenue.

Please remember to bring your driver's license or paystub as these are only available to those who live and work in the WBOD.



GET YOUR WAYNE T-SHIRTS AND HATS!

Looking for the gift that keeps on giving? Wayne apparel is here and in stock! Wear it year round or to your favorite Wayne events?

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



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.

top right: At the Table BYOB

bottom right: Christopher's A Neighborhood Place



WHEN IN WAYNE



SAVE THE DATES

Membership Meetings | Third Thursday of each Month

**AUG
15**

Radnor Studio 21
110 Lancaster Avenue,
Suite #210
5:30 PM



**SEP
19**

Ellie Boutique
5:30 PM

**OCT
17**

Restore Cryosauna
and Chiropractic
5:30 PM

**NOV
21**

Sports Legends of
Delaware County
Museum
7:30 AM

**DEC
6**

Christmas
IN WAYNE

**JAN
16**

Radnor Township
Building
TBA

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

Summer 2019