



LBPA TODAY

Information Update for Lansdowne Business and Professional Association Members

October Meeting Wrap-up

This breakfast meeting — which was first of a four-part series on technology issues — was a smashing success. During an animated presentation by Jennifer Hoff, the many members and guests in attendance learned some very useful tips for using the Internet as a source of business information, tools and leads.

Our goal of being more inclusive and reaching out to the local business community is working. There were plenty of new faces present, resulting in a number of opportunities to do business with each other.

In addition to the presentation, everyone enjoyed a delicious array of breakfast treats and beverages, provided by the new coffee shop on Madison Avenue, Rush Hour Express.

Member News in Brief

WPHT's Jeff Katz to Speak at March LBPA Meeting

Weeknight talk show host Jeff Katz of WPHT-AM 1210 will be the featured guest at the March 16 breakfast meeting of the LBPA. Jeff will speak about the growth of smaller suburban towns and offer his unique perspective on our borough. Be sure to mark this special event on your calendar now!

LBPA Holiday Party Set For December 12

Join your neighbors and business associates at the annual LBPA Holiday Party and Meeting! This year's event will be held at Central Park Restaurant. Please bring a guest — the more, the merrier! Here's the details:

- What:** 2003 Annual LBPA Holiday Party
- Where:** Central Park Restaurant, (upstairs banquet room), 650 Baltimore Pike, Springfield, PA
- Cost:** \$26 per person, plus a cash bar.
Last-minute cancellations and no-shows will be invoiced
- Menu:** Hors d'Oeuvres, Tossed garden salad, Choice of entree (Chicken Marsala, Fettuccini Alfredo w/ Chicken, Grilled chicken in a creamy parmesan cheese sauce, Broiled flounder), Dessert, Coffee/Tea/Soda

Reservations must be received by noon on Dec 10. Last minute arrivals are welcome; however a substitute menu selection may be offered. Call 610-623-2091 for details or to reserve your seat. Hope to see you there!

Next Meeting: Wrapping up the Year — Financially

What: November LBPA Meeting

When: Monday, November 17, 2003

6:30 p.m. — Meet & Greet

7:00 p.m. — Dinner

7:45 p.m.— Program and Q&A Session

Where: Donovan's
615 MacDade Boulevard
Collingdale, PA

Cost: \$16 per person; cash bar

Menu: House Salad, Choice of Entree (Chicken Picante, Broiled Flounder, Filet Tips), Baked Potato, String Beans, Cheesecake, Iced Tea, Soda, Coffee and Tea

RSVP: Reservations must be made by noon on Friday, November 14. Last minute arrivals are welcome; however a substitute menu selection may be offered. Last-minute cancellations and no-shows will be invoiced. To RSVP or for more information, please call 610-623-2091.

Your LBPA Officers

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*"It's not your salary that makes you rich,
it's your spending habits."*

— Charles A. Jaffe

Member Spotlight: Atons Medical Supply

Although Atons Medical Supply is a relatively new business, having been open on Lansdowne Avenue for about six months, owner and president Angie Udo-Inyang is no new-comer to medical supplies. Prior to opening her business, Angie got plenty of experience from her family's medical supply business in New York.

"From working so closely with the medical supply industry, I realized that there was a huge and growing market for medical supplies," she says. "With the baby boomers getting older and living so much longer, there's an increased demand for a lot of the supplies we offer."

Some of the most popular supplies offered by Atons Medical Supply include walkers, canes and wheelchairs; cold and heat therapy and treatment supplies; and exercise balls and physical therapy needs.

Although Atons Medical Supply occupies a handsome storefront on North Lansdowne Avenue, much of the business comes from referrals, according to Angie. She does most of the company's sales calls, visiting doctors and hospitals to inform them of the business. However, Angie hopes that as word spreads, the number of walk-up customers will increase.

Many of the products available from Atons Medical Supply are reimburse-able through Medicare and Medicaid, and Angie is working to also accept coverage through some major health insurance carriers as well.

Atons Medical is open from 9 a.m. to 5 p.m. on Monday through Friday. Limited Saturday hours are also available;



Atons Medical Supply sells walkers, wheelchairs, exercise and physical therapy equipment, and more.

however, please call in advance to confirm that the store will be open..

Angie is extremely pleased with her business so far, and excited to be a part of the local business community. "This is a great town, and we're happy to be here," she says. "We hope to work closely with the Lansdowne community of businesses and residents, and can be of great service for any of their medical supply needs.

Atons Medical Supply is located at 8 North Lansdowne Avenue. For more information, please call 610-622-7707.

County Renaissance Program Moves Forward

The Delaware County Renaissance Program is building momentum. Following up on the year-long regional planning effort, the Delaware County Council recently approved two grants for Lansdowne and the five other communities partnering with the Borough.

The first grant will bring an experienced economic development professional to the Baltimore Avenue Corridor. This key staff person will lead efforts to revitalize the business districts of each community along the Corridor (including Lansdowne) from Clifton Heights to the Philadelphia city line. The county has allocated

\$150,000 for this two-year program. The "Economic Development Specialist" will be an employee of the County Commerce Center, but is expected to spend significant time working in the targeted communities. By creating this important position, the County, Lansdowne and its partner communities expect new energy will be focused on retaining and creating businesses in this important retail and commercial artery of eastern Delaware County.

Funds from the second grant will help get vacant and abandoned properties back on the tax rolls. The \$75,000 program, which is being coordinated

by the Community Action Agency of Delaware County (CAADC), will target abandoned properties for acquisition, renovation and resale. All communities participating in the renaissance program have identified vacant properties as a growing problem. Working with the CAADC, Lansdowne and its partners plan to address the situation.

A new round of funding for the Renaissance grant program is expected to begin soon, and Lansdowne and its partner communities expect to be involved once again. Look for more news on the Renaissance program in future editions!