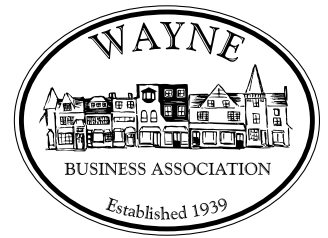


2021

BUSINESS ASSOCIATION *of the Year*  Bellevue County Chamber of Commerce
Prize Business Award



WAYNE

BUSINESS ASSOCIATION

CONNECTING COMMERCE WITH COMMUNITY IN WAYNE FOR OVER 80 YEARS


FALL 2021

SHOP, DINE AND CELEBRATE THE SEASON IN WAYNE



(sponsors current as of publication time)

Wayne Business Association's *Christmas* IN WAYNE

presented by  Ambler Counseling Center

FRIDAY, DECEMBER 3

Santa's Arrival & Tree Lighting
5:30pm - 7:30pm

SATURDAY, DECEMBER 4

Radnor Memorial Library's
Elves for the Shelves 5K and Fun Run @ 8:00am
Christmas Parade @ 10:00am

SUNDAY, DECEMBER 5

Radnor Historical Society Christmas
at the Finley House @ 5:30pm



SPONSORSHIPS ARE FILLING UP FAST! RESERVE YOUR SPOT BEFORE IT'S TOO LATE!

FREE PARKING SATURDAYS

Starting Saturday, November 27



Every Saturday in December • Sundays Always

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

FROM THE PRESIDENT

Hello Members and Friends of the WBA,

Are we actually just weeks away from Thanksgiving and the holiday season? Time sure flies when we are busy, doesn't it? And I would say we sure have been busy in Wayne this fall!

We are proud that we had one heck of a Fall Festival in September! Thank you to our volunteers, vendors and sponsors who made it possible. A special shout out to Ricky Foster and his team from Public Works for providing help throughout the day. It was so gratifying to see our business owners and organizations interacting with the members of the community. Sunshine and smiles were abundant! If you want to be a part of this event next year, mark your calendar to sign up in June 2022 to secure your space and sponsorship!

The Wayne Picnic Grove tent continued to provide a space for meetings, parties, celebrations, musical performances, and dining. We are so glad we were able to have it up through October. Thank you to our sponsors, the Township, and the Board of Commissioners for their support.

As we move towards the New Year, we say goodbye to two-term (plus an extra pandemic year) Board Member Scott Reidenbach. Scott leads the law firm of Reidenbach & Associates, LLC. and we were ever grateful for his counsel over the years. We did not have to go too far to fill his spot on the board, as we are happy to welcome Laura Tobey, of Reidenbach & Associates, LLC. Laura is a long-time member of the WBA and a great volunteer, already taking the assignment of managing the monthly member meetings! Get to know all of our board members - listed to the right - they are here to be of support to our membership.

We are excited to have our Christmas in Wayne weekend back to our traditional style with Friday night Tree Lighting, carriage rides, and Santa's arrival followed by the Radnor Memorial Library's Elves for the Shelves 5k and Fun Run, Santa Parade, and pictures on Saturday on the veranda of the Wayne Hotel and Rosalie on Saturday morning. There is still time to reserve a sponsorship to get your business name in front of thousands from the local community. Reach out to us for more information. We look forward to seeing everyone to kick off the Christmas season.

We are truly thankful for the fact that Wayne is back to business and that we have new businesses opening and existing businesses thriving. Thank you to all of our member businesses and organizations for supporting each other during a difficult time. Here's to more success in the New Year.



Deanna Doane
Click Canyon Digital Marketing Agency
Wayne Business Association - President
484.744.3337

#LIFEINTHE19087 IS SPECIAL!

WELCOME NEW MEMBERS

Ab-ulous Boutique

Abbey Kerestes
226 West Wayne Avenue, Wayne
570.817.2433

Academy of Notre Dame de Namur

560 Sproul Road, Villanova
610.687.0650

Ambler Counseling Center, LLC

Kellie Brenton
121 North Wayne Avenue, Wayne
267.664.0734

Frames & Flames

Jacqueline C. Spain & Rebecca M. Collins
West Chester, PA
www.instagram.com/frames_and_flames

Grace's Organic Pet Food

Cierra Zswed
61 Homestead Road, Wayne
561.312.5111

VISIT WWW.WAYNEBUSINESS.COM FOR COMPLETE MEMBERSHIP LISTING

HipCityVeg

Aviva Goldfarb
232 North Radnor Chester Road, Radnor
610.601.8484

HJ Boutique

106 East Lancaster Avenue, Wayne
610.688.3438

Orange Theory

Cory Vassalo
821 Lancaster Avenue, Wayne
267.229.5821

Ridge Point Financial Partners

Jeremy Heller
150 North Radnor Chester Road,
Suite F 200, Radnor
610.825.4909

Sky Martial Arts

Daewon Yang
530 West Lancaster Avenue, Wayne
484.367.7127

State Representative Jennifer O'Mara

165th District, Delaware County
905 West Sproul Road, Suite 203,
Springfield
610.544.9878

Wild Birds Unlimited

Heather Peterson
371B West Lancaster Avenue, Wayne
610.293.0145

Write Away

Tiffany Joyner
205 East Lancaster Avenue, Wayne
215.272.1440

RADNOR TOWNSHIP DESIGN REVIEW BOARD

NEW BUSINESSES

La Cabra Brewing Smokehouse
810 Glenbrook Avenue,
Bryn Mawr

Penn Podiatry Main Line

528 East Lancaster Avenue, Suite 100,
Radnor

Wardrobe

107 East Lancaster Avenue, Wayne

UPDATED BUSINESSES

WSFS Bank (formerly Bryn Mawr Trust)
330 East Lancaster Avenue, Wayne

YOUR WBA BOARD

PRESIDENT

Deanna Doane
Click Canyon
484.744.3337

VICE PRESIDENT

Mike Libert
Main Line Print Shop
610.688.7782

SECRETARY

Clare Girton
Keller Williams
610.322.8047

TREASURER

Nelson Dayton
Dayton Lock Co.
610.688.9188

BOARD OF DIRECTORS

Gregory Basile
Keller Williams
610.995.9000

Nancy Campbell
Wayne Art Center
610.688.3553

Andy Dickerson
Teresa's Café and Next Door Bar
610.293.9909

Frank Grabuski
Radnor Wealth Advisors, LLC
610.601.4942

Ken Kearns
118 North/Cadence Advisors
610.639.1302

Joan M. Menige
Healthy Food Specialist/
Culinary Instructor
610.687.9153

Jamie Schrotberger
Spread Bagelry
484.279.0022

Reed Taylor
Community Advocate
610.574.6564

Laura M. Tobey, Esq.
Reidenbach & Associates, LLC
610.572.7075

Chris Todd
Christopher's Restaurant
610.687.6558

OUR MOST POPULAR EVENT OF THE YEAR - BECOME A SPONSOR TODAY!

Wayne Business Association's Christmas IN WAYNE

Wayne Holiday Tree Lighting
Sponsorship Levels
and Benefits

waynechristmas.com

TITLE SPONSOR \$4,000 1 AVAILABLE

- Sponsor name incorporated into event name - The Wayne Business Association, "Christmas in Wayne" Presented by _____
- Title listing on Christmas in Wayne website (waynechristmas.com)
- Sponsor name featured on event program under Featured Events
- One-year membership
- 2 free tickets prior to the event
- Logo and name recognition to promote your business exclusively during the event
- Logo and name recognition featured on all promotional materials for the event including press releases, social media, advertisements, and posters
- Post-event recognition and thank you in Wayne Business Association newsletter, email, website, and social media

SOLD

Ambler Counseling
Center

HORSE CARRIAGE RIDE SPONSOR \$1,500 5 AVAILABLE

- Sponsor a horse-drawn carriage ride
- Logo will be displayed on the back of 1 carriage
- Listing on Christmas in Wayne website with link
- Name and logo recognition featured on promotional posters and social media for the event
- Specific social media posts highlighting Carriage sponsorship
- Post-event recognition and thank you in Wayne Business Association newsletter, email, website and social media

COMMUNITY SPONSOR \$500 UNLIMITED AVAILABLE

- Name and logo recognition featured on promotional posters, digital ads and social media for the event
- Post-event recognition and thank you in Wayne Business Association newsletter, email, website and social media

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.

WE CAN'T WAIT TO CELEBRATE WITH YOU
CHRISTMAS IN WAYNE 2021
DECEMBER 3-5, 2021

SMALL BUSINESS SATURDAY IS SATURDAY, NOVEMBER 27

Come out to Wayne on Saturday, November 27th to kick off your holiday shopping. We are excited to be neighborhood champions again this year! We have SWAG to share with our businesses. If you are interested, contact: support@waynebusiness.com and we can get you what you need.

That day starts our FREE parking Saturdays for the holiday season. Please make sure to tell your customers.



RADNOR LIBRARY ELVES FOR THE SHELVES

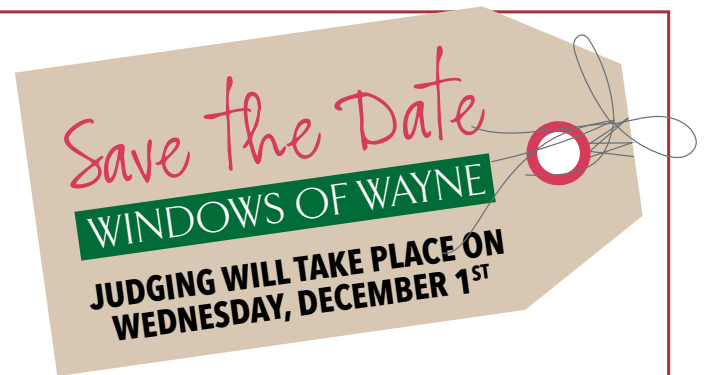
Registration is now open to participate in Radnor Memorial Library's Elves for the Shelves event!



This two-week virtual Move-A-Thon culminates in an official 5K and Fun Run on December 4th. This year's event invites library supporters of all ages (furry friends too!) to run, walk or bike to show their support for the library!

As a participant, you can record your runs, walks or rides online between November 20th and December 4th to be entered to win prizes. You can also choose to participate in our 5K or Fun Run. More information on how to track your mileage and exact race day details will be made available closer to the event.

For more information and to register go to radnorlibrary.org/elves-for-the-shelves-2021.



- BEST OVERALL**
- MOST UNIQUE**
- THEME INTERPRETATION**
- BEST USE OF LIGHT**
- BEST USE OF**
- MERCHANDISE/PRODUCTS**
- MOST HOLIDAY SPIRIT**

OUR BEST OVERALL PRIZE THIS YEAR WILL BE
A 1 YEAR MEMBERSHIP IN THE WBA (VALUE OF \$185)

IN REVIEW

RADNOR FALL FESTIVAL



THANK YOU 2021 SPONSORS, VENDORS, VOLUNTEERS, AND ATTENDEES!



presenting sponsor



Northpoint 360 • Berwyn Lawnmower • 118 North • Clare Girtton - KW Devon Wayne • Click Canyon Digital Marketing • Christopher's A Neighborhood Place • Main Line Print Shop

WAYNE TRICK OR TREAT



IN REVIEW

WBA MEMBERSHIP MEETINGS – GET THE MOST OUT OF YOUR MEMBERSHIP EVERY MONTH!

Our membership meetings are back and we are so excited to be seeing everyone in person again.

In August, we networked while enjoying treats from the new Mad Anthony Wayne Café, conveniently located in the Wayne Train Station. September brought our last Happy Hour at the Wayne Picnic Grove.

For October, we gathered at The Willows for a very informative breakfast panel discussion on Getting Back to Business Post-Pandemic with Rick Davis of Magis Insurance Group, LLC, Tom Saris of Brinker, Simpson & Company CPAs, and Neil Hilkert of Reidenbach & Associates, LLC. See page 10 for the fantastic tips on being prepared to move forward post-pandemic.

2022 meetings are being planned now! Follow our social media and community calendar for the details. Do you have a question about how to get more out of your WBA membership? Reach out to support@waynebusiness.com.



From left to right: Carol Jane (Neighborhood League Shops), Sharon Sharpe (First Resource Bank), and Kristen Kearns (118 North and Keller Williams, Devon Wayne) at the September member meeting; Clare Girton, Secretary of the WBA Board (Keller Williams, Devon Wayne) visits with Will Nord, Executive Director of the Willows Park Preserve at our October meeting; Neil Hilkert (Reidenbach & Associates, LLC), Rick Davis (Owner, Magis Insurance Group, LLC), Deanna Doane, WBA President, and Tom Saris, (Manager Accounting and Advisory, Brinker, Simpson & Company CPAs) prepare to lead a panel discussion at our October meeting.

WAYNE SAYS "FAREWELL" TO THE PICNIC GROVE

What started as a place to help our restaurants continue to do business, the Wayne Picnic Grove quickly became the place to do anything in Wayne, including hosting various community groups, luncheons, fundraisers, holiday activities, happy hours, business meetings, and more. While we are sad to see the tent come down, we are excited to see everyone filling our restaurants and shops. It also means that we will have more parking spots available just in time for your holiday shopping needs!

Thanks to Radnor Township, the WBA membership, and our sponsors we were able to have the tent up to provide the Wayne Business Overlay District with a place to do business, mingle, and network safely.





HAPPY RETIREMENT: D'AMICANTONIO'S SHOES

You will be missed!

Lou and Bob D'Amicantonio will finally have a Saturday off.

After more than 45 years selling and repairing shoes on the Main Line, the brothers took the difficult step of announcing they were closing their third-generation shoe store.

The store has been a staple of Wayne since 1932 when their grandfather Angelo opened a shoe repair shop in the Lyceum Hall building at the corner of North Wayne and Lancaster avenues. It was the height of the Depression and he was one of six shoe repair shops in town.

The Angelo D'Amicantonio & Son is a throwback to a time when customer service, quality and fair prices could compete with the mall or now the internet.

"We were going six days a week, no vacations, it's just tough," Bob said as he took a minute to speak with a reporter between the many customers who had been stopping in to congratulate them and find one last pair of Sebago Classics. "I'm 65, my brother is 69. We need to cash out and spend some money."

The brothers have been amazed at the response their closing has gotten.

"We came in that Sunday put out that sign in the window and on Monday I couldn't believe it, all hell broke loose," Bob said.

Despite being in a small community they've always kept their prices competitive and customer service top notch. They've sold shoes and repairs from everybody on the Main Line from Hope Scott to the cop on the beat.

Their family is an American success story. Their grandfather Angelo learned the craft as a teen in Naples, then emigrated from the Province of Campobasso Italy in 1912. He worked in a shoe factory in New York City, then Scranton and Bristol before making it to Wayne just before the start of World War I in which he served and was injured in France. Following the war he returned to work in the small shoe store on South Wayne Avenue for Robert McCraig, taking a break only to return to Italy where he married his bride, Nazzarena.

According to family lore, in 1932, the height of the Depression when McCraig took "the gas pipe" one morning above his store and it was Angelo who found him. It was then the young D'Amicantonio decided to open a shoe repair store in Lyceum Hall.

The family business brought young Phil – Bob and Lou's father – into the store starting at a young age with a shoe shine stand. He continued to work there through school and graduated from Radnor High School in 1941. He served in World War II and was back in the shop a week after returning home.

In 1950 their lease in the Lyceum Hall, also known as Colonial building, expired and they bought the store where they are presently located, 157 W. Lancaster Ave., for \$10,000.

Lou and Bob entered the business in the mid-'70s when the shop was still mainly a shoe repair business. Lou was the one who suggested the business should expand the retail shoes business. He had been working for Thom McCan shoe stores as a college co-op and in 1974 brought that knowledge of retail to the family business while Bob went to Pierce Junior College for accounting.

"I said, 'Hey if I can sell shoes (at Thom McCan), I can sell them in our own store,'" Lou recalled in a 2009 Oral History presented by The Radnor Historical Society.

During that interview Lou also recalled dealing with the old Main Line families.

"Mrs. Scott she would bring in stuff to get fixed that even paupers would throw out," Lou said. "She wanted it fixed and my dad fixed anything she wanted and I mean anything."

Lou also talked about how a local shop like theirs has the ability to bring out a variety of samples for a customer until the right one "clicks" something that many internet shoppers now realize requires many returns.

"A size ten is not always a ten, which is probably a good thing. Service is the kind of thing that keeps it going," Lou said,

Lou also recalled his fathers' annoyance when President Nixon visited town. He was excited to see him but one customer held him up and he missed the historic visit.

"Having a very patriotic family, my Dad and grandfather were dying to leave the store and run down and see Nixon in the center of Wayne, but according to my Dad, my Grandfather got tied up with some old biddy who kept coming in with her shoes for repair, she tied him up and he never got the chance to get down there. He was so mad," Lou said. "Dad brought that story up a million times, he was so mad she held him up over a pair of shoes."

The brothers aren't just businessmen in Radnor; they are residents of the community. Both graduated from Radnor High School and they are active with the Wayne Business Association, on Radnor Township boards and involved in the Main Line Chamber of Commerce.

A business profile with the Main Line Chamber of Commerce quoted the brothers as saying the best part of the business has been the relationships formed with families, some over four generations. They know 75 percent of them on a first-name basis.

One customer described it well.

"What's amazing, I'm here probably once a year and they know my name and where all my kids are," said David Boath, who was one of the many customers visiting this week. "He asks how's Max (my son) is doing out in Eugene. How does he know that, but he just knows. They must take notes in the back, because they just know."

"What is really important is remembering their shoe size and style," said Bob D'Amicantonio when asked about his ability to remember names.

"We treat people the way we would like to be treated; we have to count on repeat business. That is what our business has been about," the brothers said.



As for the possibility of someone in the family taking over the business, Bob never married. Lou has three sons but they had no interest in the business.

"The whole business climate has changed, they are my nephews but I wouldn't encourage them to come in," said Bob. "It's too hard the grind we went through, the hours."

"We're still going to be around town, I'm not leaving," he added. "It will be a lifestyle change maybe volunteer."

"I'm looking forward to being able to go to the Radnor Lower Merion game, finally," said Lou. "After 48 years, six days a week, it's time for a change of scenery."

"Time caught up with us, but there is no way a business coming in now would last 90 years," Bob said.

Article and Photos by Pete Bannan, Main Line Media News Oct. 31, 2021. Historical photo courtesy of D'Amicantonio's

MEMBER HAPPENINGS

30 YEAR ANNIVERSARY - A TASTE OF BRITAIN

Congratulations to our friends at A Taste of Britain on celebrating 30 years in business here in Wayne. This English tea room located in the Eagle Village Shops sells British groceries along with lovely salads, popular homemade soups (fresh pea with mint is a customer favorite), wonderful sandwiches, and English specialties. They still use traditional English recipes for their scones, pasties (Cornish and Cheese & Onion), sausage rolls, and shepherd's pies. If you haven't been, check them out for lunch or dinner and wish them a happy anniversary!

A Taste of Britain is located at 503 Lancaster Ave, Wayne.



13 YEAR ANNIVERSARY - TREDICI ITALIAN MARKET

Congratulations to Tredici Italian Market on their 13th anniversary in Wayne! Offering a wide selection of fine cheeses, cured meats, pastas, olive oils, antipasto items, sweets, prepared meals, sandwiches, and more, you can't go wrong with anything you get there. Our mouths are watering just thinking about it!

Tredici Italian Market is located at 185 Lancaster Avenue, Wayne.



2 YEAR ANNIVERSARY - FIRST RESOURCE BANK (WAYNE BRANCH)

We feel like it was just yesterday as we watched First Resource Bank break ground on their Wayne location. And now, we are celebrating their two year anniversary. From day one, First Resource Bank has been a strong presence in our small community. They have sponsored countless events and are always sure to attend everything. They have been a great addition to our town!

The Wayne branch of First Resource Bank is located at 321 West Lancaster Avenue, Wayne.



ANNIVERSARY/RIBBON CUTTINGS

We are happy to say **WE ARE BACK** to in person celebrating of milestones for our businesses. If you would like to have a ribbon cutting for your new business or celebrate an anniversary, please reach out to: support@waynebusiness.com.

WELCOME OUR NEW BUSINESSES!

We are heartened to see that new businesses are opening here in town. We are blessed with a strong and supportive community that routinely shop and dine locally that allows for our business to grow and prosper.

HJ BOUTIQUE

HJ Boutique, a curated, high-end fashion boutique featuring the latest trends and vintage clothing, shoes and accessories by luxury designers & brands, opened its doors on October 28. The boutique offers one-of-a-kind items that incorporate a fresh style with a heavy dose of glamour. Their goal is to offer superior service, make shopping easy, approachable and fun!

HJ Boutique is located at 503 West Lancaster Ave #6-A, Wayne.



NEST HOME DECOR

From basics to advanced design elements, Nest Home Decor's furniture has everything to transform your living space. Elements include wall decorations such as mirrors, to vases, candles, and seasonal decor. Stop in and see what else is on hand.

Nest Home Decor is located at 209 West Lancaster Avenue, Wayne.



WILD BIRDS UNLIMITED

Wild Birds Unlimited is locally owned and operated by folks living right here in the community. They're proud to provide the highest quality bird feeding products available anywhere... backed with expert advice to help you bring the joy of bird feeding into your backyard.

Wild Birds Unlimited is located at 371B W Lancaster Ave, Wayne inside the Strafford Shopping Center



COMING SOON: THE BLUE ELEPHANT RESTAURANT

Modern Asian Fusion restaurant offering Italian-Thai dishes with global influences from Japan and France complemented with a wide variety of sushi selection.

The Blue Elephant will be located at 110 North Wayne, Wayne in the former Matador space.



**NOV
18**
5:30- 7:00PM



Join us for happy hour and networking at our monthly
MEMBERSHIP MEETING



The Philadelphia Print Shop

106 E. Lancaster Avenue, Wayne 19087

RSVP to rsvp@waynebusiness.com • all are welcome • free to attend

We have heard from many of our member businesses that they have positions open!



As a member of the WBA your business can list your job openings on our website. Log in to your profile and you are able to list your job. Please reach out to support@waynebusiness.com if you need access to your business profile.

Please also, if you are not looking for help, but know of people looking for jobs, share that many of our Wayne Businesses are looking to hire good people!

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: Christine Shirley Designs
bottom: HJ Boutique



SMALL BUSINESS SATURDAY IS NOVEMBER 27

Visit support.waynebusiness.com
for a list of businesses that you can
support this holiday season!

SPONSORED BY
THE WAYNE BUSINESS ASSOCIATION

IN REVIEW

WBA SMALL BUSINESS PANEL ON HOW TO GET BACK TO BUSINESS POST PANDEMIC

by Rick Davis (Magis Insurance Group, LLC)



Neil Hilkert (Reidenbach & Associates, LLC), Rick Davis (Magis Insurance Group, LLC), and Tom Saris (Brinker, Simpson & Company CPAs) leading a panel discussion on how to get back to business post-pandemic.

Our goal during the panel was to give you some food for thought on some major areas that affect your businesses, with the hope that we can give you some ideas about how you can continue to move forward in an informed way for the benefit of owners, customers, and the community.

The past 20 months has turned life and our businesses on their head. Understanding the risks beyond the day-to-day running of the business requires some assessment and I want to share how to think about the risks as it relates to risk management and insurance.

Many of us...

- Navigated the closing and opening of operations and buildings. How and when do we do it, and what protocols are mandated or prudent to institute?
- Many had to assess if remote work options were feasible or not.
- We all had to review our technology capabilities, what we needed to acquire.
- We faced financial pressures if revenue changed abruptly and had to react.
- For some, that meant weight staffing changes and how to communicate those changes.
- Interpreted loan, grant, and tax credit programs that were as clear as mud... which affected our staffing decisions...

What many businesses didn't immediately realize was that they not only had most, if not all, of the same risks to their property and potential lawsuits, but some had actually increased.

- The spring and summer of 2020 saw decades-high vandalism from social justice demonstrations gone too far.
- Employees working from home spread out risks for potential workers comp claims and technology related exposures.
- All businesses were forced to understand potential cyber liability risks, even where traditionally "work from home" options didn't exist. Many business owners processed payroll from home, and communicated employee personal information with their benefit consultants that, if hacked, could be problematic.
- Staffing decisions and the assessment and communication around that exposed businesses to potential benefit miscommunications, payroll and tax errors, and even employment-related lawsuits, many of which small businesses don't have insurance to respond to.

Bottom line – for many, revenue was *down*, but risks *increased* in new & different ways. ***So what now? I thought it would be helpful to give you a few specific things to consider if you haven't already in assessing your risks and insurance programs:***

- Understand what policies are rated based on sales and/or payroll. WC is definitely based on payroll – adjust if needed. Some General Liability policies are rated based on sales. While these policies are audited at the end of the policy period, you are paying premium based on the estimates. In times like these, you don't necessarily want to wait until the end to get a refund or credit. You want to reduce the premium if you can.
- From a workers compensation standpoint, what are your employees now doing? There are inside and outside sales classifications – the rate for outside sales is much higher than inside or office staff because travel is anticipated. Adjustment may be in order.
- Where are your workers working? WC is different by state and you may need adjustments so that your policy responds properly if an employee is now working in FL, or NJ...
- Where is your company property? Where are you getting deliveries? You may need to adjust your locations to fully cover items where they are now.
- As staffing fluctuates, be sure you have standard procedures and clear documentation to lessen the chances of discrimination, wrongful termination allegations. Employment related lawsuits are climbing and, if you don't have employment practices liability, insurance, you'll have to defend these out-of-pocket.
- If you don't know what the security is on devices, networks, and connections your or your employees are using, YOU NEED TO.

If you or anyone in your organization is working remotely, if your accountant is corresponding via email, if you're updating your benefits consultant, you can be exposed. If there isn't a firewall, there should be or no one should be accessing any system with personal information of your employees, customers, vendors, etc. There are state privacy laws that require businesses to notify clients within a short period of time if there is a breach, offer them remedy of credit checks and ongoing monitoring. If you don't have cyber insurance, you'll have to pay that out of pocket. And if you have personal medical records, you can be fined per record breached.

Bottom line – if you haven't consulted with your IT consultant as to security, your attorney about potential exposures to lawsuits, or your insurance agent as to your policies, you should. You may discover you aren't covered as you once were, and you might need to spend more in some areas, **while you might be able to save \$\$\$** in other areas.

KEY TAKEAWAYS FROM TOM SARIS:

- Changes to the law at the very end of 2020 allowed businesses to claim both the Employee Retention Credit AND the PPP, as long as you don't use the same payroll expenses to claim eligibility for both programs.
- The eligibility for the ERC became easier, as you now only need to show a decline in quarterly sales of 20% from 2019, instead of the 50% decline previously required.
- These changes could potentially be VERY beneficial to small businesses who kept employees on through the pandemic, so it's worthwhile to consult your tax professional to see what your business qualifies for.

KEY TAKEAWAYS FROM NEIL HILKERT:

- Be prepared for commercial and residential real estate markets to return to more normal market conditions in the near future. Don't get caught thinking that the current market is going to last indefinitely, so plan accordingly.

SUPPORT LOCAL

STAY SOCIAL!

WHEN YOU POST TO SOCIAL MEDIA MAKE SURE TO INCLUDE #WAYNEPA AND #LIFEINTHE19087.

OUTDOOR DINING AND RETAIL SALES EXTENDED

On Monday, October 25, the Radnor Board of Commissioners voted to extend Resolution 2021-126 – further extending guidelines and policies for outdoor sales of food and merchandise of existing businesses in the Township during the Coronavirus Pandemic established under resolution 2020-61 through November 30, 2023. This extension means that within guidelines for safety, restaurants can continue to offer outdoor dining throughout the year with no restrictions on parking capacity and retail shops can offer sales in front of their stores on the sidewalks.

Should you require further clarification, please reach out to Ward 1 Commissioner, Jack Larkin, who represents the Wayne Business Overlay District.



KEEP YOUR INFORMATION UP TO DATE & STAY INFORMED!

Don't miss out on any important updates from the WBA. Please alert us if you have had any changes to your general contact information. You can even update your WBA listing online!

Contact support@waynebusiness.com with any questions or concerns.

DON'T FORGET TO STOP BY OUR BIG CHAIR!

We are so excited to have our extra large Adirondack Chair in its new home in Wayne. Delivered back in September, our new chair has been a popular spot for photo opportunities. A huge thank you to The Main Line Woodshop for building this for us!

Your new favorite spot to sit is located right on North Wayne Avenue next to RitzSmiles! Stop by, take your pic, and tag us @waynepabiz #waynepa. We can't wait to see you all sitting in that big chair.

A screenshot of the Wayne Business Association website. It features two columns: 'Featured Events' and 'Member Events'. A red circle with a black mouse cursor arrow points to the 'Member Events' section. Below the events, there is a section titled 'When in Wayne...' with several small images.

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 OR WANT TO SHARE ANY NEWS?

Your event or informational 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 at 157 W. Lancaster Avenue. Call ahead at 610.688.7530. (current members only)

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

SAVE THE DATES

Membership Meetings ARE BACK | Third Thursday of each Month

NOV
18

The Philadelphia Print Shop
106 E. Lancaster Avenue
5:30-7:00pm



RSVP to
rsvp@waynebusiness.com
all are welcome • free to attend
light refreshments served

DEC
3

Christmas
IN WAYNE

JAN
20

Pilates
& More

FEB
17

Ivory
Tree

MAR
17

Wayne
Vision

APR
21

Annual Meeting
Wayne Art Center

2022 Membership Meetings are being planned now!
Check the website for more events that will help you build your business.
Meetings and all events are subject to change.

SHOP LOCAL
SHOP MEMBERS

PO Box 50 | Wayne, PA 19087
Fall 2021
BUSINESS ASSOCIATION



Wayne Business Association
Member of County
of the Year
2021