

OCT. 7-13
2011

Volume 30
Number 34
215-238-1450

philadelphia
businessjournal
.com

\$3.50

PHILADELPHIA BUSINESS JOURNAL



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*Mini Trini
keeps on
truckin'.*
BizBites.
P9



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THIS WEEK



Life Sciences
The region's leaders in
advancing human health
are honored. **Inside**

Lending fund
Several banks retrench
after failing to gain
approval. **P6**



Art for life
Jill Markovitz teaches
children life skills along
with art. **P12**

THE LIST
Software
Software developers
are listed by number of
employees. **P14**

Contractors
The largest in the
Delaware Valley by billings
for local projects. **P16**

Tourist Attractions
Which ones are tops
according to 2010
attendance. **P19**



A rise in rental units

NATALIE KOSTELNI
STAFF WRITER

For the first time in more than a decade, developers are increasing the construction of new apartment complexes throughout the suburbs as they seek to capture growing demand for rental properties.

To seize upon the trend, develop-

ers are ferreting out land that can accommodate new apartment communities, taking land they once had slated for office buildings and rezoning them for apartment use, and switching condo projects to rental units.

In a bold move, BPG Properties Ltd. already has nearly 1,000 new apartments in the works. The pri-

CONSHOCKEN

Office submarket tightens.

P7

ately owned Philadelphia-based developer recently closed on buying 20 acres along the water front in

SEE **APARTMENTS**, P31

Harleysville eyes growth after Nationwide deal

JEFF BLUMENTHAL
STAFF WRITER

With Nationwide Mutual Insurance Co. now on its side, property and casualty insurer Harleysville Group has aggressive growth plans that include doubling the size of its premiums and local employment base.

Harleysville Group CEO Michael Browne, who engineered last week's agreement to sell the company to Nationwide for about \$1.63 billion, said the template for such a transaction was established 13 years ago. That's when Columbus, Ohio-based Nationwide acquired Des Moines, Iowa-based carrier Allied Insurance Co., giving Nationwide an entry into the independent agency market. Prior to that point, it had largely operated with captive agencies that sell solely Nationwide products.

Allied's independent agency business plat-

SEE **HARLEYSVILLE**, P30



Browne



Penn's Landing scene: The Liberty Belle paddle wheel boat shut down operations.

Ballast for the waterfront

PETER VAN ALLEN
STAFF WRITER

The Independence Seaport Museum has another new leader — and, it hopes, a more sustainable future.

The new CEO, John Brady, 59, has been a

fixture at the museum since 1995, running the boatbuilding workshop and acquiring a reputation as an expert in boat construction and restoration. He also served as interim CEO since the abrupt departure of the museum's

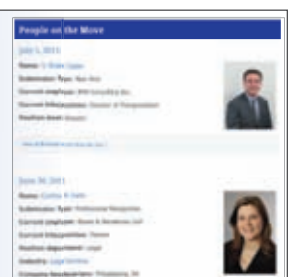
SEE **WATERFRONT**, P31



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'We can be much more influential than we think at affecting the outcome of things.'

Richard McKnight | guest columnist | Perspective on People **P17**



MEG KRAMER
STREETS SAFE DRIVING
ACADEMY
CEO FILE

'Change is the only constant in life.'



JEFF FUSCO

StreetSafe Driving Academy CEO Meg Kramer with her daughters, who inspired the concept.

PERSONAL INFORMATION

Name: Meg Kramer.
Age: 45.
Title: Founder and CEO.
Company: StreetSafe Driving Academy.
Type of company: Driver training company in Bryn Mawr.
Number of employees: 52.
Recent project: Opening the third StreetSafe office in Haddonfield, N.J.
Education: Franklin & Marshall College, BA in anthropology and art history (1988).
First job: Management Access Program at SmithKline Beecham.
Little-known fact about you: I always eat dessert, sometimes first.
Home: Wayne.

BUSINESS PHILOSOPHY

Essential business philosophy: Try it.
Best way to keep a competitive edge: Focus on providing the highest-quality service and always take the high road (not to make a pun).
Yardstick of success: When customers form a new, favorable image of driver training, understand how critical it is, and view it as a valuable service due to their experience with StreetSafe.
Goal yet to be achieved: Convert the current

negative image of driver training to that of a highly valued, extremely professional and necessary service.

JUDGMENT CALLS

Best decision: Ignoring those who said StreetSafe would never succeed.
Worst decision: Not going with my gut — multiple times.
Toughest decision: Scaling back the company's growth to rebuild its foundation.
Mentor: Roger Baker, vice president anti-infectives at SmithKline Beecham during my 10 years in the pharmaceutical industry.

TRUE CONFESSIONS

Word that best describes you: Determined.
Like best about your job: Successfully convincing customers, partners or anyone else that it's time for a fundamental shift in the way we think about and approach driver training.
Like least about your job: When managing the operational complexities of the business consume more of my attention than the company's larger mission, which is to reduce the likelihood of accident and injury for our students.
The most important lesson you've learned: Recognize when you need help and get it.

Life motto: Change is the only constant in life — embrace it.

Greatest fear: Not living up to my potential.
Person most interested in meeting: Malcolm Gladwell because I am fascinated by his keen observations of human nature and analysis of why people do what they do.
Company you respect most: Nordstrom — it's all about quality.
First choice for a new career: Working with entrepreneurs outside the United States who are developing new or redefining old industries that solve issues for customers related to health and well-being.
Greatest extravagance: Surprising my two daughters with a trip to Paris for Easter.

ET CETERA

Award/honor most proud of: The honor of being my girls' mother.
Most influential book: "Wherever You Go, There You Are," by Jon Kabat-Zinn.
Favorite movie: "Up," produced by Pixar.
Favorite restaurant: Anywhere I can eat outside with a beautiful view.
Favorite vacation spot: Kiawah Island, S.C.
Favorite room in the house: Living room, because it has the most sunlight.
Favorite way to spend free time: Hiking.
Car you drive: Subaru Outback. ■

POWER CALENDAR



Must-attend events in the week ahead.

MONDAY, OCT. 10

Business Referral Luncheon. 11:30 a.m. to 1 p.m., Pepper's Restaurant, 236 Town Center Road, King of Prussia. Presented by Business Network International, King of Prussia Chapter. Free. Call 610-792-2105.

Panel Discussion — Leveraging Your Business Skills to Give Back to Your Community: Leadership and Philanthropy. 5:30 to 8 p.m., PNC Atrium, 1600 Market St., 3rd Floor, Philadelphia. Presented by Professional Women's Roundtable. Sponsored by PNC Bank. Free for members. \$20 for NAWBO members, \$30 for nonmembers. Call 215-628-9844.

TUESDAY, OCT. 11

Public Speaking. 7:30 to 9:30 a.m., SMEI Philadelphia, 888 Plymouth Road, Plymouth Meeting. Presented by Sales and Marketing Executives, Philadelphia. Cost is \$25 for members, \$45 for nonmembers. Visit www.smei.org.

WEDNESDAY, OCT. 12

Lunch with the City's Leaders. Featuring speaker Meryl Levitz, president and CEO, Greater Philadelphia Tourism Marketing Corp. 11:45 a.m. to 1:30 p.m., The Capital Grille, 1338 Chestnut St., Philadelphia. Presented by Center City Proprietors Association. Call 215-545-7766.

Workshop: Stepping Out of Your Comfort Zone. 8 to 10:30 a.m., Greater Philadelphia Chamber of Commerce, 200 S. Broad St., Suite 700, Philadelphia. Presented by GPCC. Free for members, \$35 for nonmembers. Call 215-790-3839.

See Networking on page 20 for more.

MORE INSIDE



ON THE MOVE
Kenneth Ewell, executive vice president and principal of The Graham Co., joined the board of trustees of Bancroft. **P18**

COLUMN
Be a navigator by controlling how you react to change. **P17**

NETWORKING
Calendar of events. **P20**



Samet



Landis



Higgins



Hewitt



Thomas



Bruen



Stern



Ewell

ARCHITECTURE & ENGINEERING

Jeremy Samet has been named project manager at **HSC Builders & Construction Managers**.

Iain Siery was named senior mechanical engineer at **Brinjac Engineering Inc.**

BANKING & FINANCIAL SERVICES

Bryan Davis was named mortgage loan officer at **Citizens Bank**.

Andrew Jordan has been promoted to east central strategic growth markets leader at **Ernst & Young**. Previously, Jordan was Philadelphia strategic growth markets leader.

Edward Garruto has been named financial adviser at **M Financial Planning Services Inc.**

Larry Cusack was promoted to principal, leader of the Pennsylvania tax practice at **KPMG**. Previously, Cusack was principal, leader of the east region state and local tax practice.

Christopher Cottone has been named financial representative at **Devon Financial Partners**.

EDUCATION

Lee-Ann Landis, media relations representative of Jefferson University Hospital, was named to the board of **Terri Lynne Lokoff Child Care Foundation**.

Friends' Central School has named several to its board of directors. They are: **James Murdock**, owner of Endless Pools; **Kent Julye**, principal of Twin Anvil Consultants; and **Carolyn Cohen**. In addition, **Joanne Hoffman** has been named head of school. Previously, Hoffman was head of school at Moses Brown School.

Heather Conger has been named director of athletics at **Burlington County College**. Previously, Conger was director of athletics at North Country Community College.

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HEALTH CARE

The board of trustees of **Main Line Health**

has added **Thomas Nerney**, chairman, president and CEO of United States Liability Insurance Group; and **Steven D. Higgins**, managing director, strategic advisory and financial sponsors coverage of Janney Montgomery Scott.

The **Albert Einstein Healthcare Network** board of trustees appointed new members. They are: **Steven Berk**, partner of Segal Berk Gaines & Liss, as chairman; **Richard C. Sheerr**, president of The Wagman Primus Group and Willings International, as chairman. **Arthur L. Powell** has been named to the board of trustees as honorary member. In addition, **Michael Stern** has been named vice

president, healthcare services at **Albert Einstein Healthcare Network**.

Randy Young was named chair of the division of pulmonary and critical care medicine at **Albert Einstein Medical Center**.

Kent Whiting has been named executive consultant at **FluidEdge Consulting**.

Amy Hewitt and **Pam Thomas** were named care managers at **WellNet Healthcare Group**.

LEGAL SERVICES

Geoffrey Bruen was named to the board of directors of **Gay and Lesbian Lawyers of Philadelphia**.

Thomas Bond has

been named chief marketing officer at **Timoney Knox**. Previously, Bond was chief marketing officer at Marshall Dennehey.

Irina Volk Rabovetsky was named associate at **Kaufman Dolowich Voluck & Gonzo**.

MEDIA & MARKETING

20nine announced a number of new appointments. **Leonard Patrick Maher Jr.** was named system engineer, **Megan Zaporowski** was named account executive, **Erin Doyle** has been named graphic designer, and **Rory Shalilis** has been named director of new business development.

DMi Partners made a number of new ap-

pointments. **Mauricia Ragland** and **Scott Dean** have been named junior developers. Previously, Dean was at Keystone Mercy Health Plan. **Matthew Cherner-Ranft** has been named dialer operations administrator. Previously, Cherner-Ranft was with the University of Miami School of Law.

Charles O'Brien has been named web developer at **Schubert Communications**.

NONPROFIT

Kenneth Ewell, executive vice president and principal of The Graham Co.; and **Scott Bennett**, president of The Bennett Group, have been named to the board of trustees of **Bancroft**.

Gordon St. John and **Eric Artz** have been named to the board of directors of **Big Brothers Big Sisters Southeastern Pennsylvania**.

SUBMIT ITEMS

ALL PEOPLE ON THE MOVE SUBMISSIONS are now gathered through an online submission form at www.bizjournals.com/Philadelphia/potm/form. Emailed press releases will be returned to sender. Mailed releases are discouraged but can be sent to People Editor, Philadelphia Business Journal, 400 Market St., Suite 1200, Philadelphia, Pa. 19106. Photos will not be returned. Direct questions to: ssherwood@bizjournals.com.



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