

Delaware Valley Family Business Center Relocates

Firm moves office from Sellersville to Telford

By Christine Chamosky

The Delaware Valley Family Business Center has relocated from Bucks to Montgomery County.

The center is now located at 340 N. Main St., Telford. It moved from Sellersville in December, where it had been located in president and founder Henry Landes' home since the company began in 1989.

Landes said his commute went from 15 steps to two miles.

While Landes' commute grew, so did the amount of space DVFC has to use.

"We had one whole level before," managing director Sally Derstine said, "Now we have three floors. It's a major move and major commitment to what we're doing."

DVFC is a management consulting and training firm that helps family-run businesses.

"We serve business families and have a homey environment in our building," Landes said.

The company purchased what had been a home, Derstine said. DVFC received a variance since the property is zoned for residential use. Derstine said that DVFC has clients in 15 counties in Pennsylvania, New Jersey, Delaware and New York, so where their office is physically located doesn't make too

much difference in how they serve the families they work with.

"We do half of our business here," she said, "and the other half at the client's home or business."

Landes said he had been a general management consultant and started DVFC because he found "families that own businesses together face unique complexities, which are another level beyond what other businesses face."



The new "home" of the Delaware Valley Family Business Center
340 N. Main St., Telford PA

Since 1989, the company has helped more than 600 families.

Not every family business needs a consultant, said Derstine, explaining that they specialize in helping "healthy families."

"Sometimes people think we're for families who are really in trouble," she added.

As part of the move, DVFC will be expanding and looking to hire another consultant and an administrative support person.

For more information about family business issues, call Sally at Delaware Valley Family Business Center at (215)723-8413, or visit www.dvfambus.com