

BUSINESS MONDAY B

www.dailylocal.com

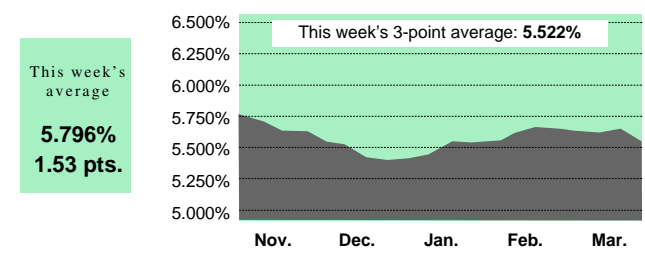
DAILY LOCAL NEWS

Monday, March 5, 2007

AREA MORTGAGE RATES

Lender	30-yr. Fixed	15-yr. Fixed	30-yr. Jumbo	1-yr. A.R.M.	5/1 A.R.M.	
Absolute Mortgage	888-904-6637	5.75/0	5.50/0	6.00/0	No quote	5.50/0
Advantage Mortgage	610-380-3100	No quote	6.25/2	No quote	No quote	No quote
Alliance Bank	610-359-6984	No quote	6.25/2	No quote	No quote	No quote
Am. Execs. Mtg.	610-430-7700	5.88/0	5.75/0	6.13/0	No quote	No quote
Amer. Home Finance	888-424-1940	6.00/0	5.75/0	6.25/0	5.50/0	5.75/0
America's Best Mtg.	800-713-8189	6.13/0	5.88/0	6.38/0	5.50/0	6.00/0
Apex Mortgage	877-839-9829	6.25/0	6.00/0	6.50/0	No quote	No quote
Approval Plus Mtg.	866-746-9239	No quote	No quote	No quote	No quote	No quote
Bank Mortgage Now	800-993-1968	5.75/0	5.50/0	6.13/0	No quote	No quote
Chesco Mortgage	610-399-1600	No quote	No quote	No quote	No quote	No quote
Citadel F.C.U.	610-380-6000	6.25/0	5.88/0	6.50/0	4.25/0	No quote
Coatesville Svgs. Bk.	610-384-8282	6.50/2	6.25/2	6.50/3	No quote	No quote
Conestoga Bank	610-321-6900	5.25/3	4.88/3	5.63/3	No quote	4.75/3
DNB First, N.A.	484-691-DNB1	No quote	No quote	No quote	No quote	No quote
etekcapital	877-785-5626	No quote	No quote	No quote	No quote	No quote
Executive Home Mtg.	866-234-0500	No quote	No quote	No quote	No quote	No quote
Farm Credit	800-477-9947	6.00/0	5.88/0	6.75/0	5.88/1	5.88/1
1st Metropolitan Mtg.	800-328-0557	6.25/0	6.00/0	6.50/0	No quote	5.88/0
First Nat'l/Ches. Co.	484-881-4234	5.38/3	5.00/3	6.00/2	5.50/3	6.00/0
Fulton Mortgage Co.	610-857-5005	5.75/1	5.50/88	No quote	4.38/1.25	5.50/1.13
Harleysville Nat'l Bank	215-256-8851	5.63/3	5.13/3	5.88/3	5.00/3	5.25/3
Iron Workers Bank	610-497-1800	6.38/0	5.88/0	6.63/0	3.13/3	No quote
N.E. Mortgage Lender	877-559-3621	6.00/2	5.75/2	6.25/2	5.75/0	6.13/0
Natl' Bk. of Malvern	610-647-0100	No quote	6.25/2	No quote	No quote	No quote
Natl' Penn Mortgage	877-473-6617	6.13/0	5.88/0	6.25/0	No quote	6.00/0
Nova Savings Bank	610-993-4160	6.25/0	6.00/0	6.38/0	No quote	5.88/0
Penn Liberty Bank	610-535-4580	No quote	6.25/2	No quote	No quote	No quote
Susquehanna Patriot Bank	610-701-9500	6.25/0	6.13/0	6.38/0	5.75/0	6.50/0
TruMark Financial CU	877-TRUMARK	6.25/0	5.88/0	6.75/0	4.63/0	5.38/0
Wells Fargo Home Mtg.	800-741-4038	5.50/2.5	5.00/2.5	6.25/0	No quote	No quote
Wilmington Mortgage	610-558-3099	6.00/0	5.75/0	6.25/0	No quote	No quote

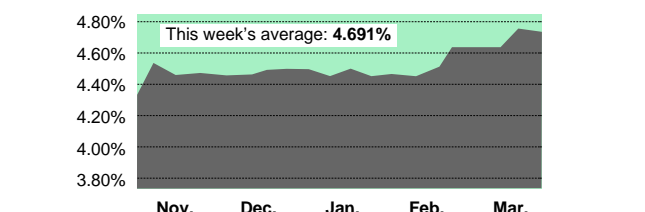
30-year fixed averages last five months



AREA CERTIFICATE RATES

Lender	03 rate	06 rate	12 rate	24 rate	36 rate	48 rate	60 rate
Alliance Bank	610-359-6984	-	-	-	-	-	-
Citadel FCU	610-380-6000	4.26	4.89	5.03	4.89	4.65	4.65
Coatesville Svgs. Bank	610-384-8282	4.30	4.75	4.50	4.50	4.60	4.60
Colborn Assoc. CD	610-436-4440	-	-	5.15	5.10	5.00	5.00
Conestoga Bank	610-321-6900	3.68	4.79	5.12	5.12	5.12	5.12
DNB First, Nat'l Assoc.	484-691-DNB1	-	-	-	-	-	-
Edward Jones	610-430-1320	4.95	5.10	5.15	5.15	5.15	5.15
First Nat'l/Ches. Co.	484-881-4440	3.68	4.41	4.55	4.45	4.45	4.45
First Priority Bank	610-280-7100	4.40	4.97	5.21	5.12	5.07	5.07
First Resource Bank	610-363-6400	4.21	4.88	5.00	4.98	4.98	5.02
Fulton Bank	610-857-5005	2.08	4.74	4.74	4.02	4.50	4.50
Harleysville Nat'l Bank	215-256-8851	2.96	3.54	3.92	3.92	3.97	4.02
Iron Workers Svgs.	610-497-1800	3.16	4.82	4.91	4.20	4.20	4.35
Meridian Bank	484-905-5993	-	4.88	4.97	4.97	4.93	4.93
Natl' Bank of Malvern	610-647-0100	-	-	-	-	-	-
Nova Savings Bank	610-993-4160	4.40	4.88	4.97	4.97	4.97	5.02
Penn Liberty Bank	610-535-4580	-	-	-	-	-	-
Stonebridge Bank	800-807-1666	-	5.16	5.02	5.02	5.02	5.02
Susquehanna Patriot Bank	610-701-9500	3.70	3.72	3.93	4.02	4.12	4.22
TruMark Financial CU	877-TRUMARK	-	5.03	5.17	4.98	4.98	4.98
Willow Financial Bank	610-995-1700	4.50	4.50	4.60	4.75	4.65	4.65

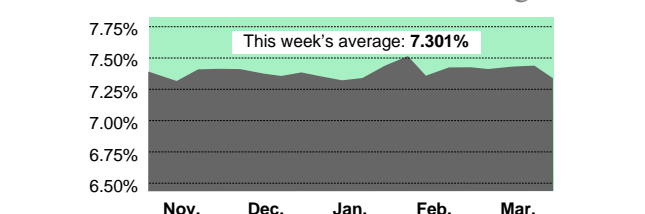
6-month CD yield averages last 10 weeks



AUTO LOAN RATES

Lender	new 36 mo.	new 48 mo.	used 36 mo.	used 48 mo.	
Citadel FCU	610-380-6000	7.25	7.25	7.50	7.50
Conestoga Bank	610-321-6900	7.00	7.20	7.75	7.75
DNB First, Nat'l Assoc.	484-691-DNB1	-	-	-	-
First Nat'l/Ches. Co.	484-881-4440	6.74	6.99	6.99	7.74
First Resource Bank	610-363-6400	7.99	7.99	8.99	8.99
Fulton Bank	610-857-5005	7.49	7.49	-	-
Harleysville Nat'l Bank	215-256-8851	7.49	7.74	8.24	8.24
Iron Workers Svgs.	610-497-1800	6.25	6.50	7.25	7.25
Natl' Bank of Malvern	610-647-0100	-	-	-	-
Nova Savings Bank	610-993-4160	7.50	7.75	8.50	8.75
Penn Liberty Bank	610-535-4580	-	-	-	-
Stonebridge Bank	800-807-1666	7.99	7.99	8.99	9.49
Susquehanna Patriot Bank	610-701-9500	7.49	7.74	8.99	8.74
TruMark Financial CU	877-TRUMARK	5.99	5.99	6.24	6.24
Willow Financial Bank	610-995-1700	5.99	6.99	6.99	6.99

48-month new auto averages



HOME EQUITY & PERSONAL LOANS

Lender	fixed rate/ HE 5-yr.	fixed rate/ HE 10-yr.	Personal Unsecured
Alliance Bank	610-359-6984	-	-
Citadel FCU	610-380-6000	6.50	7.00 (13.00 (48-mo.))
Coatesville Svgs. Bank	610-384-8282	6.99	7.25 (8.50 (36-mo.))
Conestoga Bank	610-321-6900	6.13	6.50 (12.99 (48-mo.))
DNB First, Nat'l Assoc.	484-691-DNB1	-	-
Farm Credit	800-477-9947	7.50	7.75
First Nat'l/Ches. Co.	484-881-4440	5.99	6.49 (12.25 (48-mo.))
First Resource Bank	610-363-6400	6.99	6.99 (12.75 (48-mo.))
Fulton Bank	610-857-5005	6.99	7.19 (12.99 (48-mo.))
Harleysville Nat'l Bank	215-256-8851	6.99	7.49 (14.75 (48-mo.))
Iron Workers Svgs.	610-565-7044	6.00	6.50 (10.75 (48-mo.))
Meridian Bank	484-905-5993	6.50	7.00
Nova Savings Bank	610-993-4160	6.49	6.74
Penn Liberty Bank	610-535-4580	-	-
Stonebridge Bank	800-807-1666	5.98	6.24 (12.75 (48-mo.))
Susquehanna Patriot Bank	610-701-9500	6.74	12.99 (48-mo.))
TruMark Financial CU	877-TRUMARK	6.24	6.49 (9.99 (48-mo.))
Willow Financial Bank	610-995-1700	5.75	6.24 (9.49 (48-mo.))

These rates are provided by The National Financial News Services. Rates may be for new applications only, and are subject to change without notice. Contact lender for terms, fees and APR's. Rates valid as of March 2, 2007. © NFNSS. Questions about home inspections or need a home inspection? Call Home Inspect at 610-918-1230 & 610-324-4370.



Staff photo by Kim Dietrich

Bill, left, and Randall Warren stand in the renovated 18th-century barn that is the new home of Warren Financial Services.

Historic surroundings

Warren Financial Services moves into renovated 250-year-old barn in Lionville

By NOA MICHELOW
Staff Writer

"There is not a single nail in the original foundation, only wood pegs, just like in old times."

- RANDALL WARREN,
Warren Financial Services president

It was love at first sight when Bill and Randall Warren — father and son, and founder and president of Warren Financial Services, respectively — saw the nearly 250-year-old barn in Lionville.

"We were looking to lease an office, but when we found this barn, we knew it was what we wanted for our business. It was just what we needed," Randall Warren said.

According to the Lionville National Historic District, the origins of the former carriage barn can be traced back to the early 1700s.

"When we saw it for the first time, the shell was already repaired by the office complex next door, which they did hoping to do something with the property, but the inside was all stones, a dirt floor, and nothing else," Randall

Warren said. But the Warrens had a vision that this barn could be born again, and become the new home of the family-run business that Bill Warren founded more than 35 years ago as a money management firm.

So they bought it in April 2006 for nearly \$400,000. Almost 10 months and \$160,000 in

restorations later, the company finally moved in on Feb. 26.

"We just got the occupancy permit," said Bill Warren.

Because of all the permits they needed to work on a historical property, it was more work than they thought it would be. The younger Warren explained that they expected to be ready a lot sooner, but despite that, they are extremely happy with the results and have no regrets with their decision.

The completely original 18-inch-thick stone walls were left with almost no changes at all.

"We had a lot of things custom-built for this construction. The drywall was cut specially to fit the stone walls," Randall Warren said. "This is an all-American structure."

Michelle Stangl, interior designer,

◆ See HISTORIC, Page B6

Pa. Medicaid ops memoranda issued

ON THE MOVE

Readers who followed my ongoing reports on changes in Medicaid laws over the past few years might stand now and cheer since we finally have Pennsylvania Operations "Ops" Memoranda advising what can and cannot be done by seniors and disabled persons who might require long-term care under the new Pennsylvania and federal laws. The rules apply both to nursing home care and at-home services under the Home and Community Based Waiver Program.

This does not mean that I agree with the changes. They still present a minefield that must be carefully navigated by families to avoid serious penalties. This does mean that now, over 1½ years since passage of Pennsylvania's



JANET COLLITON

Acts 42 and 43, and over a year since passage of the federal Deficit Reduction Act, we finally have some written instructions and assurance that certain actions taken are accepted under the law.

The "Ops Memoranda," which are internal memoranda to DPW staff, instruct how staff are to decide cases involving gifts, annuities, loans from parents to adult children, sales of life estates in real estate, and hardship

waivers, among other issues. Implementation, according to Regional Counsel for the Department of Public Welfare begins today, March 5, 2007.

The reason why these rules matter is that they cover pretty much everything that a person might do with property in the five years before they apply for Medical Assistance benefits to assist with their care. For a person who follows the rules and also medically qualifies for Medicaid, when he or she reaches the given point in the "spenddown," his care may be covered. For a person who does not follow the rules, long-term care Medicaid can be denied even if there are no remaining assets. The rules are complicated and anyone who

◆ See COLLITON, Page B3

Improving business communication

As more communication up and down the line at work is done electronically, face-to-face discussion can easily fall by the wayside.

While the speed and volume of communication increases with e-mail, voicemail and instant messaging, some of the dialogue and personal touch can start to disappear. When it comes to communications, the majority of senior executives and managers say their organization would be more productive if their superiors communicated more often by personal discussion, based on a global survey.

However, while they desire more personal discussion from their superiors, the top personal method of communicating for these same business leaders is e-mail, based on the survey by NFI Research. "Too many people take the easy way out and try and do everything via e-mail and in a lot of cases consume more time on both sides of the equation than they would have by simply picking up the phone or going to see the person," said one survey respondent. "I often find that when I look the other person in the eyes and ask them something I get far more than I ever would over e-mail."

"Personal discussion is the foundation of communications," said another respondent. "Once this foundation is established, it enables all of the other forms of communication."



CHUCK MARTIN

Having a personal connection builds trust and minimizes misinterpretation and misunderstanding.

While 67 percent of business leaders say their organization would be more productive with more personal discussion, some lament that many fall back on technology to do the communicating.

"We have started to run our business by using technology instead of good old-fashioned personal communication," said one manager. "We need to take vacations from our Blackberries, computers and voicemail and

◆ See MARTIN, Page B6

McCormick Taylor, a Philadelphia engineering and planning firm, has hired Scott D. Allen as a project manager in its Great Valley office.

Allen will be manage a variety of municipal engineering projects throughout Chester and Delaware counties.

Prior to joining McCormick Taylor, Allen worked for local consulting engineering and environmental firms as a municipal engineer, designing public infrastructure improvements and site remediation for townships, counties and school districts, including roadways, drainage systems, stormwater management and recreation facilities.

Insurance company Aflac

◆ See MOVE, Page B3