



TRICOUNTY AREA  
CHAMBER OF COMMERCE

**TCACC Mission:** As the primary business advocate, the TriCounty Area Chamber of Commerce provides relevant membership services and proactive leadership to enhance economic opportunity and quality of life within our region.

**2017-2018 TCACC  
EXECUTIVE COMMITTEE  
& BOARD OF DIRECTORS  
EXECUTIVE COMMITTEE**  
**CHAIRMAN OF THE BOARD**

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**CHAIR ELECT**

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**TREASURER**

**Rich Newell**, CEO, Pottstown Hospital Tower Health

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**Heather Chandler**, President, Sealstrip Corporation

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**Joseph K. Koury**, O'Donnell, Weiss & Mattei, P.C.

**SECRETARY**

**Eileen Dautrich**, President, TCACC

**BOARD OF DIRECTORS**

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CEDARVILLE Engineering Group, LLC

**Bill Breslawski**, Maillie LLP

**Sean Deviney**,

The Body-Borneman Companies

**Dr. Dave DiMattio**, Montgomery County  
Community College

**Joe Fava**, Clothes to Home Dry Cleaning

**Twila Fisher**, The Hill School

**Peggy Lee-Clark**, Pottstown Area  
Industrial Development, Inc.

**Rick Libra**, Exelon

**Dr. William Shirk**, Pottsgrove School District

**Frank Strunk**, Tompkins VIST Bank



The TriCounty Area Chamber of Commerce has developed several partnerships over the last year that we believe assist us in providing a stronger product to our Members and turn **problems into opportunities!**

**PARTNERSHIPS TO DATE:**

**Chester County Economic  
Development Council**

- In May of 2017 we launched a partnership with the CCEDC focused on the Rt. 724 Corridor. The mission of the group is "to advance the economic opportunity of the Rt. 724 region by implementing the initiatives identified by the stakeholders within the framework of Landscape 2."



Chester County  
Economic  
Development  
Council

has opportunities for our WOW attendees to continue their interaction in a more social environment; so, we are marketing the YWCA events to our WOW audience and in addition, by attending our Members are helping to support the YWCA's mission of empowering women and eliminating racism.

**TriCounty Community Network**



- The TriCounty Area Chamber of Commerce supports the Chamber Member non-profit community through the Leadership Tri-County program.
- The TriCounty Community Network is a regional organization leading projects, programs and initiatives to address public concerns, while also providing benefits and services for area nonprofit organizations.
- Our partnership started with an initial focus on workforce development which we continue to work on to date. However, we also realized we had joint messaging to share that would benefit our local non-profit organizations.
- As a result, we partner to host quarterly non-profit roundtables, we co-presented the March Chamber Membership Breakfast focused on Corporate Social Responsibility, and we are excited to add TCN's Women's Symposium Awards to the program at our May 16 Power WOW event.

**Greater Reading Chamber Alliance**

- A special thank you to Mark Dolinski, Director of Business Services at GRCA, for "Making A Difference" (see page 34) and approaching TriCounty to



partner and offer a training opportunity locally for our TriCounty Chamber Membership.

- The Supervisor Certificate Program offers curriculum not just for training your employees but for developing them to meet your goals and needs for today and tomorrow. The first 6-week series began on April 5.

The TriCounty Area Chamber of Commerce looks forward to continuing these partnerships and creating new as the board of directors works on objective 1 from our strategic plan to define a new compelling vision statement that will guide us in establishing future impactful partnerships.



TRICOUNTY AREA  
CHAMBER OF COMMERCE

**CONNECT WITH YOUR  
TRICOUNTY AREA CHAMBER:**

152 E. High St., Suite 360, Pottstown, PA 19464

• TEL: 610.326.2900 • FAX: 610.970.9705

• EMAIL: [info@tricityareachamber.com](mailto:info@tricityareachamber.com)

Eileen Dautrich, President,  
[eileen@tricityareachamber.com](mailto:eileen@tricityareachamber.com)

Tarra James, Events and Marketing Director,  
[tarra@tricityareachamber.com](mailto:tarra@tricityareachamber.com)

Jennifer O'Donnell, Member Relations  
Director, [jennifer@tricityareachamber.com](mailto:jennifer@tricityareachamber.com)

Melissa Shainline,  
Communications and Administrative Director,  
[melissa@tricityareachamber.com](mailto:melissa@tricityareachamber.com)

**It's as easy as 1-2-3 or ABC – Always Buy Chamber!**



**The right partnerships can make ALL the difference!**  
**Call Jenn at 610.326.2900 to join TriCounty Area Chamber.**

## WELCOME APPROVED NEW MEMBERS!

**Congratulations to the business listed below. Their applications were approved by the Board of Directors on March 21.**

*When purchasing goods and services, please keep these businesses as well as other TriCounty Area Chamber of Commerce Members in mind while you **Always Buy Chamber!***

**Attract, Engage, Inspire, LLC**  
 1258 Bramblewood Court  
 Pottstown, PA 19464  
 610-220-0362  
[www.AttractEngageInspire.com](http://www.AttractEngageInspire.com)

*Coaching – Business/Life*

Facilitating growth for businesses, non-profits, and individuals through Empowerment Mentoring, Coaching, Speaking, and Training. Helping clients identify and break through limiting beliefs, shift mind-set, & identify intentional goals for growth. Providing Leadership Development, Effective Communications, and Volunteer Engagement Training, Coaching, and Consulting.

*Referred by: Bill Wellen, FASTSIGNS*

**Farmers Insurance Hill Agency**  
 345 King Street One West  
 Pottstown, PA 19464  
 610.323.2400  
[www.farmersinsurance.com/bhill](http://www.farmersinsurance.com/bhill)

*Insurance*

With 30 years of experience in the insurance industry, Hill Agency provides exceptional customer service and care! They have the knowledge and experience to help you better understand your coverage options—whether that's auto, home, renters, life, business insurance and more. Please feel free to give the office a call to get started today!

**GNG All Holiday Decorators**  
 Pottstown, PA 19464  
 484.752.5553  
[www.gngallholidaydecorators.com](http://www.gngallholidaydecorators.com)

*Home Furnishings*

GNG All Holiday Decorators, LLC is passionate about your event and your clients. Our decorating/train display will create a wow factor and appeal to all audiences. Our entire goal and focus is to work within your budget while creating a warm and wonderful display for your event. We decorate for all events and special occasions.  
*Referred by: Lisa Stratton-Harvitz, Schultz Technology*

**HomeTeam Inspection Service**  
 2427 Anneto Drive  
 Pottstown, PA 19464  
 484.451.5355  
[www.hometeam-tricountyareapa.com](http://www.hometeam-tricountyareapa.com)

*Home Inspections*

Hometeam is one of the nations leading home inspector companies. With over 25 years of experience and 1 million inspections, we are proud to bring HomeTeam to our community.

*Referred by: Russell Lowe, Fraser Advanced Information Systems*

**Schooley Mitchell**  
 1603 Coventry Pointe Lane  
 Pottstown, PA 19465  
 484.885.4191  
[www.schooleymitchell.com/arohrbough](http://www.schooleymitchell.com/arohrbough)

*Telecommunications Equipment / Services*

Cost savings consultancy review small and local business's local, long distance, fax, wireless, data packages, merchant services fees, and small package shipping costs on a contingency basis. There is no risk for the client to engage since I work on a contingency basis.

**USA Payroll**  
 458 3rd Avenue  
 Cherry Hill, NJ 08002  
 610.349.8208  
[www.usapayrollnj.com](http://www.usapayrollnj.com)

*Payroll Processing Services*

USA Payroll is dedicated to supporting its customers through personalized payroll service at a cost-effective rate. USA Payroll is your one source for payroll related administrative services that enable you to have more time to grow your business.

*Referred by: Russell Lowe, Fraser Advanced Information Systems*

**Willow House Paints**  
 1065 E. Philadelphia Avenue  
 Gilbertsville, PA 19525  
 610.367.0008

*Paint and Paint Supplies*

Willow House Paints was opened in August of 1991 by Judy Carpenter. She was previously a wallpaper and painting contractor specializing in design and color with her customers. When the store opened in 1991 she changed the local paint and wallcovering market as she quickly became known as the go to person for help with colors and design. Her design expertise became the stores greatest product. Now customers could come in at any time of the day and get help with colors and wallcovering as needed. In home consultations are available also if more in depth help is needed.

## CHAMBER MEMBERSHIP ANNIVERSARIES (ACCORDING TO TCACC RECORDS)

**HAPPY ANNIVERSARY**  
*to the following Members:*

**40+ YEARS**  
**The Body-Borneman Companies**

**30 YEARS**  
**Coventry Corners**

**Pottstown Cluster of Religious Communities**

**10 YEARS**

**Arnold's Family Fun Center**

**NAMI PA, Montgomery County**

**5 YEARS**  
**Kriebel Security Inc.**

**1 YEAR**  
**Law Offices of Dischell Bartle Dooley**

**Liberty Travel – Pottstown**

**Rick Loughery, Chester County Recorder of Deeds**

**Vittorio's**

### Member Renewals

Thank you to the following Members who renewed their commitment to make your Chamber a **PRIORITY!**

**Allegheny East Conference of Seventh-Day Adventists**

**Amy's Upcycles, LLC**

**Bellewood Country Club**

**Boyertown Museum of Historic Vehicles**

**Cappelletti Pinter & Company, P.C.**

**Clothes to Home, LLC**

**Coventry Mall**

**D.G. March and Associates/Enviromat Company, Inc.**

**Foundation for Pottstown Education**

**P. Richard Frantz, A.I.A. Architect**

**Furniture Soup, Inc.**

**Glass Slipper Concierge**

**Greater Pottstown Tennis Association**

**Herb Real Estate, Inc.**

**O'Connor Investment Company, LLC**

**Owen J. Roberts School District**

**Pixel OutDoor**

**Santander Arena & Performing Arts Center**

**Upper Pottsgrove Township**

**Valley Forge Tourism & Convention Board**

*Are you Celebrating 25, 50, 75 Years?*

If your Chamber Member company is celebrating a significant anniversary then the Chamber needs to know!

The Chamber strives to recognize their Members for their success. Contact **Tarra James** at 610.326.2900 or [tarra@tricountyareachamber.com](mailto:tarra@tricountyareachamber.com)



**TRICOUNTY AREA  
CHAMBER OF COMMERCE**

### THANK YOU!

**March's Email Sponsor:**



**March's Newsmagazine Insert Sponsors:**







# TRICOUNTY AREA CHAMBER OF COMMERCE

## NETWORKING

**Thurs., April 12**

11:30 AM – 1 PM

### WOW Luncheon

**La Massaria at Bella Vista Golf Course, 2901 Fagleysville Rd., Gilbertsville, 19525**

*Networking is about building relationships through conversations. Jo Iorio, Business Performance Consultant, Dale Carnegie, will share a proven process for networking that is guaranteed to help you become more creative about enhancing your upward mobility, maximize every networking experience, and create opportunities.*

**\$26 per Attendee (prepaid by 4/3); \$32 per Attendee (invoiced or after 4/3)**

Co-Sponsors: Decorating Den Interiors; HealthSouth Reading Rehabilitation Hospital

**Tue., April 17**

7:30 – 9 AM

### Business Card Exchange

**TriCounty Active Adult Center, 288 Moser Rd., Pottstown PA 19464**

TCAAC is welcoming all Chamber members to come out and view their new location. A breakfast selection will be available including *Frittatas, home fries, sausage and more* to start out your day. Tours will be offered - so come out and learn about all of the great activities that the TriCounty Active Adult Center has to offer!

Sponsored by: TriCounty Active Adult Center

**No Charge; Members Only; Registration Appreciated**

**Fri., April 20**

8:30 – 10 AM

### Refresh Friday: Human Resources

**TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464**

Diane Klinger from Integrity Services & Solutions, LLC will be presenting on **Human Resources** and the basic items that all small business owners should know. From handling insurance and liability, to handling difficult employee situations, Diane will be able to talk about how to navigate those difficult situations in the best way possible.

**No Charge; Members Only; Registration Required**

**Thurs., April 26**

5 – 9 PM

### "A Fun Night Out" at the 2018 Annual Dinner

**RiverCrest Golf Club & Preserve, 100 Golf Club Dr., Phoenixville 19460**

Join us for "A Fun Night Out" with Comedian Joe Conklin – "The Man of a Thousand Voices"! A night for you to hang out with staff, clients, and friends! Trade in your suits and ties for a more relaxed attire (jeans permitted). And don't forget to purchase an emoji popper to take a chance to win an awesome prize!

**\$90 per Member; \$850 per Member table of 10; \$150 per non-member**

**\$20 per Emoji Popper**

Platinum Sponsors: Exelon; Pottstown Hospital Tower Health

Gold Sponsors: Maillie, LLP; O'Donnell, Weiss & Mattei, P.C.

Silver Sponsors: BB&T; The Body-Borneman Companies; Boyertown Oil and Propane; Diamond Credit Union; Pottstown Area Health & Wellness Foundation; Schultz Technology; Tompkins VIST Bank

Patron Sponsors: Everything Printing; RiverCrest Golf Club & Preserve; Sealstrip Corporation; Wrigley's Business Products and Services

Call Tarra James, Events & Marketing Director, for more information or to sponsor an event.

**610.326.2900**



**Scanning this QR code will take you to the event's page.**



## SAVE THE DATES

**Fri., May 4**

9 AM – 4 PM

### Leadercast

**Morning Star Fellowship, 100 Limekiln Rd., Bechtelsville 19525**

The world is looking for great leaders to follow. In order to become those leaders to the outside, we have to lead ourselves first. We must walk the walk. It's like the flight attendants tell us - please remember to wear your own oxygen mask before helping others. In 2018, Leadercast will be focusing on that very concept. How do you **lead yourself** effectively? How do you develop your **core principles and values** so that your leadership is an outpouring of your innermost self? And how much more will those who follow you benefit from your leadership **when you lead yourself well**?

**\$95 per Member (4+ tickets purchased - \$85 per Member); \$120 per non-member (4+ tickets purchased - \$110 per non-member)**

*Ticket price includes: Continental Breakfast, Lunch, Refreshment Breaks, Leadercast Journal*

Co-Sponsor: Schultz Technology

Additional Business Development Opportunities Available

**Thurs., May 10**

7 – 9 AM

### Economic Forecast Breakfast

**SunnyBrook Ballroom, 50 Sunnybrook Rd., Pottstown 19464**

**Chris Kim**, Senior Vice President and Chief Investment Officer, Tompkins Financial Advisors, will cover the current state of the economy and global markets, and discuss factors that have led us to this state, including social, political, and economic pressures.

**\$26 per Member (prepaid by 5/7); \$32 per Member (invoiced or after 5/7); \$50 per non-member**

Sponsored by: Tompkins VIST Bank; Tompkins Financial Advisors

**Weds., May 16**

5 – 8 PM

### POWER WOW – Women's Roundtable

**Copperfield Inn at Lakeside, 594 W. Ridge Pike, Limerick 19468**

Four Presenters will help you visualize your true you and achieve your personal success. You will not want to miss this evening of *celebration & empowerment*! Featuring: Adrean Turner, Christine Morris, Lucretia Coleman, and Mindy Lee Lipsky. This event will also feature the presentation of TriCounty Community Network's 3rd Annual Symposium Awards.

**\$35 per Attendee (prepaid by 5/2); \$40 per Attendee (invoiced or after 5/2); \$250 per table of 8**

Sponsor: Chestnut Knoll; YWCA Tri-County Area

Additional Business Development Opportunities Available

**Fri., May 19**

8:30 – 10 AM

### Refresh Friday: Safety

**TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464**

**Rick Libra**, Site Vice President, Exelon Corporation, will present on "Safety in the Workplace". He will focus on aspects such as managing workplace norms and behaviors, productivity implications, and the importance of leaders setting expectations and reinforcing behaviors.

**No Charge; Members Only; Registration Required**

**Tue., May 22**

7:30 – 9 AM

### Business Card Exchange

**Arnold's Family Fun Center, 2200 West Dr., Oaks 19456**

It's time to punch out from the office and treat yourself to some of our tasty hors d'oeuvres, yummy cheesesteaks, veggie wraps, and housemade chips. There's nothing better than enjoying our **Black Lights, Bowling, and Beer!** So, skip dinner, bring your socks, and join us for some amusing business card mingling!!

Sponsored by: Arnold's Family Fun Center

**No Charge; Members Only; Registration Appreciated**

**Weds., May 23**

Game Time: 6:35 PM

### Chamber Night at the Reading Fightin Phils

**Tompkins VIST Bank Plaza, Centre Ave./Rt. 61 South, Reading 19605**

**Members: Join us at the Reading Fightin Phils game versus the New Hampshire Fisher Cats!** Gates Open at 5:30 PM.

Find your 4 tickets in the May issue of the *Route 422 Business Advisor*.

Sponsors: Berks County Abstract Company; Citadel Federal Credit Union; Frederick Living; H & H Systems, Inc.; Orlando Law Offices, PC; Premier Orthopaedics; Brandywine Institute of Orthopaedics Division; Schultz Technology; Tompkins VIST Bank

**No Charge; Members Only; Registration Appreciated**



**Save the Date – Pottstown Progress Luncheon is scheduled for Thursday, June 21 from 11:30 AM – 1:30 PM at SunnyBrook Ballroom.**

**Register today; connect tomorrow. Visit [tricountyareachamber.com](http://tricountyareachamber.com) or call 610.326.2900.**



# BREAKFAST RECAP



**Laura Otten**

Our speaker, Laura Otten, stressed the importance of Corporate Social Responsibility for Nonprofits and Businesses alike.

Chamber Members gathered at Copperfield Inn at Lakeside on March 1 for a breakfast focused on Corporate Social Responsibility.

The event's Sponsor – **Reading Fightin Phils** – spoke out how they give back to the community through programs such as the Baseballtown Dream League.

**Holly Parker**, Executive Director of TriCounty Community Network, discussed the **Amazing Raise** and how it impacted the tri-county area in 2017. Save the date for the 2018 Amazing Raise – Tuesday, October 16.

Our keynote speaker **Laura Otten**, Executive Director of The Nonprofit Center at La Salle University's School of Business provided tips and suggestions on how to incorporate Corporate Social Responsibility (CSR) in the workplace:

- **Nonprofits, Companies and the Community all benefit from CSR**
- **CSR can cost as little and as much as a Company wants**
- **Consumers want to buy from Companies who are civically engaged**

A follow up Refresh Friday Seminar is scheduled for Friday, June 15 featuring companies who already have Volunteerism in the company structure. Register at [tricityareachamber.com](http://tricityareachamber.com).



**Make a Difference**

Thank you to Mark Dolinski (R), Greater Reading Chamber of Commerce for Making a Difference in the tri-county area! Chamber President Eileen Dautrich presented Mark with a small token of our appreciation.

**Thank you to our Sponsor:**



## NEXT BREAKFAST

**Economic Forecast Breakfast**  
**Thursday, May 10**  
**from 7 – 9 AM**  
**at SunnyBrook Ballroom**

Chris Kim, Senior VP and Chief Investment Officer of Tompkins Financial Officers will discuss the Current State of the Economy.



**New Members**

New Members, Back Row L to R: Jerry Williams, Schuylkill Valley Sports; Nicolas Litrenta, Fleetwood Bank; Lee Levensgood, Everything Printing; Christine Morris, Christine Morris, LLC; Ingrid Weil, Ironhorse Realty LLC; and Rudy Ruth, Alvernia University; Front Row L to R: Karen Sloane, Lords & Ladies Salons and Medical Spa; Hattie Terkowski, Ironhorse Realty LLC; Susan Lopez, Boyertown Community Library; Margo McDonnell and Ellie Trovato, 1031 CORP.; and Daria LaTorre, Alvernia University

**It's as easy as 1-2-3 or ABC – Always Buy Chamber!**



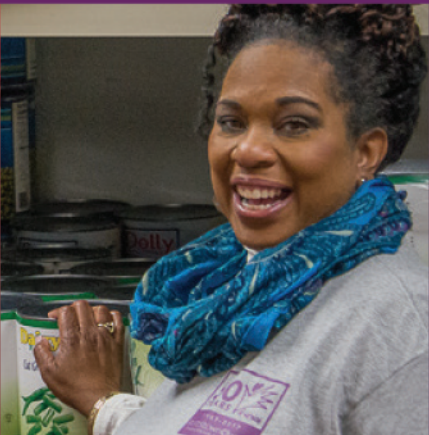


BUSINESS OF THE MONTH

BUSINESS OF THE MONTH IS CHOSEN AT RANDOM THROUGH A BUSINESS CARD DRAWING AT CHAMBER EVENTS, OR BY PARTICIPATING IN OTHER CHAMBER PROGRAMS, SUCH AS SURVEYS. APRIL'S BUSINESS OF THE MONTH WAS CHOSEN FROM MEMBERS WHO ATTENDED MARCH'S MEMBERSHIP BREAKFAST.

JOIN THE OVER **3,500**  
Businesses, Organizations, Donors,  
Worship Centers, Individuals, and  
Volunteers helping to  
**NOURISH LIVES** and  
**STRENGTHEN FAMILIES**  
in the Pottstown Area...

**VISIT**  
pottstowncluster.org



**DONATE**  
pottstowncluster.org/give



**VOLUNTEER**  
sbrannen@pottstowncluster.org



**ENGAGE**  
on Social Media



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PottstownCluster  
OF RELIGIOUS COMMUNITIES  
Nourishing Lives. Strengthening Families.



57 N. Franklin Street, Pottstown, PA | 610.970.5995



Pictured L to R: Senator Andrew Dinnimman, Senator Bob Mensch, Joe, Linda, and Jason Voytilla and Rich Molinaro, Precision Polymer Products.

**21st Century Manufacturing  
Innovation and Reinvestment  
Deduction Act Press Conference**

Senator Bob Mensch and Senator Andrew Dinniman held a special press conference at Precision Polymer Products on Friday, March 16. The press conference highlighted the 21st Century Manufacturing Innovation and Reinvestment Deduction Act.

This initiative provides an incentive to PA manufacturers to make large-scale investments to increase or establish manufacturing capacity within the Commonwealth. It will permit manufacturers to make large-scale investments in excess of \$100 million to claim a deduction against their taxable income – encouraging businesses to invest in PA.

**LEGISLATIVE UPDATE**

Chamber Members are invited to attend a Legislative Update featuring guest speaker **Maggie Sheely**, Manager of Congressional and Public Affairs in the U.S. Chamber's Great Lakes Regional Office. Maggie assists with the U.S. Chamber's efforts to strengthen its relationships with Members of Congress through member businesses, associations, and local and state chambers of commerce across the region.

**Monday, April 9**

**10 – 11 AM**

**Chamber Office,**

152 E. High St.,  
Suite 360, Pottstown

**No Charge; Members Only**

*This meeting will replace  
the monthly Pro Business Council.*



Maggie Sheely

***It's as easy as 1-2-3 or ABC – Always Buy Chamber!***





**Wendy Gaynor, Class of 2017, led the class through her journey with volunteerism**



**The Leadership Tri-County Class of 2018!**

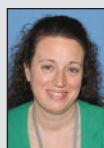
# Leadership

## TRI-COUNTY

The March Leadership session focused on Leadership Development.

- The class began their day at the Chamber's March Membership Breakfast – check out page 34 to read what they learned about!
- The rest of their day of development was spent at the Chamber Office.
- The class participated in their last class of BoardCorps: Bootcamp. **Laura Otten, Ph.D.**, Executive Director of The Nonprofit Center at La Salle University's School of Business presented on:
  - Next, **Sam Iorio** and **Jo Iorio** of Dale Carnegie Training spoke with the class on **Connecting to Leadership**.
  - The class also sat in on a presentation from **Wendy Gaynor**, Class of 2017, Director of Food Security, Chester County Food Bank. Wendy's presentation "Be Not Simply Good, Be Good for Something" focused on her experience in the class and volunteering.

## Meet the Class



### Marie McGinniss

Marie McGinniss is the Patient Access Director of Pottstown Hospital Tower Health. She has worked in the tri-county area for 9 years. She has been married to her husband Jarrett for 20 years and has two daughters: Guilianna and Natalie. Marie enjoys spending time with her family, traveling, and soccer.

Marie attended Northwest Highschool and St. Joseph's University. Her personal business philosophies are "knowledge is power" and "to work with a team who you can truly learn from each day – a team who will motivate and encourage each other to obtain their highest goals." Her business role model is John Maxwell.

Marie is currently involved in Boy Scouts of America. While in the class, she is most looking forward to learning, building relationships, having fun and giving back to the community. Marie believes this program is important because it will enable her to grow as a person both professionally and personally. It will also allow her to experience and explore the many opportunities out community has to offer.



### Aaron Briggs

Aaron Briggs is the Manager – Chemistry, Environmental and Radiological Waste Staff of the Exelon Generation – Limerick Generating Station. He has worked in the tri-county area for 4 years. He is married to his wife Brittney, and has a daughter: Madelyn. Aaron enjoys running, economics, and finance.

Aaron has a BS in Mechanical Engineering from Cedarville University and an MBA from Indiana University. His personal business philosophy is "no matter what you are doing, focus on adding value. Be curious, be flexible but always know how you are adding value each day." His business role models are Chris Sacca and Reid Hoffman.

Aaron is currently a Board Member of Grace Valley Fellowship in Phoenixville. While in the class, he is most looking forward to learning more about the community he works and lives in. Aaron believes this program is important because he has a great interest in bettering the community in which he works and lives. Health businesses and non-profits are the best venues to lift families out of poverty.

**The Leadership Tri-County Class of 2018 is sponsored by:**

### CO-SPONSOR



### EDUCATION SPONSOR



### TRANSPORTATION SPONSOR



## BE A LEADER IN THE COMMUNITY

**Get prepared for nonprofit board leadership in just 10 months – now accepting applications for the Class of 2019!**

- The class of 2019's program will run from September 2018 to June 2019, kicking off with a one and one-half day retreat.
- Participants meet once a month for programs and tours of the community. They also attend a variety of meetings and events in the area as well as participating in educational workshops.
- Participants will complete a group project on behalf of a local Chamber Member nonprofit organization.
- Upon completion, participants are accepted into active service with a local board or committee of a local non-profit organization.



**It's as easy as 1-2-3 or ABC – Always Buy Chamber!**



## FEBRUARY BUSINESS CARD EXCHANGE

Chamber Members enjoyed networking and refreshments on February 27 at The Wyndcroft School. Wyndcroft is celebrating their 100th Anniversary and they provided tours and entertainment for attendees the evening of their mixer.

**Sponsored by:**



*"The Chamber started our relationship with the Rt. 422 Business Advisor in 1999. We were looking for an outlet to expand the reach to tell our story. We continue to value this relationship today and thank those advertising in the Rt. 422 – you enable the Chamber to tell our story to 15,000 readers and grow this organization, but you are also supporting local, small businesses. Who have access to the magazine's content and use the publication as an educational resource to support their business."*

– Eileen Dautrich, President, TriCounty Area Chamber of Commerce

## ALWAYS BUY CHAMBER

Don't forget to support your fellow Members by **Always Buying Chamber!** We thought we would make it easier for you by listing Members under their primary categories. Check future issues of the *Route 422 Business Advisor* for more categories – and more Members to connect with!

### Bowling Centers/Supplies

- Jay Lanes
- Limerick Bowl

### Building Contractors

- Devikon Group, LLC

### Burglar & Fire Alarms/Security Systems

- CzarStar Security
- Kriebel Security Inc.

### Bus Lines

- Klein Transportation

### Business Consultants

- JV Business Solutions LLC
- MEMOR Coaching & Consulting

### Cable TV

- Comcast
- Service Electric Cablevision, Inc.

### Car Washes

- Bechtelsville Car Wash

### Carpet and Rug Dealers

- About All Floors
- Ches-Mont Carpet One
- Lomax Carpet & Tile Mart

### Caterers/Banquet Services

- Bause Catered Events
- Moyer's Catering
- Norco Fire Company

### Chemicals

- PermaBond, LLC

### Chiropractors

- Carr Chiropractic And Wellness, LLC
- McCormick Chiropractic
- Yucha Medical Pain Management & Chiropractic Rehabilitation

### Churches/Synagogues

- Allegheny East Conference of Seventh-Day Adventists
- New Hanover United Methodist Church

### Cleaning Contractors

- DeMedio's Building Maintenance, Inc.
- Superior Cleaning Solutions, LLC

### Coaching – Business/Life

- Christine Morris, LLC
- Innovative Coaching Services, LLC

### Computer Consultants/Support Services

- CMIT Solutions of Northern Chester County
- Cube Info Solutions
- eb Logix, Inc.
- MGM Technology Services
- Moyer-Drabick & Associates, Ltd.
- Ridge Support Technologies
- Schultz Technology
- SEO 4 Pros dba Hureka Technologies
- TS Tech

### Conference and Convention Centers

- Valley Forge Tourism & Convention Board

### Construction Contractors

- Blatt Construction
- C. Raymond Davis & Sons, Inc.
- Reading Site Contractors
- Twin County Construction Co., LLC

### Copying Machines and Supplies

- Edwards Business Systems
- Fraser Advanced Information Systems
- Office Technologies

### Counseling Services

- LifeWorks Counseling Center, LLC

### Country Clubs

- Bellewood Country Club
- Brookside Country Club
- RiverCrest Golf Club & Preserve
- Spring Ford Country Club

### Courier / Delivery / Messenger Services

- Running Man Courier & Delivery Service

# POWER WOW EVENT

**PRESENTED BY:**

**WHEN:**  
May 16th, 5pm-8pm

**WHERE:**  
Copperfield Inn,  
594 W Ridge Pike, Limerick PA

**PRICE:**  
\$35 per person (prepaid by 5/2);  
\$40 per person (invoiced/after 5/2);

**Presentation of TriCounty Community Network's 3rd Annual Women's Symposium Awards**

**4 presenters will help you visualize your true you and achieve your personal success.**

**SPONSORED BY**

**FEATURING:**  
Adrean Turner  
Christine Morris  
Lucretia Coleman  
Mindy Lee Lipsky

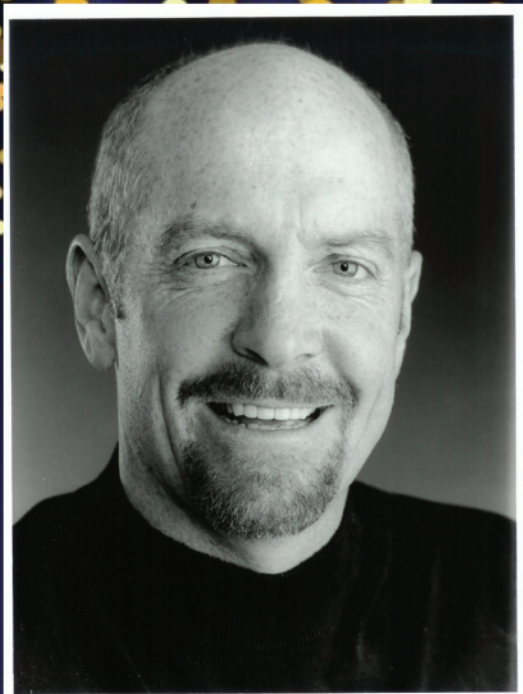
**110 years ywca**  
since 1908  
eliminating racism  
empowering women  
Tri-County Area

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# Annual Dinner

## A Fun Night Out



**Comedian  
Joe Conklin**

**April 26th, 2018**

**5pm-9pm**

**RiverCrest Golf Club**

**100 Golf Club Dr. Phoenixville**



**\$90 per Member**  
**\$150 per Nonmember**  
**\$850 per Table of 10**

**Sponsored By:**



### PLATINUM SPONSORS:



#### Pottstown Hospital

Located in Pottstown, Pa., and a member of Tower Health, Pottstown Hospital is a 232-bed hospital, conveniently located off Route 422, at Armand Hammer Blvd. and High St.

The hospital offers a full range of health services, including inpatient and outpatient, medical, surgical, diagnostic and emergency care. The Medical Staff features nearly 300 skilled physicians, offering more than 40 medical specialties.

Pottstown Hospital is accredited by The Joint Commission and has been recognized for its quality outcomes and clinical expertise across many service lines. Its cancer program is nationally recognized. The hospital also is a Primary Stroke Center; Joint Commission-certified for hip and knee replacement; and Heart Failure and Chest Pain certified. Its Emergency Room, which is second busiest in Montgomery County, sees more than 44,000 patients a year. For more information, visit [www.towerhealth.org](http://www.towerhealth.org)

### GOLD SPONSORS



#### Maillie LLP

Maillie LLP provides assurance, tax, and consulting services to a wide range of closely held businesses based out of our region as well as nationally and internationally based businesses. At Maillie LLP, quality, independent service is paramount and is the key to our success in building strong, long-term client relationships. We embrace a hands-on, flexible service philosophy based on the attention of experienced professionals and a culture of openness, candor and trust. Combined with the advantages of a streamlined, accessible organizational structure, our approach translates to timely responses and swift resolutions of technical issues or questions for our clients.

Professionalism is one of the hallmarks of Maillie LLP's culture, along with our other core values of competence, honesty and integrity, dedication, responsibility and accountability. These values guide our dedicated team in their interactions with our clients and each other, as well as the communities in which we conduct business. Our clients experience this culture through seasoned and knowledgeable client service teams, attention of senior professionals, and open lines of communication.

Maillie LLP has grown to be nationally recognized as a "Top 300 Firm" by Inside Public Accounting and regionally recognized as a "Top 25 Firm" by the Philadelphia Business Journal.

Contact Maillie LLP - 610-935-1420 and [info@maillie.com](mailto:info@maillie.com)



#### O'Donnell, Weiss & Mattei, P.C.

O'Donnell, Weiss & Mattei, P.C. (OWM Law) has been serving clients in Pottstown, Phoenixville and throughout Montgomery, Chester, Berks and other Counties for over 60 years. We have fully-staffed offices in both Pottstown and Phoenixville, and the legal team at OWM Law is focused on our clients and their needs.

The attorneys at OWM Law represent businesses, municipalities, banks, individuals, families, and charitable organizations. In addition, several OWM Law attorneys are licensed title agents, and OWM Law routinely conducts residential and commercial real estate settlements in both of our office locations.

While each OWM lawyer maintains an individual practice, to better serve our clients we also utilize client service teams concentrating in specific areas of the law. Through the development of these focus groups, we are able to draw on and support each other, allowing us to handle complex transactions and provide the guidance and solutions our clients need. Those client service teams or *Practice Groups* are:

- Banking & Business Law
- Elder Law & Special Needs Planning
- Family Law
- Litigation & Personal Injury
- Municipal/Zoning/Land Use
- Probate & Estate Administration
- Real Estate/Title Insurance
- Social Security Disability
- Wills & Estate Planning

Pottstown Office: 41 E. High St., Pottstown, PA 19464 and Phoenixville Office: 347 Bridge Street, Ste 200, Phoenixville, PA 19460. Call 610.323.2800; Visit [www.owmlaw.com](http://www.owmlaw.com)

### Congratulations to the 2018 Annual Dinner Award Winners!

#### "Making a Difference" Award Winners



#### "Delivering Possibilities" Award Winner



#### "Delivering Solutions" Award Winner



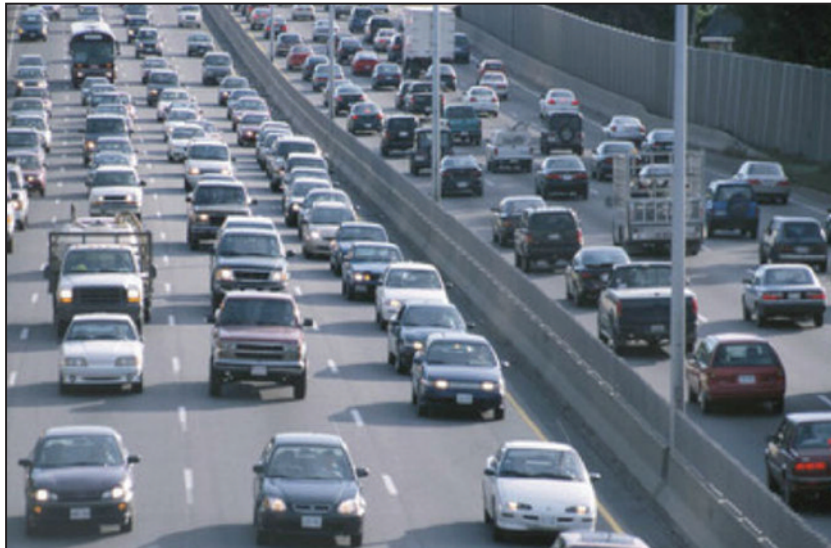
**Chairman of the Year & Volunteer of the Year – Richard Graver, The Victory Bank**



**Ambassador of the Year – Bill Wellen, FASTSIGNS**

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## HOW CAN YOU REDUCE YOUR CONTRIBUTION TO TRANSPORTATION GREENHOUSE GASES?

New data shows that transportation emissions have replaced power as the top source of CO<sub>2</sub> emissions in the USA. With billions of people driving single occupancy vehicles per day it is no surprise to hear that transportation has become the leading source of greenhouse gasses.

The U.S. transportation sector, which includes cars, trucks, planes, trains, and boats now emits 1.9 billion tons of CO<sub>2</sub> annually. The electric power sector emits 1.8 billion tons.\*

Public awareness towards these issues has improved greatly over the past few years and we are finally beginning to understand the consequences of our actions and the impact they are having on our world. How we travel can have a direct impact on local air quality, putting our communities at risk of health issues such as asthma and cardiovascular disease. Each one of us can make a difference by reducing transportation emissions improving the environment for all.

**Earth Day** is a great reason to start reducing your contribution towards transportation emissions. The first Earth Day was organized on April 22, 1970. Its mission was a call for global environmental awareness. Although it started in the United States, Earth Day has since grown into an international day, observed by nearly 175 countries worldwide. Earth Day provides the information and inspiration needed to change human attitude and behavior towards the way we treat our environment.

*Stacey Henrich works as a TDM Manager with GVF. To reach Stacey by email: shenrich@gvftma.com, or by phone: (610).354.8899.*

In honor of Earth Day April 22, 2018 here are some simple ways to go green and lower your transportation emissions:

**Try an alternative transportation mode** Transportation Demand Management (TDM) strategies are strategies that reduce single occupancy vehicles through alternative transportation options such as; public transit, carpooling, vanpooling, biking, walking or working from home. You can find more information on these alternatives and more at [wearetdm.com](http://wearetdm.com).

**Think before you drive** Lowering your miles traveled by combining trips is one of the easiest ways to save time, money and emissions. If you own more than one vehicle, use the less fuel-efficient one only when you can fill it with passengers. Whenever possible, join a carpool or take public transit, or use a bike share program if offered in your area.

**Invest in the right car** There are a range of different alternative fuel vehicle available today. Electric vehicles, in particular, are growing in popularity. Electric cars produce much lower global warming emissions than the average compact gasoline-powered vehicle.

These are just a few ways you can make a difference. For more information on ways you can reduce your transportation emissions check out [wearetdm.com](http://wearetdm.com). Interested in learning more about Earth Day and how you can celebrate? Contact Stacey at GVF [shenrich@gvftma.com](mailto:shenrich@gvftma.com).

\* Source: <https://e360.yale.edu/digest/transportation-replaces-power-in-u-s-as-top-source-of-co2-emissions>

# Leadercast 2018

## "LEAD YOURSELF"

Watch the simulcast broadcast live from Atlanta on Friday, May 4 from 9 AM – 4 PM at Morning Star Fellowship, Bechtelsville.

The world is looking for great leaders to follow. In order to become those leaders to the outside, we have to lead ourselves first. We must walk the walk. It's like the flight attendants tell us - please remember to wear your own oxygen mask before helping others. In 2018, Leadercast will be focusing on that very concept. How do you **lead yourself** effectively? How do you develop your **core principles and values** so that your leadership is an outpouring of your innermost self? And how much more will those who follow you benefit from your leadership **when you lead yourself well**?

### Continuing Education Units Available!

- 4.75 professional development credits towards SHRM-CPSM or SHRM-SCPSM
- 4.5 (HR General) recertification hours toward GPHR, PHRI, SPHRI, PHR, and SPHR recertification through HRCI
- 4.75 hours of CNE credit by the Nurses Credentialing Center's Commission on Accreditation

## SIMULCAST SPEAKERS INCLUDE

- **Jen Bricker** – Acrobat, Aerialist, Author, and Speaker
- **Kat Cole** – COO and President, North America of FOCUS Brands
- **Ian Morgan Cron** – Bestselling Author, Psychotherapist, Enneagram Teacher, and Speaker
- **Tripp Crosby** – Host of Leadercast Live 2018
- **Michael Hyatt** – Author, Speaker, and CEO of Michael Hyatt & Company
- **Mae Jemison** – Engineer, Physician and NASA Astronaut
- **Dr. Jim Loehr** – Chairman, CEO and Co-Founder of Human Performance Institute
- **Carey Lohrenz** – U.S. Navy Pilot, Speaker & Trainer
- **Andy Stanley** – Leadership Communicator & Best-Selling Author
- **Joe Torre** – Hall of Fame Baseball Manager

Co-Sponsor:  I.T.'s best friend

To register, visit [tricountyareachamber.com](http://tricountyareachamber.com), call 610.326.2900 or scan the QR code.

**\$95 per Chamber Member; \$120 per non-member. Purchase 4 or more tickets and receive a \$10 discount on each ticket! Ticket price includes: Continental Breakfast, Lunch, Refreshment Breaks, Leadercast Journal.**



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**MEMBER-TO-MEMBER DISCOUNTS****FEATURED  
MEMBER  
BENEFIT  
OF THE MONTH****CREATING A COMMUNITY  
OF UTILIZING CHAMBER  
RESOURCES FIRST!**

Member to member discounts offer great values and a great way to boost business. We encourage you to do business with each other and provide this as a value-added service of your membership.

To participate, your business must be a member of TCACC in good standing. Your business will offer a discount, published on our website, (exclusive to other Chamber members, not the general public). To create a discount – login to Members Only!

Chamber Members and their employees can view the discounts on our website, or through Members Only. All they need to do is let you know they are a Member when they go to use the discount. (If you need to verify they are a Member with the Chamber, please give us a call!)

For more information on how you can offer a Member-to-Member discount, contact Jennifer O'Donnell at 610.326.2900 or [jennifer@tricountyareachamber.com](mailto:jennifer@tricountyareachamber.com).

**Refresh****DECEMBER REFRESH**

Peg Calvario, Peg Calvario Coaching and Consulting, focused on "Secrets to Happiness" at the February 23 Refresh Friday. Peg helped attendees think of ways to pursue their goals to be happier at work and in life.

**NEXT REFRESH SEMINAR:**

**Friday, April 20, 8:30 – 10 AM, "Human Resources"**

# economic FORECAST Breakfast RESCHEDULED!

**Thursday, May 10th - 7AM to 9AM**  
**SunnyBrook Ballroom, Pottstown**

**Chris Kim, Senior Vice President & Chief Investment  
Officer, Tompkins Financial Advisors**

**"Current State of the Economy"**



Sponsored By:

**TOMPKINS**  
VIST Bank

**TOMPKINS**  
Financial Advisors



\$26 per Member (prepaid by 5/7/18);  
\$32 per Member (invoiced or after 5/7/18); \$50 per non-member

**JOB POSTINGS****LOOKING TO  
FILL A POSITION?**

The Job Postings and Resume Service helps Members that are looking to fill a position by saving them *time* and *money*.

**How to Post Your Job Opening**

Companies who have posted Job Openings will be featured in a weekly email and in the *Route 422 Business Advisor*.

**Members:** It's easy to post your Job Openings!

- Login to Members Only on the Chamber website and click the "Jobs" tab on the left side module.
- Click "Add New Job Posting," fill in the description.
- Preview your posting by clicking "Preview" on the bottom of the page.
- Click the red "Save & Exit" button on the bottom to finalize your posting.

**LOOKING FOR QUALIFIED  
INDIVIDUALS?**

Information from resumes the Chamber has received are announced at Membership Breakfasts and summarized in the *Route 422 Business Advisor*.

**Members:** Stop by at the office anytime to review the resumes we have on file that have been sent to us by those looking for work.

This month's resume includes:

• **Account Management/Sales Representative**

**Know someone  
looking for a job?**

1. Have them send their resume to Melissa at [melissa@tricountyareachamber.com](mailto:melissa@tricountyareachamber.com).
2. They can also go to the Chamber's website and view Chamber Members who currently have positions available at their company.

Chamber Members with job openings:

- **Boyertown Publishing Co.** – Sales Executive
- **Diamond Credit Union** - Commercial Lending Processor; Jr. Financial Advisor; Mortgage Lending Processor
- **Law Offices of Dischell Bartle Dooley** – Administrative Assistant

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