



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.

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CONNECT WITH YOUR TRICOUNTY AREA CHAMBER:

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TRICOUNTY AREA CHAMBER OF COMMERCE



PRESIDENT'S MESSAGE

WORKING TO GROW TWO CHAMBER COMMITTEES IN 2019!



WOW is looking to relaunch in the 2019-2020 program year. Recently we asked WOW participants to complete a survey to help the committee focus programming. Here are the results:

- 1 Top priority reason for participating - Networking and Learning
- 2 Top focus of the topics presented at WOW - Professional Development
- 3 Top format of the luncheon/way information is provided - Presentation
- 4 Frequency of luncheons - Top choice: Every other month

If you're interested in participating on the WOW committee to discuss new programming opportunities - join us at our first committee meeting on Tuesday, January 15, from 8:30 - 9:30 AM at the Chamber Office.



Lead | Engage | Young | Professionals

Network of Leaders. Professional Development.
Volunteerism. Community Action.

The TriCounty Area Chamber of Commerce would like to officially announce our young professionals' program - Lead Engage Young Professionals (LEYP). LEYP's mission is to energize and engage TriCounty Area Young Professionals to create a strong Network of Leaders, excellent Professional Development opportunities, altruistic Volunteerism and Community Action!

LEYP is targeted to ages 21-40, and we are currently looking for additional young professionals to join our committee. The committee currently meets every other Monday from 12 - 1 PM at the Chamber Office. First committee meeting in 2019 will be Monday, January 7. Contact 610.326.2900 if you're interested in being a part of helping us plan new and exciting events!

Past events have included: Opening Meetup at Manatwny Still Works; PDIDA 5K Run Volunteer Opportunity; Year at a Glance; Brews and Choo Choo's; Pack and Pub; and Professional Development Opportunities.

**Interested in participating on one of these committees?
Contact me at 610.326.2900 for more information!**

MAKING A DIFFERENCE IS WHAT WE DO!

WELCOME APPROVED NEW MEMBERS!

Congratulations to the businesses listed on this page. Their applications were approved by the Board of Directors in November.

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!

Alpine Cyber Solutions
152 E. High St.
Pottstown, PA 19464
866.906.1800
www.alpinecyber.com

Security Services

Alpine Cyber Solutions, headquartered in Pottstown, PA, is a leading cybersecurity and cloud infrastructure company that helps companies respond to threats.

Arrowhead Golf Course, Inc.
1539 Weavertown Rd.
Douglassville, PA 19518
610.582.4258
www.arrowheadgolf.net

Golf Courses

Visit us in the rolling hills in southeastern Pennsylvania. We are conveniently located between Philadelphia, Lancaster and Allentown in Douglassville, Pa. We are open seven days a week. Our two different courses, the nine-hole Blue Course and the eighteen hole Red & White course, will challenge golfers at all levels of play.

Baird's Catering LLC
PO Box 464
Gilbertsville, PA 19525
610.781.3534
www.bairdscatering.com

Bakeries; Caterers/Banquet Services; Delis/Sandwich Shops; Food Products – Specialty; Wedding Consultants/Planners
We can cater all size events. Personalized and professional service. The owner of Baird's Catering has been in the food service industry for over 25 years. Chef William and his culinary team know the importance of being flexible, while maintaining an excellent service, eloquent catering, and delicious edible art at an affordable price. Strive to meet the need of their clients by building a personalized menu or picking from the menu. Provide services from weddings, corporate events, home events, and meals as an off-premise caterer at your location. Distinguished taste, presentation and value.

Beauty Inside Out
700 Farmington Ave #12
Pottstown, PA 19464
267.408.8725
www.facebook.com/beauty4unme2

Health and Beauty Aids

Health & Wellness Advisor, Makeup Artist, Image and Beauty Consultant. I have been helping people for over 15 years look and feel their best!

Bethel Community Church of Pottstown
575 Keim Street
Pottstown, PA 19464
610.326.1700
bccpottstown.com

Churches/Synagogues

We are a loving family of believers after God's heart. BCCP is a Christ-centered, multi-cultural, Bible-based, non-denominational church committed to serving the residents of Pottstown and the surrounding communities. BCCP is also a place where you will be encouraged, equipped, and empowered by the Word of God!

Byrd's BarBeQue
354 N. Charlotte St.
Pottstown, PA 19464
484.624.5315
www.byrdsbarbeque.com

Caterers/Banquet Services; Food Products; Food Products – Specialty; Restaurants/Clubs

Enjoy the taste of summer all year round. Byrd's Barbeque does BBQ right. Summer may end but good BBQ doesn't. ORDER NOW!

Giuseppe's Pizza, Burgers, and Subs
864 E. High St.
Pottstown, PA 19464
484.524.8055
www.giuseppespizzapottstownpa.com

Restaurants/Clubs

Come to Giuseppe's Pizza in Pottstown, where we serve pizza, wings, calzones, and hand-pressed Angus Beef burgers! Our menu also features hoagies, chicken steaks, and real Italian sandwiches. Find us north of Benjamin Franklin Hwy at the corner of High and Eden Streets. We're not far from Memorial Park! Order online for carryout or delivery! NO DELIVERY FEE AND NO MINIMUM. 10% Off All Business Orders 11 AM - 3 PM. Catering also available for businesses, corporate meetings, private parties, doctor's offices.

Hard Hat Services
2939 West Germantown Pike
Norristown, PA 19403
484.991.8241
hardhatservices.net

Electrical Contractors

Hard Hat Electric has existed to serve the tri-state areas ever changing and diverse electrical needs. Since the beginning we have held to the belief in being dedicated to elevating the level of perception of our industry by consistently raising the standard of workmanship, education, and professionalism. We have accomplished this by employing quality people who strive to be the best they can be both at work, and in their personal lives. Our goal is to maintain an atmosphere of mutual respect, honest communication, and to provide each individual with a sense of ownership and clear direct duties.

Sheila Nester & Associates P.C. dba Larry E. Hoffa and Company
300 E. Philadelphia Ave.
Boyertown, PA 19512
610.367.9372
larryhoffaandcompanycpa.com
Accountants/CPAs

We are a public accounting firm providing services to businesses and individuals such as tax preparation, bookkeeping, payroll services, financial statement preparation and the like.

Lisa's Ultimate Image
1154 E. High St.
Pottstown, PA 19464
610.718.5445
lisasultimateimage.com

Health and Beauty Aids; Salons – Hair/Nail and Skin Care/Tanning

Lisa's Ultimate Image is a full-service hair salon and day spa located in the historic downtown business district of Pottstown. Lisa's Ultimate Image provides an elegant, relaxed atmosphere in a beautifully refurbished Victorian style home.

Once Upon a Time Consignment Boutique
254 E. High St.
Pottstown, PA 19464
484.300.8737
www.consignmentshopinpottstown.com

Apparel and Accessories; Retail Sales

Conveniently located in Pottstown We have designer brand clothing to dress the entire family. Aside from clothes, we also have Accessories such as: shoes, purses, belts, ties, jewelry, hats, scarves and more.

The PCTV Network
1535 Schwenk Rd.
Pottstown, PA 19464
610.327.1866
www.thepectvnetwork.com

Audio Visual Equipment/Production; Cable TV; Television Stations; Video Production Services

PCTV is Part of the Borough of Pottstown and operates 3 channels on Comcast Cable TV in Pottstown, Pennsburg Boyertown, Bally, Oley, Bucktown, Collegeville, Schwenksville, Skippack, Limerick, Royersford, Spring City and Phoenixville.

Pottstown United Brewing Company
251 E. High St.
Pottstown, PA 19464
484.752.4943
www.pottstownunitedbrewing.com

Restaurants/Clubs

Pottstown United Brewing Company is a brewpub started by Adam Burke of Lily's Grill, and Steve Armstrong of Armstrong Ales LLC. Enjoy Fine Brews and Good Eats in a comfortable rustic setting in Pottstown, PA.

Strategic Sales Training Solutions, LLC
2385 Lancaster Pike
Shillington, PA 19610
610.223.4346
www.johnwhitehall.sandler.com
Business Consultants

For over 30 years I have led and coached high performing, winning sales organizations of all sizes in a variety of industries. I work with CEOs, business owners and sales leaders who rely on their salesforce to expand the customer base and consistently generate profitable sales but find that their salespeople are not always up to the task. By helping the salesforce reorganize its sales process around a defined set of activities and specific, measurable benchmarks, they are able to identify, qualify, and close high-quality opportunities more quickly, profitably, and consistently, even in markets where there are larger, more established firms. My company, Strategic Sales Training Solutions is located in Southeastern Pennsylvania and is a part of the worldwide Sandler training network.

Tornetta's Italian Restaurant
104 Wilson St.
Pottstown, PA 19464
610.326.9978
www.tornettas.com

Restaurants/Clubs

Come to Guiseppe's Pizza in Pottstown, where we serve pizza, wings, calzones, and hand-pressed Angus Beef burgers! Our menu also features hoagies, chicken steaks, and real Italian sandwiches. Find us north of Benjamin Franklin Hwy at the corner of High and Eden Streets. We're not far from Memorial Park! Order online for carryout or delivery! NO DELIVERY FEE AND NO MINIMUM. 10% Off All Business Orders 11 AM - 3 PM. Catering also available for businesses, corporate meetings, private parties, doctor's offices.

Welcome to the Avenue
107 E. High St.
Pottstown, PA 19464
484.752.4076
www.welcometotheavenue.com

Caterers/Banquet Services; Food Products; Food Products – Specialty; Restaurants/Clubs

Authentic Caribbean and Specialty cuisine restaurant. Available for events and catering. Banquet facilities.



Interested in learning more about Chamber Membership?

Contact Gregory Glenn at 610.326.2900 or gregory@tricountyareachamber.com to learn more!

BUSINESS SPOTLIGHT

December's Business Spotlight is The Victory Bank. Learn more about them at the event on Thursday, December 13 from 5-7 PM, located at 548 N. Lewis Rd. in Limerick!

The Victory Bank Exceeds Expectations . . .



Our values-based company was started with the core mission and commitment to deliver a client experience unmatched in the banking industry, and our entire team is passionately focused on delivering on that promise, each and every day.

Here is what some of our customers are saying...



"Very happy. Will refer others to The Victory Bank."



"Lender was easy to work with and the branch staff is excellent!"



"Easy, quick, and efficient (loan) process. Don't think I'll ever leave The Victory Bank."



Member FDIC

The Business of Banking...Done Right



**548 North Lewis Road, Limerick, PA 19468
610.948.9000 ~ www.victorybank.com**

ALWAYS BUY CHAMBER

FEATURED MEMBER BENEFIT OF THE MONTH

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!

Printers/Publishers

- Atlantic Communications Group, Inc.
- Boyertown Publishing Co.
- Colorworks Graphic Services, Inc.
- Complete Graphics, Inc.
- Everything Printing
- MACnificent Pages/Route 422 Business Advisor
- Smale's Printery

Public Affairs / Government

- Wanner Associates

Real Estate – Commercial/Industrial

- 422 Business Center
- Glocker Realty and Insurance
- Pennmark Management Co., Inc.
- Pottstown Industrial Complex
- Sher Properties, Inc.
- Specht Realty, Inc.
- Sunnybrook Village Business Campus
- Tornetta Realty Corp.
- Vista Realty Partners LLC

Real Estate – Residential

- Herb Real Estate, Inc.
- Ironhorse Realty LLC
- The Mike Howell Team
- Janet Flack – EXP Realty, LLC
- Keller Williams Realty Group
- Kelly Real Estate, Inc.
- Ogilvie Real Estate Team – Coldwell Banker Preferred
- RE/MAX Achievers, Inc.
- Richard A. Zuber Realty
- Schuylkill Holdings

Real Estate Appraisers/Consultants

- James M. Capinski and Associates

Real Estate Developers

- E. G. Pottstown

Real Estate Investment

- Helping People Get Homes
- O'Connor Investment Company

Recreation

- Greater Pottstown Tennis Association
- Hopewell Furnace National Historic Site
- Pottstown Area Police Athletic League

Recreational Vehicle Sales/Service

- Berks-Mont Camping Center, Inc.

Remodeling/Renovations/Repairs

- Scott A. Weller Carpentry & Cabinets, Inc. dba Solar by Weller
- Whitegate Contracting Company

Restaurants/Clubs

- Connections on High, Inc.
- Copperfield Inn at Lakeside
- Cuisine India
- Hilltop Drive-In, Inc.
- House of India PA
- Juan Carlos Fine Mexican Cuisine
- Lily's Grill
- McDonald's – Pottstown
- Mike's Brick Oven Pizza
- Three Brothers Grill

Retail Sales

- Philadelphia Premium Outlets

Retirement Communities

- Frederick Living
- Keystone Villa at Douglassville
- Sanatoga Ridge Community, Inc.

Roofing/Siding Contractors

- Rutter Roofing



Don't forget to Always Buy Chamber this holiday season!
A complete list of members can be found on the online business directory at tricountyareachamber.com.

THANK YOU!

2018-2019 Connections Partners:



2018-2019 Commerce Partners:



SUPPORTING COMMERCE



Lead | Engage | Young | Professionals

Network of Leaders. Professional Development.
Volunteerism. Community Action.

Mission: We energize and engage TriCounty Area young professionals to create a strong Network of Leaders, excellent Professional Development opportunities, altruistic Volunteerism and Community Action!

This program is the young professionals' group of the tri-county region, targeted to ages **21-40**!

LEYP recently held two events:

• **Pack & Pub** on Wednesday, October 31. Young professionals stuffed 173 backpacks for **Operation Backpack** – benefiting students of local school districts. After packing, the group walked over to **Pottstown United Brewing** to celebrate a job well done!



• Professional Development:

15 Laws of Growth
on Wednesday,
November 14.
Jenna Armato,
Attract Engage
Inspire, LLC



HOLIDAY PARTY

Come celebrate the season with the rest of the LEYP group at an amazing new venue called the Red Horse Motoring Club. Don't miss the opportunity to see inside of this member-only exclusive club.

Wear your best ugly sweater and join in the festivities!

Register online at tricountyareachamber.com or by calling Tarra at 610.326.2900 - Registration is required.

Stay tuned for more exciting opportunities for LEYP in 2019!

• **Thursday, December 6**

• **5 – 7 PM**

• **Red Horse Motoring Club,**
132 E. 3rd St.,
Pottstown 19464

Admission: Bring a toy for our drive!

BUILDING COMMUNITIES



Mark Your Calendars!

NETWORKING

- Thurs., Dec. 6**
11:30 AM – 1:30 PM
Membership Luncheon – Gathering of Gratitude
Western Montgomery Career & Technology Center, 77 Gratersford Rd., Limerick 19468
TriCounty Area Chamber of Commerce welcomes you to a FREE Membership Luncheon that will be taking the place of our monthly breakfast. Join us at the Western Montgomery Career & Technology Center for an amazing lunch prepared by the students and staff. During the holiday's we all feel a sense of gratitude towards one another and the Chamber is no different. We would like to thank our members for being a part of our organization and share our new initiatives with everyone. Tours of the facility will be available from 1:00pm-1:30pm after the luncheon presentation is complete. One of our sponsors, Pottstown Area Rapid Transit or PART, is collecting donations! Bring a personal hygiene donation with you to the luncheon and get a free spin of "The Chamber Wheel" to win a prize!
No Charge; Members Only; Reservation Required – LIMITED SEATING
Lunch Free Thanks To: Exelon
Sponsored by: Alvernia University; Exelon; Pottstown Area Rapid Transit, Inc.; Schultz Technology
- Thurs., Dec. 6**
5 – 7 PM
LEYP: Holiday Party
Red Horse Motoring Club, 132 E. 3rd St., Pottstown 19464
Come celebrate the season with the rest of the LEYP group at an amazing new venue called the Red Horse Motoring Club. Bring a toy to donate to the Salvation Army. Don't forget the real reason for the season and help out others in need! See Chamber website for list of donations.
Donations for Entry; Young Professionals Only; Registration Required
- Tues., Dec. 11**
11:30 AM – 1 PM
WOW Holiday Networking
The Carousel at Pottstown, 30 West King St., Pottstown 19464
It's the holidays already! Come and join us at the Carousel for some fun holiday networking. Get ready to have some fun and meet some new people all while experiencing holiday festivities. The Carousel will be decorated for the holidays and will be running for our event.
\$26 per Member (prepaid by 12/4); \$32 per Member (invoiced or after 12/4)
Sponsor: Citadel Federal Credit Union
- Thurs., Dec. 13**
5 – 7 PM
Business Card Exchange
The Victory Bank, 548 N. Lewis Rd., Limerick 19468
It's the Holiday Season and Victory Bank would like all Chamber Members to come out to their offices and celebrate! This mixer features wonderful decorations and Christmas music to get you in the holiday mood. Victory Bank enjoys bringing the holiday cheer to the area and community.
No Charge; Members Only; Registration Appreciated
Sponsor: The Victory Bank
- Fri., Dec. 14**
8:30 – 10 AM
Refresh Friday: Strategic Management
TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464
Strategic Management: Realities of Executing Your Strategic Plan
Many organizations have good strategic plans. A mistake many of them make is not realizing the plan is a dynamic document. In many cases, execution is not tracked, and accountability not clearly assigned. In this session, **Don Schalk** will discuss the execution side of strategic management and how to ensure success with the daily realities of budget cuts and competing priorities using various tools and techniques.
No Charge; Members Only; Registration Appreciated

SAVE THE DATES

- Thurs., Jan. 10**
7 – 9 AM
Economic Forecast Breakfast
Copperfield Inn, 594 W. Ridge Pike, Limerick, 19468
\$26 per Member (prepaid before 1/3); \$32 per Member (invoiced or after 1/3); \$50 per non-member
Sponsored by: Tompkins VIST Bank and Tompkins Insurance
More details to come!
- Weds., Jan. 16**
12 – 1 PM
Discover Leadership Tri-County
TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464
Learn how this ten-month, tuition based, leadership and professional development program can equip you or a member of your organizational staff with the skills and understanding of the problems, opportunities, and resources throughout the tri-county region to effectively serve on a nonprofit board and sustain community participation and involvement. *Now enrolling for the Class of 2020!*
Free; Registration Requested
- Tues., Jan. 29**
8 – 9 AM
Discover Leadership Tri-County
TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464
Learn how this ten-month, tuition based, leadership and professional development program can equip you or a member of your organizational staff with the skills and understanding of the problems, opportunities, and resources throughout the tri-county region to effectively serve on a nonprofit board and sustain community participation and involvement. *Now enrolling for the Class of 2020!*
Free; Registration Requested
- Tues., Feb. 12**
5 – 8 PM
Women's Roundtable: inspired
Brookside Country Club, 850 N. Adams St., Pottstown 19464
Stay tuned for more details! Our guest speaker will be the **Honorable Cheryl Lynne Austin**, Judge in the Orphans' Court of Montgomery County PA.
\$35 per attendee (prepaid before 2/5); \$40 per attendee (invoiced or after 2/5); \$250 per table of 8
Sponsor: YWCA Tri-County Area
Additional Business Development Opportunities Available
- Boyertown Area Progress Dinner**

New Date!

Please note this annual January event is being moved to the spring!

Call Tarra Farrell, 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.



Register today; connect tomorrow. Visit tricountyareachamber.com or call 610.326.2900.

Leadership

TRI-COUNTY

CONNECTING THE DOTS



By Jennifer O'Donnell, IOM, Director

Discovering how Business Growth, Leadership and Governance all tie together became the focus of Leadership Tri-County's November session.

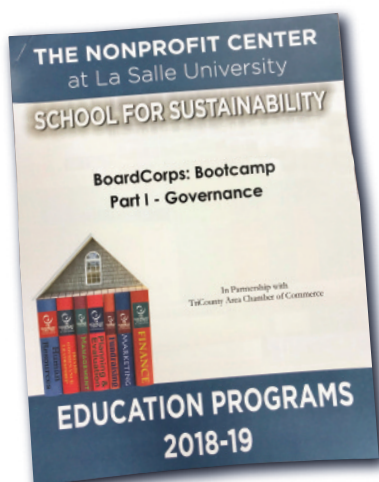
Through a full day of varying topics and perspectives, the Class of 2019 started out hearing from business owner and community investor, Rick Lewis, President and CEO of The Lewis Group. Rick talked about his evolving leadership style, the importance of setting the standard in corporate culture by believing not only in himself, but in his people, and his investment in the Royersford – Spring City community project with Save the Trestle. The Class also participated in the second round of five deep dive John Maxwell leadership sessions with Jenna Armato of Attract, Engage, Inspire with a focus on character and creating positive change; received an update on Pottstown Area Industrial Development's (PAID) initiatives, the visionary I Pick Pottstown campaign, and current projects from Executive Director, Peggy Lee Clark; as well as receiving four hours of in-depth instruction on Nonprofit Board Governance facilitated by Laura Otten, Ph.D. of The Non Profit Center at LaSalle.

When you connect the dots of the day, it was about developing awareness of the resources, opportunities, and needs that exist within our communities and workplace. It elevated the awareness of decision-making skills and level of influence. That just because someone has a title, it doesn't mean they are a leader. The November session highlighted the importance of doing the right thing, being accountable, and getting involved in the many resources that are happening right here in our communities. It was about passion. So, whether they realize it or not, with only three months in to the program, it's evident that the Class of 2019 is already beginning to influence one another by sharing new ideas and offering solutions. Trust is building. Community knowledge is building. Understanding the role of governance in serving on a nonprofit Board is building.



The class with Rick Lewis, The Lewis Group.

Lunch provided by: Baird's Catering
LLC



Part 1 of 3
BoardCorps:
Bootcamp sessions.



The class with Peggy Lee-Clark,
Pottstown Area Industrial Development, Inc.

JOIN THE CLASS OF 2020!

Learn how this ten-month, tuition based, leadership and professional development program can equip you or a member of your organizational staff with the skills and understanding of the problems, opportunities, and resources throughout the tri-county region to effectively serve on a nonprofit board and sustain community participation and involvement. Now enrolling for the Class of 2020. Applications due June 30, 2019. Class starts in September.

Learn More!

Register for an Info Session!

WEDNESDAY, JANUARY 16th 12 – 1 PM

or TUESDAY, JANUARY 29th 8 – 9 AM

Call 610.326.2900

EXECUTIVE SPONSORS



EDUCATION SPONSOR

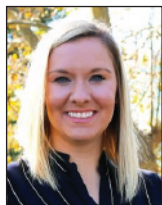


TRANSPORTATION SPONSOR



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

Dashing through the Snow: Winter Commuting Tips



By Stacey Weiss, TDM Manager at GVF

On average, there are over 5,748,000 vehicle crashes each year. Approximately 22% of these crashes – nearly 1,259,000 – are weather-related. Weather-related crashes are defined as those crashes that occur in adverse weather such as ice, snow, rain etc.*

Instead of becoming an addition to the number of crashes this winter, why not try one of these transportation alternatives:

Public Transit

Catching the bus or train instead of driving means avoiding deicing your car, driving on slick roads, and the general stress of winter travel. It's cheaper, safer and reduces CO2 emissions.

Vanpool

Don't like to drive on icy, snow covered roads? Then vanpooling is a great option for you! A vanpool carries between seven to fifteen passengers, to and from the workplace. A vanpool has a designated

driver, so you don't have to! A vanpool uses a larger, safer vehicle. A vanpool typically includes amenities such as on-board Wi-fi, luxury seats and bike racks, and can cut your commuting costs by as much as 80%.

Biking

Some would believe that the end of summer marks the end of biking season, but that is not necessarily true. Many people continue to commute by bike throughout the winter to avoid sitting in traffic and to save money. If you decide to bike during the winter make sure to utilize a winter bike, ensure you have all necessary safety equipment and dress appropriately.

If you MUST drive during inclement weather stay safe by using these websites:

Phillytraffic.com

See how the roads look before taking off on your journey. Check to see if major roadways have been plowed and how traffic is moving through the several live cameras that monitor roadways such as, I-76, I-95, U.S. 422 Corridor and U.S. 202. Phillytraffic can help you determine the best route to travel during adverse weather conditions.

US202.com

The U.S. 202 site provides traffic alerts, construction updates related to

U.S. 202 roadway. Check here for information on delays on 202 during inclement weather.

422improvements.com

The 422improvements website provides traffic alerts and construction updates related to the U.S. 422 Corridor. Check here for information on delays during serve weather conditions.



WeareTDM.com

Wearetdm.com provides the latest and most up to date transportation information. It also shares information related to alternative transportation options. If roadways aren't safe check here to find alternative transportation options to get to where you need to be during the winter months.

For more information contact Stacey Weiss at GVF, sweiss@gvftma.com.

*(Source: Ten-year averages from 2005 to 2014 analyzed by Booz Allen Hamilton, based on NHTSA data).

Stacey Weiss works as a TDM Manager at GVF. To reach Stacey by email: sweiss@gvftma.com, or by phone: (610)354-8899.

"Blue Wave" Hits PA Mostly in the Southeast; Wolf and Casey Re-elected Easily

Although many political pundits predicted a Trump-inspired "blue wave" of Democrats overwhelming Congress and state legislators across the country, the actual results nationwide were not as dramatic as expected on November 6. The Democrats did indeed regain control of the US House of Representatives, but not by the margins that have been customarily seen in "mid-term" elections after a new president is elected. The parties of Clinton, Bush and Obama all lost more seats than the Republicans did this year, and they actually ADDED to their majority in the US Senate, giving President Trump even more of an advantage should another Supreme Court seat come open.

In Pennsylvania, Democrats did make inroads in reducing their deficits in both the state House and Senate, with nearly all of those seat switches coming in the "collar counties" surrounding Philadelphia. Hardest hit were the Chester and Delaware County Republican delegations, where Republican Reps. Becky Corbin (155th - Chester); Warren Kampf (157th - Chester), Eric Roe (158th - Chester) Duane Milne (167th - Chester), and Jamie Santora - 163rd (Delaware); Alex Charlton - 165th (Delaware) and Sen. Tom McGarrigle (26th - Delaware) all were defeated. Over in

Montgomery, Reps. Kate Harper (61st) and Tom Quigley (146th) also lost their seats, and Democrats flipped long-held Republican Senate seats in Montgomery and Bucks Counties.

The GOP entered election night with a commanding 121-79 majority in the House, with three vacancies in Democratic seats, while Senate Republicans looked to defend their 34-16 cushion. While a couple of House election results are still being determined, it appears the ratio will be 110-92, plus the seat currently by Democrat State Rep. Vanessa Lowery-Brown who won re-election, but will be sentenced November 28 for her bribery conviction. The GOP was successful in knocking off just two Democratic incumbents, Bryan Barbin (71st-Cambria) and Helen Tai (178th -Bucks). A third seat, the 49th (Fayette/Washington), currently held by GOP State Rep. Bud Cook, is also the subject of ballot challenges.

Pending the outcome of some contested close races, including the 6th Senate district in Bucks County, where long-time incumbent Republican Sen. Tommy Tomlinson appears to have squeaked out a 100-vote victory over Democrat State Rep. Tina Davis, the Senate will swear in

28 Republicans and 21 Democrats, and newly elected Lt. Gov. John Fetterman will call a Special Election to fill a vacancy created in the 37th district by the resignation of Republican Sen. Guy Reschenthaler, who was elected to Congress on election night. Davis, who also easily won re-election to her own House seat, was calling for a recount at this writing. In the 10th Senate district, Democrat Steve Santarsiero beat State Rep. Marguerite Quinn, flipping the Bucks County seat, and Democrat Maria Collett won a victory over Stewart Greenleaf Jr. to capture the 12th district Montgomery/Bucks seat held since 1977 by Greenleaf's father. The most unexpected upset occurred in the 44th (Montgomery/Chester), where first-time candidate Katie Muth unseated Republican Sen. John Rafferty, who had served the district since 2003. Over in the Pittsburgh suburbs, Democrat Lindsey Williams beat Republican Jeremy Shaeffer, who had upset incumbent Sen. Randy Vulakovich in the 38th to pick up another seat for the Dems.

It remains to be seen how these smaller majorities, and a Governor entering his second and final term, will affect the flow and nature of legislation in the new session.

Statewide, the races for Governor and US Senate came in pretty much as expected. Governor Tom Wolf easily won a second term, defeating Republican Scott Wagner by a 58%-41% margin after a blistering campaign, mostly on the part of the challenger. Wolf will be joined by a new Lieutenant Governor as he enters his new term, as the aforementioned John Fetterman takes over for current Lt. Governor Mike Stack, whom Fetterman defeated in the May primary.

PA's Senior Senator, Bob Casey, Jr. also easily defeated his opponent for U.S. Senate, Congressman Lou Barletta, by a roughly 55%-42% margin, to earn a third term.

In Congress, Republicans went in with a 13-5 advantage in the PA delegation, but a combination of newly drawn Congressional maps and backlash against the President resulted in the Democrats winning the new 4th, 5th, 6th, 7th and 17th Congressional Districts, while the GOP won the new 14th. The PA Congressional delegation will now be split 9-9, including a historic four women.

Advocacy Sponsor:



CREATING CONNECTIONS

2018 ECONOMIC DEVELOPMENT LUNCHEON

Presented by Pottstown Hospital Tower Health & TCACC

Chamber Members gathered at RiverCrest Golf Club & Preserve on Tuesday, November 13 for the 2018 Economic Development Luncheon Presented by Pottstown Hospital Tower Health & TCACC.

In addition to the awards that were presented, Chamber Members celebrating significant anniversaries were recognized.

- **150 Years:** Reading Eagle Company
- **110 Years:** YWCA Tri-County Area
- **90 Years:** C. Raymond Davis & Sons, Inc.; Smale's Printery
- **70 Years:** American Heritage Credit Union
- **30 Years:** Gateway Ticketing Systems, Inc.; Kriebel Security Inc.
- **25 Years:** Translogistics, Inc.
- **10 Years:** Complete Family Eyecare

Our guest speaker, Rob Wonderling, President and CEO of the Chamber of Commerce for



Greater Philadelphia presented on the Grow PA Initiative. Grow PA is an open-source initiative designed to engage Pennsylvanians from the business and civic communities. This initiative convenes those people and organizations to establish and discuss how we can work together to build a modern economic growth agenda. Rob discussed the three pillars of growth:

- Modernizing all facets of our infrastructure
- Transforming post-secondary education
- Accelerating the development of innovation in health care technology and delivery

More information on the Grow PA initiative can be found at <https://chamberphl.com/growpa-toolkit>



MAKING A DIFFERENCE IS WHAT WE DO!



1 Our speaker, Rob Wonderling, The Chamber of Commerce for Greater Philadelphia, presented on "Grow PA"

2 The 2018 Worksite Wellness Initiative Awards were presented to the Sole Proprietors Group. Pictured L to R: Cindy Mellor, Barbara A. Akins, CPA; and Amy Konop, Amy's Upcycles, LLC. Not Pictured: Barbara Akins, Barbara A. Akins, CPA; Carina Hatfield, Weigner Insurance & Financial Services, Inc.; and Traci O'Connor, O'Connor Investment Company, LLC.

3 The 2018 Economic Development Award was presented to CEDARVILLE Engineering Group. April Barkasi, President & CEO of CEDARVILLE, accepted the award.

4 The 2018 Community Impact Award was presented to Community Health & Dental Care. Bridgette McGivern, CEO, centered holding award, accepted the award.

5 The 2018 Regional Planning Award was presented to Chester County Economic Development Council and the Chester County Planning Commission for their work on the Route 724 Opportunities Map. Accepting the award (L to R): Doug Meneely and Jaime Jilozian, Chester County Planning Commission; and Gary Smith and Mike Grigalonis, Chester County Economic Development Council.

6 The Limerick Township Board of Supervisors received the 2018 Legislative Award. Accepting the award – Vice Chair Ken Sperring (L) and Supervisor Kara Shuler (R). Dave Kraybill, Pottstown Area Health & Wellness Foundation, centered, presented the award.



Presenting Sponsor



Pottstown Hospital

TOWER HEALTH

Advancing Health. Transforming Lives.

Co-Sponsors:



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CHAMBER MEMBERSHIP ANNIVERSARIES

(ACCORDING TO TCACC RECORDS)

Happy Anniversary to the following Members:

40+ YEARS

**Pottsgrove
School District**

**A. Weitzenkorn's
Sons, Inc.**

30 YEARS

Gorski Engineering, Inc.

5 YEARS

L&J Cleaning Service, Inc.

**Pottstown
Dance Theatre**

1 YEAR

Alvernia University

Ironhorse Realty LLC

**Lords & Ladies Salons
and Medical Spa –
Douglassville**

**Lords & Ladies Salons
and Medical Spa –
Gilbertsville**

**Lords & Ladies Salons
and Medical Spa –
Pottstown**

Member Renewals

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

**A. D. Moyer Lumber &
Hardware, Inc. –
Gilbertsville**

**A. D. Moyer Lumber &
Hardware, Inc. –
Pottstown**

**American Heritage
Credit Union**

Bally Block Company

Beacon Container Corp.

**Boyetown
Publishing Co.**

**Chris Rowe,
State Farm Agent**

**DaBrian
Marketing Group**

Dana Incorporated

**DeMedio's Building
Maintenance, Inc.**

FlagZone LLC

**Foundation for
Boyetown Education**

**Gateway Ticketing
Systems, Inc.**

Herbein + Company

**Keller Williams
Realty Group**

Kelly Real Estate

Meridian Bank

**Montgomery County
Community College**

Norco Fire Company

Patient First

**Precision Polymer
Products, Inc.**

**Sanatoga Animal
Hospital**

**Staybridge Suites
Royersford –
Valley Forge**

Ursinus College

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 Farrell at**
610.326.2900 or tarra@tricityareachamber.com



**TRICOUNTY AREA
CHAMBER OF COMMERCE**

2018-2019 TCACC EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

CHAIRMAN OF THE BOARD

Baran Schultz, CEO, Schultz Technology

CHAIR ELECT

Rich Newell, CEO, Pottstown Hospital Tower Health

TREASURER

**April Barkasi, President & CEO,
CEDARVILLE Engineering Group, LLC**

IMMEDIATE PAST CHAIRMAN

Richard Graver, Chief Lending Officer, The Victory Bank

SOLICITOR

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

SECRETARY

Eileen Dautrich, President, TCACC

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Montgomery County Community College

Twila Fisher, The Hill School

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

Lee Levengood, Everything Printing

Rick Libra, Exelon

Stacey Machalette, Longstreth Sporting Goods, LLC

Eric Phillips, Dana Incorporated

Greg Richardson, Traffic Planning and Design, Inc.

**Elaine Schaefer, Schuylkill River Greenways National
Heritage Area**

Dr. William Shirk, Pottsgrove School District

Michael Stevens, BB&T

Frank Strunk, Tompkins VIST Bank

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.

Know someone looking for a job?

1. Have them send their resume to Melissa
at melissa@tricityareachamber.com.

2. They can also go to the Chamber's website
and view Chamber Members who currently
have positions available at their company.

• **LifeWorks Counseling Center** –
Licensed Mental Health Therapist
(Contracted Position)

Refresh



REFRESH FRIDAY - OCTOBER

October's Refresh Friday focused on The Power of Positivity.

Christin Smith Myers provides participants with a clear understanding of the
power of positivity and practical next steps to reap its benefits. Attendees
learned the case for positivity at home and work, address real-world obstacles to
positivity, and practice positivity-building strategies.

NEXT REFRESH SEMINAR:

Friday, December 14, 8:30 – 10 AM, "Strategic Management"

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