



*Leveraging the power of membership to grow and strengthen our community, our businesses, and our future leaders.*

**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:

152 E. High St., Suite 360,  
Pottstown, PA 19464  
• TEL: 610.326.2900

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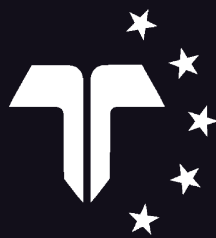
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### TRICOUNTY AREA CHAMBER OF COMMERCE FOUNDATION, INC.

Jennifer O'Donnell, IOM, Leadership Tri-County  
Director, jennifer@tricityareachamber.com



# TRICOUNTY AREA CHAMBER OF COMMERCE

## PRESIDENT'S MESSAGE



As we promoted in this message last month, October was designated by Pennsylvania Governor Tom Wolf as Chamber of Commerce month. Also, October 16 was declared and recognized as National Chamber of Commerce Day.

We are appreciative of the recognition given to organizations like ours. But we don't do our job alone. Just like you, our Member businesses, who participate in our organization and likely participate in professional associations, the TriCounty Area Chamber of Commerce is a member of professional associations within the Chamber of Commerce industry/profession. These professional memberships include American Chamber of Commerce Executives (ACCE), US Chamber, PA Chamber of Business and Industry, and the Pennsylvania Association of Chamber of Commerce Professional organizations. These memberships provide our staff with informational resources and samples of other Chambers' work, educational opportunities, and a network of professionals who understand our industry and "speak our language." We look to benefit from the relationships we create through those memberships in the same way we want to see our Members benefit from being a Member of this Chamber.

Participation and memberships in associations provides benefits that provide value helping the members grow in their industry and business. In addition to benefits, by joining an organization or association made up of like-minded individuals you build relationships with other participants. Those participants can become trusted resources. You can create ongoing dialogue with the contacts that you have made through networking.

The Chamber of Commerce world is unique, our families do not even understand what we do every day – so when attending meetings, educational workshops, and networking events with the colleagues in our industry we can vent with those who understand our challenges, we can brainstorm with those who understand what it takes in putting new ideas in place but who are also wanting to learn from us. You can share your knowledge and pass along the expertise you have to help others which is a great feeling. Someone might like the way we host a certain event and vice versa; we might hear a great idea from another chamber and want to try and make that work for our membership.



Through our "We are better together" initiative we encourage our Members to think about how you can help your fellow Members and build relationships with Member businesses. Networking is typically the reason we hear from businesses for joining the Chamber. Our Chamber spent an entire year focusing on how to make the most out of networking opportunities. The group Shepa Learning Company, shepalearning.com, has created "88 Positive Networking Tips" quick guides. The guides are based on their book "Work the Pond! Use the Power of Positive Networking to Leap Forward in Work and Life" by Darcy Rezac, Judy Thomson, and Gayle Hallgren-Rezac. We encourage our Members and anyone reading this article to enter into networking opportunities following Tip #1 from the quick guide, first and foremost, "A Better Way to Network – The seminal secret of Positive Networking is discovering what you can do for someone else, with no expectation of anything in return. It's about opening a relationship, not closing a sale. When you network this way, it takes all the pressure off-guaranteed."

This is your Chamber and if we can help facilitate building these relationships please do not hesitate to let us know. We are always looking for ways to create opportunities for successful connections to be made. If you have an idea or a specific need, contact me and let's talk about it.

**MAKING A DIFFERENCE IS WHAT WE DO!**

## WELCOME APPROVED NEW MEMBERS!

**Congratulations to the businesses listed below. Their applications were approved by the Board of Directors in November.** When purchasing goods or services, please keep these businesses as well as other TriCounty Area Chamber of Commerce Members in mind while you **Always Buy Chamber!**

**422 SportsPlex**  
1400 Industrial Highway  
Pottstown, PA 19464  
610.323.9600  
the422sportsplex.com

*Recreation; Sporting Goods*  
Indoor sports facility specializing in adult and youth recreational sport.

**Achin' Back Garden Center, Inc.**

10 Penn Road  
Pottstown, PA 19464  
610.495.2870  
achinbackgardencenter.com

*Florists/Garden Centers/Nurseries; Gift/Specialty Shops; Landscape Architecture; Landscaping and Lawn Care Services*  
Full-service garden center, florist and gift shop. Family owned and operated, we specialize in landscape design, unique and locally grown plants, houseplants, fresh flowers, classes, and natural products.

**Controller onDemand**  
524 Richards Circle  
Pottstown, PA 19465  
484.925.1650

controller-ondemand.com  
*Business Consultants; Career Counseling Services; Coaching - Business/Life; Management Consultants; Organizational Management Consultants*  
Empowering business owners with accounting knowledge, skills, and training they need to build and grow their successful business! CFO Advisory services on monthly and quarterly basis. Offering QuickBooks Online training to business owners and bookkeepers - Advanced Certified in QBO!

**Diamond Disposal LLC**  
268 Washington Road  
Bechtelsville, PA 19505  
610.845.1117

diamonddisposalllc.com  
*Trash and Recycling Services; Roll Off Dumpsters; Waste Removal*  
Diamond Disposal and A Dumpster For You (a division of Diamond Disposal), is a full-service waste removal company specializing in the collection of residential trash, commercial trash, recycling, and roll-off dumpsters. Locally owned and operated by the McGovern family since 2008, Diamond Disposal is committed to give you the best service in the area.

**Execute Your Event**  
PO Box 483  
Pottstown, PA 19464  
484.401.6542  
executeyourevent.com

*Event Planners*  
We offer exceptional event planning in Montgomery County PA and its surrounding areas. Our clients enjoy our planning process because we listen and help them execute their vision. We pride ourselves in finding creative solutions to Execute Your Event within your budget.

**JJC Automotive**  
54 East High Street  
Pottstown, PA 19464  
610.326.2200

jjc-automotive.business.site/  
*Auto Body Repairs/Painting*  
JJC Automotive is an Auto Repair Garage and Service Shop. We perform PA Inspection and Emissions and related repairs.

**Kidz Kool LLC**  
2143 Buchert Road  
Pottstown, PA 19464  
215.303.6101

*Arts & Crafts; Party Planning; Special Events*  
Party planning for kids!

**La's Desserts**  
300 East High Street  
Pottstown, PA 19464  
484.374.2454

*Bakeries; Gluten Free*  
Gluten-free homemade treats including muffins, cakes, cupcakes and more! We also take special orders as well.

**Manatawny Still Works**  
320 Circle of Progress,  
Suite 104  
Pottstown, PA 19464

484.624.8271  
manatawnystillworks.com

*Craft Breweries/Distilleries; Caterers/Banquet Services; Retail Sales*  
We're a whiskey distillery specializing in four-grain whiskies. We offer a tasting room bar and event space, as well as tours of the facility.

**Pottstown Children's Discovery Center**  
248 Walnut Street  
Pottstown, PA 19464  
267.337.0179

pottstownkids.org  
*Museums; Amusement and Entertainment; Youth Services*  
We are an emerging Children's Museum seeking to provide an interactive learning experience for children and families.

**422 SportsPlex**  
1400 Industrial Highway  
Pottstown, PA 19464  
610.323.9600  
the422sportsplex.com

*Recreation; Sporting Goods*  
Indoor sports facility specializing in adult and youth recreational sport.

**Slatehouse Realty**  
313 East High Street  
Pottstown, PA 19464  
484.525.0010

*Property Management; Real Estate - Commercial/Industrial; Real Estate - Residential*  
Real estate sales & property management.

**Soul Joel's Comedy Club & Lounge**

155 Railroad Plaza  
Royersford, PA 19468  
610.686.8080  
sjpcomedy.com

*Comedy; Fundraising Consultants; Music/Instruments/Training*  
JOEL RICHARDSON - SOUL JOEL the founder of Soul Joel Productions, the biggest independent comedy production company on the East Coast. For over 10 years, Joel has been producing 200 plus shows every year. Half of those shows are fundraising events that benefit schools, non-profit, and charitable organizations. SJP has had 500 plus comedians work in 15 different states, who have appeared on The Tonight Show, Last Comic Standing, Comedy Central, HBO, Showtime, MTV, and heard on SiriusXM Radio.

**Valley Forge Wealth Management**

401 Stony Run Road  
Spring City, PA 19475  
610.792.3330

valleyforgewealth.com  
*Property Management; Real Estate - Commercial/Industrial; Real Estate - Residential*  
We specialize with working with business owners to create custom strategies for retirement, key employee retention, and succession planning.



TRICOUNTY AREA  
CHAMBER OF COMMERCE

### CHAMBER MEMBERSHIP ANNIVERSARIES

(ACCORDING TO TCACC RECORDS)

## Happy Anniversary to the following Members:

### 41+ YEARS

**Pottsgrove School District**

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

### 25 YEARS

**Sanatoga Ridge Community, Inc.**

**Valley Forge Tourism & Convention Board**

### 20 YEARS

**MacKissic, Inc.**

### 10 YEARS

**Boy Scouts of America - Cradle of Liberty Council**

### 5 YEARS

**Coventry Mall**

**Dancing Tree Creations Artisans Gallery and Studio**

### 1 YEAR

**Bella Italia Pizzeria & Italian Kitchen**

**Ervina White Beauford Funeral Service, P.C.**

**Goose's Montecristo Cigar Lounge**

**Loughin Real Estate**

**Majestic Glamour Nails & Spa**

**Parma Pizza**

**Pottstown's Own Meat Market**

**Rachel Riker - Keller Williams Realty Group**

**Ron's Crooked Hill Tavern**

**Sanatoga Corporation**

**Speck's Drive In**

**Traveling Nurses LLC**

### Member Renewals

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

**Bally Block Company**

**Brandywine Living at Upper Providence**

**Building a Better Boyertown**

**Chestnut Knoll**

**Complete Graphics, Inc.**

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

**Gateway Ticketing Systems**

**Hickory Valley Golf Club**

**Houck & Gofus Funeral Home, Inc.**

**Independence Blue Cross**

**Keller Williams Realty Group**

**Kelly Real Estate, Inc.**

**Limerick Bowl**

**Montgomery County Community College**

**North Coventry Township**

**Pottstown Parks and Recreation Foundation**

**Schumacher & Benner Funeral Home & Crematory**

**World Travel, Inc.**

*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 **Melissa Shainline** at 610.326.2900 or [melissa@tricityareachamber.com](mailto:melissa@tricityareachamber.com)



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!**



# Mark Your Calendars!

## NETWORKING

### Thurs., December 5 **Membership Luncheon: Gathering of Gratitude**

12 - 1:30 PM

**Western Montgomery Career & Technology Center, 77 Graterford 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.

This **Members Only** Event is FREE thanks to our Presenting Sponsor: **Exelon**

Sponsor: **Pottstown Area Rapid Transit (PART); Pottstown Hospital Tower Health**

**SOLD OUT!**

### Tues., December 10 **REACH for Opportunity Circles**

5 - 7 PM

**The Blue Elephant, 152 East High St., Pottstown 19464**

**Opportunity Circles:** Access new resources and push through road-blocks - featuring facilitated networking! Connect with others and learn how you can use your skills and resources to help one another to create new opportunities.

Silver Sponsors: **CEDARVILLE Engineering Group, LLC; Tompkins VIST Bank**

**\$30 per person (prepaid by 12/5); \$36 per person (invoiced or paid after 12/5)**

### Fri., December 13 **Refresh Friday: Tips to Improve Your Public Speaking**

8:30 - 10 AM

**Chamber Office, 152 E. High St., Suite 360, Pottstown 19464**

Featuring: **Caren M. Yucha, Hearing Instrument Specialist, Yucha Hearing Aids**

Points to be covered: 1) How to handle nervousness; 2) How to keep their attention; 3) How to be more effective

**Members Only; Free.**

### Tues., December 17 **Holiday Mixer - The Victory Bank**

5 - 7 PM

**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 holiday music to get you in the holiday mood.

**Members Only; Free.**

### Thurs., January 9 **Economic Forecast Breakfast**

7 - 9 AM

**New Hanover United Methodist Church, 2211 Swamp Pike, Gilbertsville 19525**

Tompkins VIST Bank will discuss the economic outlook for 2020 including the growth drivers for the economy and the markets as well as the impact of current and potential fiscal policy including other uncertainties.

Sponsor: **Tompkins VIST Bank**

**\$26 per Member (prepaid prior to 1/2); \$32 per Member (invoiced or paid after 1/2); \$50 per non-member**

### Fri., January 17 **Refresh Friday: Personal Branding: Own Your Reputation**

8:30 - 10 AM

**Chamber Office, 152 E. High St., Suite 360, Pottstown 19464**

Featuring: **Coach Adrean Turner**

Personal branding is an essential tool for career success. Your brand is not what you do but who you are and the values you represent. Because your resume or a business card doesn't tell your whole story, successful branding helps individuals develop a reputation for advancement to create effective and meaningful engagement with business associates and customers. Participants are guided through a series of activities to identify and maintain a strong brand that enhances professional success. This session is beneficial for employees at all levels of a corporation, professionals, and entrepreneurs.

**Members Only; Free.**

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



# SAVE THE DATES!



Get your calendars ready - we have lots of great events happening throughout the rest of the year!

## FEBRUARY

### 2/12 REACH TO FIND HARMONY

feat. Jenna Armato, Chief Empowerment Officer of Attract, Engage, Inspire, LLC

## MARCH

### 3/4 MEMBERSHIP BREAKFAST

feat. Dr. Terry Madonna

### 3/18 BOYERTOWN AREA PROGRESS DINNER

## APRIL

### 4/1 REACH: A GROWTH MINDSET

feat. Karen Norheim, President & COO of American Crane & Equipment Corp.

### 4/21 ANNUAL DINNER CELEBRATION

## JUNE

### 6/4 MEMBERSHIP LUNCHEON: LEADERSHIP TRI-COUNTY GRADUATION

### 6/10 REACH THE SUMMIT - HALF-DAY CONFERENCE

feat. Keynote Sylvie di Giusto

# Leadership

TRI-COUNTY

## EVENTS

### 1/23 LEADERSHIP HALF-DAY CONFERENCE

feat. Bill Graham, Corporate Communications

### 2/20 TRI-COUNTY YOUNG PROFESSIONAL AWARDS GALA

For event details and registration information, please call 610.326.2900 or visit [tricountyareachamber.com](http://tricountyareachamber.com)

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

# ECONOMIC DEVELOPMENT LUNCHEON RECAP

Chamber Members gathered at RiverCrest Golf Club & Preserve on Wednesday, November 13 for the 2019 Economic Development Luncheon Presented by Pottstown Hospital Tower Health & TCACC.

Chamber Members celebrating significant anniversaries were recognized:

- 110 Years:** Tompkins VIST Bank
- 100 Years:** Dana Incorporated
- 90 Years:** Boyertown Oil & Propane
- 85 Years:** Fleetwood Bank
- 70 Years:** Tri County Area Federal Credit Union
- 65 Years:** Gorski Engineering, Inc.
- 55 Years:** The Body-Borneman Companies; Montgomery County Community College; Mauger Energy
- 45 Years:** Schuylkill River Greenways & National Heritage Area
- 30 Years:** Traffic Planning and Design, Inc.
- 25 Years:** Translogistics, Inc.
- 15 Years:** Everything Printing; Patriot Environmental Management LLC; Schultz Technology; Sunnybrook Village Business Campus
- 10 Years:** Foundation for Pottstown Education
- 5 Years:** Lifeworks Counseling Center, LLC

Tricia Reedy Jones, MPA, Partnership Coordinator with the U.S. Census Bureau, provided an overview of the 2020 census, and how individuals should start preparing now.

Our speaker, Mike Murphy, Chief of Staff & Director of Strategic Initiatives, Committee for a Responsible Federal Budget, presented on "Understanding the Federal Budget & Fiscal Outlook." Mike took time to answer a variety of questions from the audience. Mike's PowerPoint slides are available upon request.

MIKE MURPHY



## 2020 CENSUS OVERVIEW



Thank you to our sponsors who made this event a great success:

### PRESENTING SPONSOR



### PLATINUM SPONSORS



### CO-SPONSORS



**MAKING A DIFFERENCE IS WHAT WE DO!**

# COLLEGE FAIR & BUSINESS COMMUNITY EXPO RECAP

The Chamber's Annual College & Business Community Expo was held on Thursday, October 24, from 4 – 8 PM at Pottsgrove High School.

New this year – Chamber Member Businesses participated in a Business Community Expo.

The 70+ exhibitors supplied valuable information to aid students in making the right choices for their futures.

**Thank you to our sponsors:**

**Co-Sponsor:**



**Gold Sponsor:**



Thank you Pottsgrove School District for hosting this event!

**Silver Sponsors:**



**Thank you to our Member Exhibitors:**

Dan Albert - State Farm Insurance & Financial Services

Delta-T Group

Diamond Credit Union

Exelon Nuclear

First National Bank

Hard Hat Services

Keller Williams Realty Group

KenCrest EmployNet

McCormick Chiropractic

Montgomery County Community College

Open Hearts Home Care

Open Wealth Network

Owen J. Roberts School District

Pottsgrove School District

Pottstown Hospital Tower Health

Primerica

Tri County Area Federal Credit Union



## RIBBON CUTTINGS

Celebrate your new business or new location by hosting a Ribbon Cutting/Grand Opening. The TriCounty Area Chamber of Commerce provides this complimentary service to ALL businesses in the tri-county region.

For more details or to schedule your Ribbon Cutting, please contact Gregory Glenn, Member Relations Director, at 610.326.2900 or [gregory@tricityareachamber.com](mailto:gregory@tricityareachamber.com).

**Allure Hair & Beauty Supply,**  
799 State Street, #21,  
Pottstown, PA 19464;  
484.524.8319

**Deliah & Dean,**  
219 East High Street,  
Pottstown, PA 19464;  
610.551.4288;  
[www.deiliahanddean.com](http://www.deiliahanddean.com)



**MAKING A DIFFERENCE IS WHAT WE DO!**

## OCTOBER BUSINESS CARD EXCHANGE



Chamber Members had a great time networking at the October 29 Business Card Exchange hosted by Freestyle Real Estate. The event was held at a local winery and everyone enjoyed the beautiful fall decor – and the wine!

Downtown Pottstown

# Holiday Stroll

Saturday, December 7 - 10AM to 8PM

SCAN THE QR CODE FOR MORE DETAILS!



# MEMBERSHIP Breakfast



January 9

7 to 9 AM

New Hanover United Methodist Church

## ECONOMIC FORECAST

Tompkins VIST Bank will discuss the economic outlook for 2020 including the growth drivers for the economy and the markets as well as the impact of current and potential fiscal policy including other uncertainties.

Sponsored by:



## Follow Us!



TriCounty Area Chamber of Commerce



tricountyareachamber



TriCounty Area Chamber of Commerce

## 2019 - 2020 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

### BOARD OF DIRECTORS

Bill Breslawski, Maillie LLP

Sean Deviney, The Body-Borneman Companies

Twila Fisher, The Hill School

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

Lee Levengood, Everything Printing

Lisa Lightcap, Tompkins VIST Bank

Eric Phillips, Dana Incorporated

Elaine Schaefer, Schuylkill River Greenways National Heritage Area

Dr. William Shirk, Pottsgrove School District

Michael Stevens, BB&T

**MAKING A DIFFERENCE IS WHAT WE DO!**

# Leadership

# CORE PROGRAM

TRI-COUNTY

CLASS OF 2020

## NOVEMBER



**BOARD CORPS BOOT CAMP**  
 Laura Otten, Ph.D., Executive Director of The Nonprofit Center at LaSalle, educated the class on best practices in board governance for all nonprofit team members. This session equipped the class with the knowledge needed to be successful future Board of Director members in the nonprofit sector.



**LIMERICK GENERATING STATION**  
 Classmates Jeremy Barnhart, Systems Engineer, and Neil Patel, Reactor Engineer, gave the class a tour of Limerick Generating Station. They explained how the nuclear reactors work to produce the energy needed for the region's electricity.



The class also had the opportunity to learn the plant and about how it powers our region, by not only being a source of energy, but by providing many jobs and million of dollars in economic support. This includes about \$5.3 million in taxes annually that directly help our region's schools, transportation system, and other public services.

## CLASS OF 2021 APPLICATIONS OPENING IN JANUARY!

For more information, contact:  
 Jennifer O'Donnell, IOM  
 Director, Leadership Tri-County  
 610.326.2900  
[jennifer@leadershiptricounty.org](mailto:jennifer@leadershiptricounty.org)



## TRI-COUNTY YOUNG PROFESSIONALS

We are a program for professionals ages 21-40 working in the tri-county area of Berks, Chester, and Montgomery Counties. We are a diverse group of ambitious, visionary young minds from a variety of industries and backgrounds coming together to connect, develop as professionals, and give back to the community.

Follow Us!



## PROFESSIONAL DEVELOPMENT



Dr. Adriene Hobdy, Director of Leadership and Talent Management at Montgomery County Community College, facilitated a motivational discussion about risk taking in the workplace. She identified various types of risks, how we can best prepare and empower ourselves to take them, and why they are essential to success and growth.



NOW SEEKING NOMINATIONS!

## NOMINATE AN OUTSTANDING YOUNG PROFESSIONAL TO BE RECOGNIZED AT OUR INAUGURAL EVENT!

20 YOUNG PROFESSIONAL AWARDS IN 2020!  
 Thursday, February 20, 2020  
 5 to 8 PM  
 SunnyBrook Ballroom  
 \$55 per person plus cash bar  
 \$395 per table of 8

### Honoring 20 outstanding young professionals who:

- Strive toward the highest levels of personal and professional accomplishment
- Excel in their chosen field
- Devote time and energy to their community in a meaningful way

NOMINATE NOW  
[www.leadershiptricounty.org/awards-gala](http://www.leadershiptricounty.org/awards-gala)

# CONFERENCE COMBO PRICING!



FEAT. BILL GRAHAM,  
 CORPORATE COMMUNICATIONS

## HALF-DAY CONFERENCE

JANUARY 23, 2020 - 8 AM TO 12 PM  
 Brookside Country Club

Improve your likeability to improve your impact!  
 Engage your employees and ignite their passion!

SHRM (HR Professionals): 3 Hours

ATTEND BOTH CONFERENCES FOR ONLY

# \$150!

To take advantage of this combo, visit [leadershiptricounty.org](http://leadershiptricounty.org) or call 610.326.2900!

Conferences can also be attended individually. See event pages for pricing.



MAY 7, 2020 - 8 AM TO 4PM  
 New Hanover United Methodist Church

## MAKE AN IMPACT – BE A LEADER – MAKE A DIFFERENCE