



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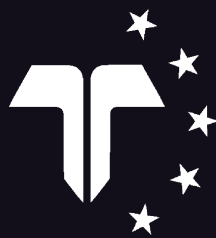
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### TRICOUNTY AREA CHAMBER OF COMMERCE FOUNDATION, INC.

Jennifer O'Donnell, IOM,  
Leadership Tri-County Director,  
jennifer@leadershiptricity.org



# TRICOUNTY AREA CHAMBER OF COMMERCE

## PRESIDENT'S MESSAGE



The Chamber has used networking tips previously in our emails, in packets of materials for membership orientations, and we have discussed at luncheons and I want to again focus on one of the tips from Shepa Learning Company's "88 Positive Networking Tips."

During this unusual time, personal interaction is not encouraged and as a result many may feel that networking is on hold. As an organization that hears from Members that networking is their main reason for joining the TriCounty Area Chamber of Commerce, our programming has been seriously impacted by the pandemic. Your Chamber wants to continue to provide value to our Membership and we want Members to have access to the benefits that they find most beneficial. The Chamber, just as our Members, has had to pivot and adjust our action plan. As part of the pivot we are offering virtual opportunities for our Members.

A virtual event is a new experience for some and seems impersonal where networking is concerned.

Tip #17 from the "88 Positive Networking Tips" is titled "Use your time wisely." The tip states "at events avoid the temptation to hang out with the people you came with or talk only to people you know. This habit may make your networking more comfortable, but the downside is it limits opportunities to meet new connections. You have invested your precious time to attend the event, make it a worthwhile investment."

In my 20 years in this industry and attending hundreds of events I have welcomed many members and watched them leave the registration table and head right to the people that they know. The zoom meeting opportunity takes the pressure off the participant to seek out new contacts. In every zoom interaction that we are hosting we are providing Members the opportunity to introduce themselves. Members are meeting everyone in attendance, something that they would not necessarily do at an event. The TriCounty Chamber recently started a "Coffee Chat" with our REACH, Empowering and Connecting Women, Group to provide an opportunity to keep our REACH participants connected as our REACH events for April and June had to be cancelled. Participants that may have never met under our normal networking circumstances are having access to building new relationships.



## TIP #17

*Use your time wisely.*

In February we received responses to a survey that we emailed. Responses indicated Members' interest in small group interactions/roundtables. We were working on developing a CEO/Business Owner Roundtable. A perfect scenario would provide our Members the opportunity to meet each other, shake hands, and build relationships in person. Unfortunately we know that perfect scenario would not be doable for at least a couple more months but it felt that there was no better time than now to have an opportunity for business owners and CEOs to have a group of peers that they can share their concerns, problems, and hopefully solutions with.

During our first meeting of the CEO Roundtable one of the participants stated exactly what this networking tip and this message are highlighting. She looked around the boxes on her screen and was excited for the opportunity to meet her fellow CEO participants that she knew she would not have met at a networking event.

See page 30 for details and join us for one of our upcoming virtual events; don't miss opportunities to continue to build new relationships.

**#wearebettertogether**

**WE ARE BETTER TOGETHER!**



# Mark Your Calendars!

## VIRTUAL MEETING



**Wednesday, June 10th**  
**9:30-10:30 AM**  
**Virtual meeting**

Alex Halper, Director- Government Affairs, PA Chamber of Business and Industry; "PA Chamber Update and information on Bringing PA Back Initiative"

## "Chamber Chat Live!"

**Chamber Chat Live every Monday and Wednesday at 2 PM!**

# Chamber Chat



*Be a guest or tune in to see hear the stories of fellow Chamber Members!*



If you did not see it, "Chamber Chat" is on Facebook Live so our Members can have some time to talk about what is going on in their business.

*Would you like to be a guest and speak for a couple of minutes about your business?*

Contact Eileen at 610.326.2900 or [Eileen@tricityareachamber.com](mailto:Eileen@tricityareachamber.com) to be added to the list of future guests!



**What Happens With Your Employees After Covid19 Has Passed?**



**FREE WEBINAR**  
Tuesday, June 16 10:00 - 10:45



## REACH Panel

**Wednesday, June 24**  
**2 to 3 PM**

Featuring April Barkasi, President & CEO of Cedarville Engineering Group, Lisa Lightcap, Commercial Lender



April Barkasi



Lisa Lightcap



Elaine Paul Schaefer

Tompkins VIST Bank, Elaine Paul Schaefer, Executive Director, Schuylkill River Greenways National Heritage Area

## LEADERCAST

Leadercast  
**POSITIVE DISRUPTION**

Leadercast 2020 was held virtually this year.

Stay tuned...the Chamber will be offering virtual re-broadcast sessions of the 9 speakers!

Details on dates, times, pricing, etc. to come.

## VIRTUAL NETWORKING

**Wednesday, June 25**  
**4:30 to 5:30 PM**  
**via Zoom**  
**No charge**

We cannot meet in person for a Business Card Exchange but we can meet over zoom and still strengthen the relationships in our Chamber Community!



## Follow Us!



TriCounty Area Chamber of Commerce



[tricityareachamber](https://www.instagram.com/tricityareachamber)



TriCounty Area Chamber of Commerce

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

Thank YOU Pottstown Hospital for being TriCounty Area Chamber of Commerce's "Signature Sponsor"

# Thank You

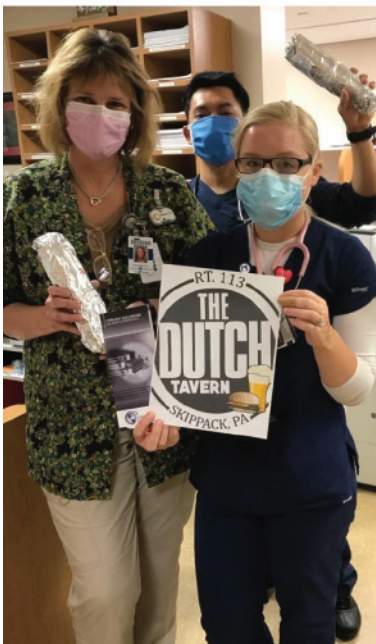
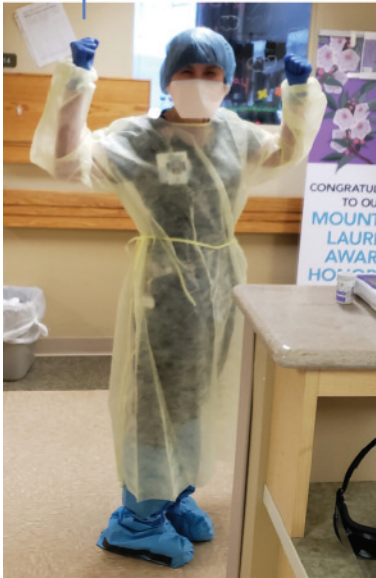
**Pottstown Hospital – Tower Health** has been humbled by the generosity of our community during this pandemic. Donations of delicious meals and snacks, PPE and face masks, cards, and more, for our staff have been greatly appreciated. We are thankful to be able to serve this wonderful community. On behalf of all of us here at the hospital, we extend a heartfelt thank you to those who have supported us during this unprecedented pandemic. **We are so grateful for your generosity and kindness.**

With Gratitude,



Rich Newell, CEO

## WITH DEEPEST GRATITUDE



**Pottstown Hospital**  
TOWER HEALTH  
Advancing Health. Transforming Lives.  
[pottstownhospital.towerhealth.org](http://pottstownhospital.towerhealth.org)

**WE ARE BETTER TOGETHER!**



# Thank you to our Community Partners:

*Because you want to Advocate for the region.*

*The Chamber provides pro-business leadership to enhance economic opportunity and quality of life in the tri-county region through strategic partnerships.*

*Contribute to the Chamber realizing its Vision.*



**Dana Incorporated**  
1040 Center Avenue  
Pottstown, PA 19464  
610.323.4200  
dana.com



**Tompkins VIST Bank**  
258 East High Street  
Pottstown, PA 19464  
484.941.0841  
vistbank.com



**The Victory Bank**  
548 North Lewis Road  
Limerick, PA 19468  
610.948.9000  
victorybank.com



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# Thank you to our Connections Partners:



**Boyertown Oil and Propane**  
865 North Reading Avenue  
New Berlinville, PA 19545-0431  
610.367.2356  
rhoadsenergy.com/Boyertown

**Maillie LLP**  
140 Witaker Avenue,  
Mont Clare, PA 19453  
610.935.1420  
maillie.com



**MONTGOMERY**  
COUNTY COMMUNITY COLLEGE  
Montgomery County Community College  
101 College Drive, Pottstown, PA 19464  
610.819.2070  
mc3.edu



*Because you want to Build relationships. Designed for business professionals and entrepreneurs looking for connections which lead to business growth. Help us expand the Chamber in its role as a premier organization for connecting people, business, organizations, government, and strategic partners.*

# Thank you to our Commerce Partners:



Citadel – [citadelbanking.com](http://citadelbanking.com)



Diamond Credit Union – [diamondcu.org](http://diamondcu.org)



Hobart's Run - [hobartsrunpottstown.org/](http://hobartsrunpottstown.org/)

*Because you want to Grow and Succeed by utilizing the many options offered by the Chamber. Make the business community even stronger and be a resource for business and consumers. Aid the Chamber in establishing our organization as a means to enhance all businesses in the tri-county region*



**WE ARE BETTER TOGETHER!**

# Recap of our VIRTUAL SESSIONS

Last month we featured a whole year's worth of pictures from our in-person events. Your Chamber has had to temporarily put those opportunities on hold. But – we continue to offer opportunities for you to connect with fellow Chamber Members, continue to strengthen relationships, and to build new relationships.

Our upcoming virtual events are featured on page 30. Here are our zoom photos of recent virtual events that we have held. If you would like information or to join the CEO Roundtable or REACH Coffee Chat please contact Eileen at 610.326.2900 or eileen@tricontinentalchamber.com

**1 CEO/Business Owner Roundtable** – Our CEO Roundtable group provides participants the opportunity to build stronger relationships with fellow Members, it is designed to create a safe space, respecting the confidentiality of the conversations within the group, and it provides brainstorming and access to individuals possibly facing the same types of situations that you find yourself in with your business. This group is meeting every other Thursday morning from 8:30 to 9:30 AM. We would love to start a second group.

**2 REACH Coffee Chat** – Our REACH group started a Coffee Chat group that is meeting every other Tuesday from 9 to 10 AM. The group is an informal conversation and provides participants the opportunity to ask questions and receive feedback from the group. In addition, the group is working on sharing goals and holding each other accountable to those goals.

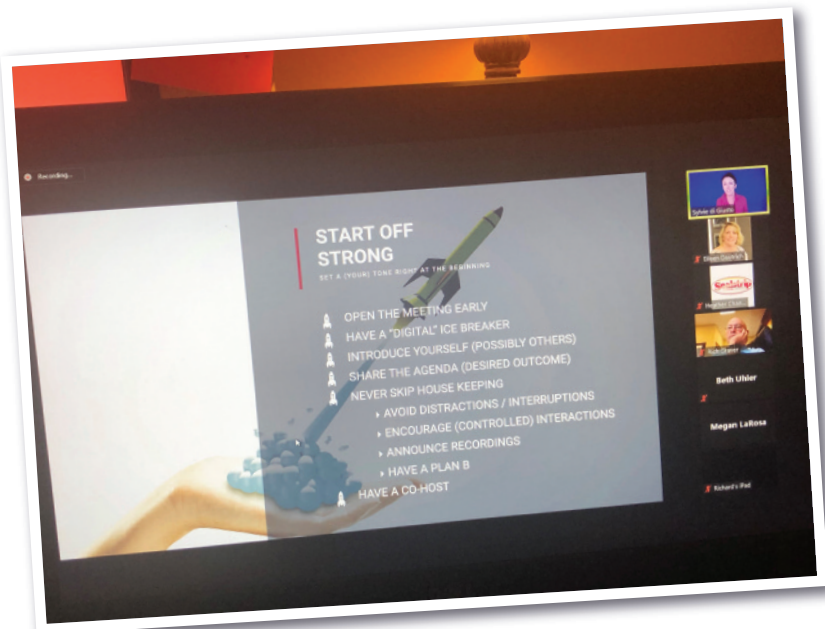
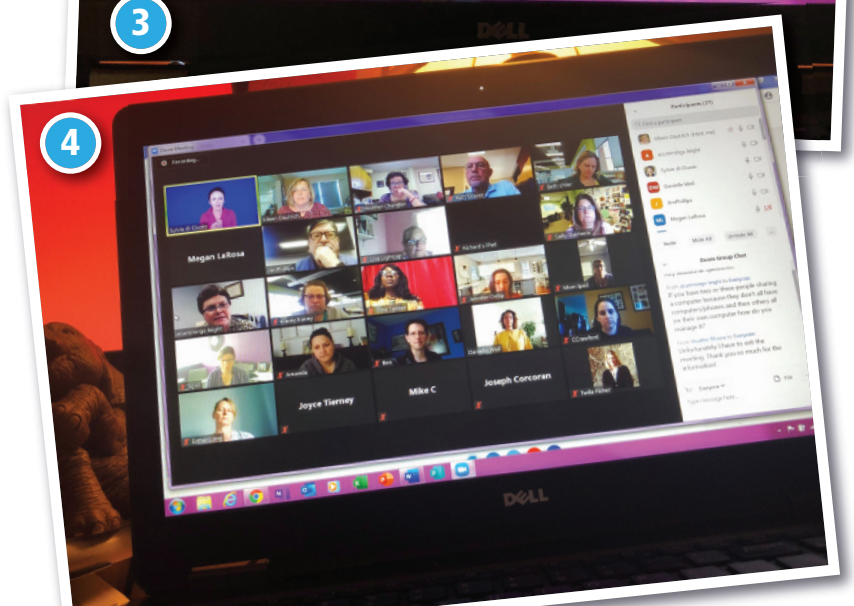
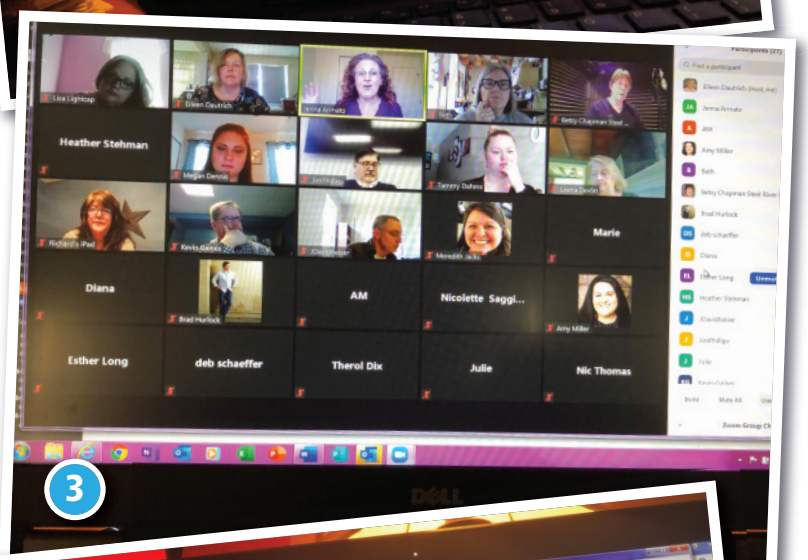
We also want to continue to provide access to information and education as we do through multiple Chamber events.

**3** On May 13 Jenna Armato, Growth & Success Coach presented – **The Power of Positive Attitude** and provided a virtual webinar for Chamber Members. We had over 30 participants that learned key take aways and daily practices to put in place to change the way they approach situations and reach their goals.

On May 21 we were excited to feature Sylvie di Giusto!

**4** COVID-19 forced us to cancel our REACH 1/2 Day Conference scheduled for June. Sylvie was scheduled to be our keynote speaker. She agreed to do a virtual session for us and we look forward to welcoming her back in 2021 for the REACH Conference!

Sylvie presented “Mastering the Art of Virtual Meetings” and participants learned how to understand the roles and responsibilities in virtual meetings and how to prepare, execute, and review them successfully; learned about the most common mistakes and how they may influence someone’s professional or the company’s reputation; learned how to set up your virtual workspace in the best way possible; learned how you can make technology work in your favor and host interactive and engaging meetings and learned concrete ways to feel, sound, and look better on screen.



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# Leadership

TRI-COUNTY

# Congratulations!

## CLASS OF 2020 GRADUATES



Jeremy Barnhart  
Exelon Nuclear



Donna Beard  
Translogistics, Inc.



Matt Boyer  
Pottsgrove School District



Erin Burke  
Barry Isett & Associates



Brette Campbell  
Keller Williams Realty



Sarah Crothers  
Schuylkill River  
Greenways



Claire Donahower  
Community Health  
& Dental Care



Richard Gray  
Citadel Federal  
Credit Union



Mike Jamgochian  
Pottstown Area Health &  
Wellness Foundation



Kevin Keohane  
BJ's Wholesale



Stephanie Kerr  
Schultz Technology



Betsy Knott  
The Victory Bank



Thao Nguyen  
Pottstown Hospital  
Tower Health



Nilkanth Patel  
Exelon Nuclear



Rob Prussman  
Dana Incorporated



Betty Sanchez  
Community Health  
& Dental Care



Alex Thigpen  
Pottstown Area Industrial  
Development, Inc.



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### EDUCATION SPONSOR



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