



TRICOUNTY AREA
CHAMBER OF COMMERCE

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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TRICOUNTY AREA CHAMBER OF COMMERCE FOUNDATION, INC.

Jennifer O'Donnell, IOM, Leadership Tri-County
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PRESIDENT'S MESSAGE

At our September Membership Breakfast, we announced a very exciting Membership Campaign! See insert for more details.

MAKING A DIFFERENCE IS WHAT WE DO!

MEMBERSHIP

WELCOME APPROVED NEW MEMBERS!

Congratulations to the businesses listed below. Their applications were approved by the Board of Directors in September. 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!*

AFLAC
700 Farmington Ave.
Pottstown, PA 19464
484.854.0930
www.aflac.com

Consultants, Insurance Companies

Aflac is a Fortune 500 company, providing financial protection to more than 50 million people worldwide. When a policyholder or insured gets sick or hurt, Aflac pays cash benefits fairly, promptly, and often in one day for eligible claims, directly to the insured (unless assigned otherwise). For more than six decades, Aflac voluntary insurance policies have given policyholders the opportunity to focus on recovery, not financial stress.

Cole's Tobacco
215 E. High St.
Pottstown, PA 19464
610.323.4991

Retail Sales

We have everything you need to get started in rolling your own carton of cigarettes for \$10. We are more than happy to show you how, just ask. We have a walk-in humidor, with a wide range of high-grade cigars. Lots of old-time candy, Asher's candy, and penny candy, smoke odor candles, Gonesh incense, Nag Champa, and we also carry cigarette cases and flasks.

Electric-Men LLC
117 N. Adams St.
Pottstown, PA 19464
610.427.1984
www.adelhomeservices.com

Electrical Contractors, Plumbing Contractors

We specialize in electrical and plumbing services. We only use the best materials and are dedicated to completing each project in a timely manner. Our company will work closely with each customer to ensure that each project is done with the utmost quality and cost-effectiveness in mind.

Flagship Premium Cinemas
650 W. Schuylkill Rd.
Pottstown, PA 19464
484.949.9315
www.flagshipcinemas.com

Entertainment, Movie Theatre

Flagship theatres feature power reclining seats, digital projection, digital surround sound and a comfortable atmosphere. We pride ourselves on being known as the "neighborhood theatre" that offers quality entertainment for families and businesses within the communities we serve. We offer a free movie on your birthday (with proper ID, some restrictions may apply) and our Film Fanatic card rewards frequent moviegoers with free movies. Visit your local Flagship Cinemas theatre for details. Gift cards are available at all locations. Our theatres are also available for group rental and birthday parties.

H & M Empowerment Group, Inc.
1314 E. High St.
Pottstown, PA 19464
610.804.6849

Coaching – Business / Life, Human Resource Consultants, Nonprofit Organizations

North End Florist
403 N. Charlotte St.
Pottstown, PA 19464
610.327.4447
www.northendflorist.com

Florists / Garden Centers / Nurseries

To celebrate, comfort, console or cheer... North End Florist has the perfect arrangement for every occasion! We're a local Pottstown, PA florist proudly serving the area since 1985 with a wonderful variety of fresh flowers, plants and unique gift ideas to suit any style or budget. We hope you enjoy your online shopping experience with secure 24-hour ordering right at your fingertips.

Pottstown Metro 100 Diner
99 W. King St.
Route 100
Pottstown, PA 19464
484.366.1408
www.pottstownmetro100diner.com

Restaurants

Trellis for Tomorrow
707 Eagleview Blvd.
Suite 105
Exton, PA 19341
610.886.4900
www.trellis4tomorrow.org

Nonprofit Organizations

Triskeles Inc. has become Trellis for Tomorrow in 2018, with its new name reflecting the mission of supporting youth, communities and the planet. We develop skills for learning, career and job skills, healthy lifestyles and social responsibility. They are designed to build a community of responsible citizens creating sustainable lifestyles for themselves and their community. Trellis for Tomorrow facilitates and encourages youth to participate in their own self development and to find sustainable solutions to today's problems.

William P. Brogley Law Offices
18 S. Charlotte St.
Pottstown, PA 19464
484.624.5458
www.williambrogley.com

Attorneys

Our office is conveniently located in Historic Downtown Pottstown. The practice is a broad-based civil litigation and criminal defense firm. The founding philosophy is unwavering advocacy and guided direction in justified claims, defenses and planning.



Always Buy Chamber!

**Happy
Anniversary
to the following
Members:**

(ACCORDING TO TCACC RECORDS)

30 YEARS
American Crane & Equipment Corp.
KeyBank

20 YEARS
Herbein + Company
Hollenbach Home Center

A. Jackson Ecker
Kelly Real Estate

15 YEARS
Building a Better Boyertown

10 YEARS
Meridian Bank

5 YEARS
Heritage Coach Company, Inc.

1 YEAR
Mike's Brick Oven Pizza
Coventry Neighbors Magazine
Tricia's Trinkets & Treasures
Hilltop Drive-In, Inc.

Member Renewals

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

Atris, Inc.
Attract Engage Inspire, LLC
Benxchange
Boenning & Scattergood, Inc.
Boyertown Area Multi-Service, Inc.
Carousel at Pottstown
Excel Collision Repair & Paint Specialists
Express Data Systems, Inc.
Hollenbach Construction, Inc.
Keystone Villa at Douglassville
Owen J. Roberts Education Foundation
Patient First Urgent Care
Pearl Exhibit Group
Perkiomen School
Staples, Inc.
State Farm – Rick Orio Agency
Studio 413
TeamChildren
Tornetta Realty Corp.
Visiting Angels
Wells Fargo Bank N.A.

MAKING A DIFFERENCE IS WHAT WE DO!



Mark Your Calendars!

NETWORKING

- Wed., October 9** **REACH: Strategies for Effective Networking**
11:30 – 1 PM
Cutillo's Restaurant, 2688 E. High St., Sanatoga, PA 19464
Learn a proactive approach to networking that helps you meet your goals! Guest speaker Adrean Turner is an author, certified career coach, professional development trainer, and business consultant. She leverages 23 years of experience in management, marketing, operations, teaching and training to partner with individuals, entrepreneurs and organizations to achieve their maximum potential.
Sponsored By: CEDARVILLE Engineering Group, LLC; Tompkins VIST Bank
\$36 per person
- Fri., October 18** **Refresh Friday: Active Networking**
8:30 – 10 AM
TCACC Conference Room, 152 E. High St., Suite 360, Pottstown, PA 19464
A Free Sandler Training Class! John Whitehall will teach you:
 - How to write a great 30 second commercial and how and when to use it
 - The difference between referral group meetings and networking events
 - Fantastic ice breaker questions to use in networking events
 - How to build trust that leads to a meaningful and honest conversation
 - Learn the Up-Front Contract for setting appointments
 For over 30 years, John Whitehall has led and coached high performing, winning sales organizations of all sizes in a variety of industries.
Members Only; Free.
- Thurs., October 24** **2019 College & Business Community Expo**
4 – 8 PM
Pottsgrove High School, 1345 Kauffman Rd., Pottstown, PA 19464
Exhibit your business! There is no better place you can connect with motivated buyers and cultivate new business opportunities in one day. If you are a TCACC business member who wants to build valuable new business relationships — this event is for you! Market your business by exhibiting at the expo and build your network with new and existing customers and other vendors! In past years, the College Fair alone has had as more than 800 people walk through the event! Combining these events means we're going to bring a diverse targeted market directly to you! **Limited to the first 40 members who register.**
Co-Sponsor: Pottstown Hospital Tower Health
\$150 per exhibitor – includes one 8' table with two chairs
- Wed., November 13** **Economic Development Luncheon**
11:30 AM – 1:30 PM
RiverCrest Golf Club & Preserve, 100 Golf Club Drive, Phoenixville, PA 19460
Featuring keynote speaker Mike Murphy, Chief of Staff and Director of Strategic Initiatives for the Committee for a Responsible Federal Budget. The Committee for a Responsible Federal Budget is a nonpartisan, non-profit organization committed to educating the public on issues with significant fiscal policy impact. As an independent source of objective policy analysis, we regularly engage policymakers of both parties and help them develop and analyze proposals to improve the country's fiscal economic condition.
Members: \$55
Member table of 8: \$400
Non-Members: \$70
- Fri., November 22** **Business Card Exchange: Reading Royals Hockey**
4 – 8 PM
700 Penn St., Reading, PA 19602
Join us for a fun Business Card Exchange and enjoy an exciting Reading Royals Hockey game! Network with fellow Members in the Santander Arena Top Shelf Lounge, then stay and watch the game. The Top Shelf Lounge offers an eye-in-the-sky look above the ice with seating on the suite level complete with high-top tables and chairs to watch the game. You won't want to miss this great networking opportunity with a great view!
Members Only; Free.

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



Call Michele Barrett, Events & Member Engagement Director for more information or to sponsor an event.
610.326.2900



TRICOUNTY
REACH
EMPOWERING AND CONNECTING WOMEN.

2019-2020 PROGRAM YEAR

OCTOBER 9, 2019

CUTILLO'S RESTAURANT - 11:30 AM TO 1 PM
Strategies for Effective Networking
feat. Adrean Turner,
Owner of Turner Coaching Training and Consulting, LLC
Learn a proactive approach to networking that helps you meet your goals

DECEMBER 10, 2019

THE BLUE ELEPHANT - EVENING RECEPTION
Opportunity Circles
Access new resources and push through roadblocks - featuring facilitated networking

FEBRUARY 12, 2020

WESTERN MONTGOMERY CAREER & TECHNICAL SCHOOL - 11:30 AM TO 1 PM
Finding Harmony
feat. Jenna Armato, Chief Empowerment Officer of Attract Engage Inspire, LLC
How to create work-life balance

APRIL 1, 2020

BROOKSIDE COUNTRY CLUB - 11:30 AM TO 1 PM
A Growth Mindset
feat. Karen Norheim, President & COO, American Crane & Equipment Corp.
Build confidence, overcome fear, and fail forward

JUNE 10, 2020

SUNNYBROOK BALLROOM
REACH Half-Day Conference
feat. Keynote Speaker Sylvie di Giusto
Gain a clear understanding of the impact of your leadership abilities and how you can emanate confidence, authenticity, and professionalism

REACH SILVER SPONSORS:



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

September Membership Breakfast

On Thursday, September 12, Chamber Members gathered for a Membership Breakfast at Brookside Country Club. We briefly discussed upcoming events and programs, introduced New Members, and officially revealed our exciting new Membership Campaign! The morning concluded with a presentation of the 2018 Community Health Needs Assessment commissioned by the Pottstown Area Health and Wellness Foundation, which provided attendees with useful data regarding the health of the tri-county area that could potentially impact their businesses.



- We welcomed the following New Members to the Chamber:
- **Montgomery County Foundation, Inc.**
 - Transworld Business Advisors
 - PCA Corrugated & Display, LLC
 - Seed & Soil
 - Revival Designs, LLC
 - **Scargill McClurken Insurance Agency**
 - Bespoke Legal Group, P.C.
 - Styer Real Estate
 - **Monastra Grater & Marburger, LLC**
 - **Jennifer Raynor – Edward Jones**
 - **The Blue Elephant Restaurant**
 - High Street Steaks
 - Barrister's Bagel Co.
 - **Worthington Home Health Care**



Speaker Mary Harkins-Schwarz of the Public Health Management Corporation

Thank you to our event sponsors:



Do you know a business that would be a valuable Member of the Chamber? Help us become **BETTER TOGETHER** and refer businesses to become a part of our community! As part of our Membership Campaign, your referral(s) will make you eligible for some great prizes. See insert for more details.



MAKING A DIFFERENCE IS WHAT WE DO!

2019 ECONOMIC DEVELOPMENT LUNCHEON



KEYNOTE SPEAKER:
MIKE MURPHY
CHIEF OF STAFF AND
DIRECTOR OF STRATEGIC
INITIATIVES
Committee for a
Responsible Federal Budget

THE FEDERAL BUDGET

WEDNESDAY, NOVEMBER 13
11:30 AM TO 1:30 PM

RiverCrest Golf Club & Preserve
100 Golf Club Drive
Phoenixville, PA 19460

The Committee for a Responsible Federal Budget is a nonpartisan, non-profit organization committed to educating the public on issues with significant fiscal policy impact. As an independent source of objective policy analysis, they regularly engage policymakers of both parties and help them develop and analyze proposals to improve the country's fiscal economic condition.

PRESENTING SPONSOR



Pottstown Hospital
TOWER HEALTH
Advancing Health. Transforming Lives.



FOR MORE DETAILS OR TO PURCHASE TICKETS,
PLEASE CALL 610.326.2900 OR VISIT
TRICOUNTYAREACHAMBER.COM

COLLEGE & BUSINESS

COMMUNITY EXPO

OCTOBER 24 - 4 to 8 PM

POTTSGROVE HIGH SCHOOL

**MEMBERS: SHOWCASE YOUR BUSINESS TO THE
COMMUNITY AND HIGHLIGHT YOUR PRODUCTS/SERVICES!**

Registration fee is \$150.
Includes one 8' table with two chairs.

MAKING A DIFFERENCE IS WHAT WE DO!

5 CHAMBER BUSINESS CARD EXCHANGE

On August 21, Members from five area chambers of commerce came together to network! It was a great opportunity to meet new professionals. Thank you to everyone who attended! The following five chambers were in attendance:

- TriCounty Area
- Spring-Ford
- Perkiomen Valley
- Phoenixville
- Upper Perkiomen



REFRESH FRIDAY

On September 20, Drew Griffin, Co-Founder and Developer of Delicious Marketing, gave Members tons of great tips and tricks on how to leverage efficient, little-to-no-cost marketing tools.



Thank you to everyone who attended!

SEASON 2

of **CHAMBER CHAT** is here!

NEW EPISODES
EVERY
TUESDAY
AND
FRIDAY!



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learn more!



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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 Levensgood, Everything Printing

Lisa Lightcap, Tompkins VIST Bank

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

MAKING A DIFFERENCE IS WHAT WE DO!

Leadership TRI-COUNTY

MEET THE CLASS OF 2020!



Jeremy Barnhart
Exelon Nuclear



Michele Barrett
TriCounty Area Chamber
of Commerce



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



Stephanie Garrett
KenCrest Services



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



Courtney Morrow
Dana Incorporated



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.

Not Pictured: Baran Schultz, Schultz Technology

EXECUTIVE SPONSORS



EDUCATION SPONSOR



TRANSPORTATION SPONSOR



CORPORATE HEADSHOTS BY DON CARRICK OF



For more information about Leadership Tri-County, visit www.leadershiptricounty.org or contact Jennifer O'Donnell at jennifer@leadershiptricounty.org

MAKE AN IMPACT – BE A LEADER – MAKE A DIFFERENCE