



*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 TRI-COUNTY AREA CHAMBER:

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**TRI-COUNTY AREA CHAMBER OF  
COMMERCE FOUNDATION, INC.**

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



# TRICOUNTY AREA CHAMBER OF COMMERCE

## “TOGETHER”



### PRESIDENT'S MESSAGE

As we started the 2019-2020 program year the staff met to discuss the programming that we want to continue to offer to all of you and brainstorm new opportunities we could create to add value to your membership.

Our staff meeting focused on the team sharing why they work at the Chamber and what they enjoy most about their job. The unanimous response was that each of us are energized by the stories our Members share with us, telling us how we have helped them connect with other businesses, gather knowledge from educational presentations at events or through Refresh Fridays, and experience new opportunities like participating in the Chamber Chat podcast or attending an event, the Annual Dinner for example, that they had not previously attended.

Your input in creating the experience you seek with the Chamber is a priority. The team is always accessible to set up time to meet with you, to hear your concerns, to assist you in connecting with fellow Chamber Members as well as assisting in budgeting your time and your financial resources when attending events and selecting sponsorship opportunities to guarantee the greatest exposure for your company.

The Chamber staff enjoy the opportunity to assist each of you in Building your place in our Chamber Community, assisting you in Creating impactful Connections, and assisting all of you and our organization in Supporting Commerce throughout the tri-county region.

See page 32 to learn how you can help your fellow business leaders in the area and be Better Together!

### Your Chamber Team



“ You don't buy a newspaper – you buy news.

You don't buy life insurance – you buy security for others.

You don't buy glasses – you buy vision.

You don't buy awnings – you buy shade.

**And you don't buy membership in your chamber – you buy the cooperation of the ablest men and women in business and industry, with whom you can join forces to do those things which cannot be done alone.**”

— Author unknown

**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 August. 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!***

**Bare Hand Love Catering**  
454 Walnut St.  
Pottstown, PA 19464  
*Caterers / Banquet Services,  
Food Products, Food Products  
– Specialty*

**Bespoke Legal Group, P.C.**  
224 Stone Hill Dr.  
Pottstown, PA 19464  
215.622.6786  
bespokelegalgroup.com  
*Attorneys*

Headquartered in Pottstown, Pennsylvania, Bespoke Legal Group, P.C. represents small businesses, startups and entrepreneurs. Our firm specializes in all Business Law matters, from business and entity formation, to corporate and M&A, to business counsel and compliance. Whether you're a soon-to-be business owner or your business is already thriving, we will represent your interests and provide legal counsel to make sure your business is in compliance with the law. Bespoke Legal Group brings experience and professionalism to every case and customize our support to your individual needs and concerns.

**Comcast Spotlight**  
14 Commerce Dr.  
Wyomissing, PA 19610  
610.985.7122  
comcastspotlight.com  
*Advertising Specialties*

Comcast Spotlight is an advertising sales company providing video solutions to local, regional and national businesses through television and digital advertising. Comcast Spotlight combines the power of traditional television and premium digital video advertising to reach audiences through high-quality content at any time, on any device, and we're ready to prove our impact on our clients' business. Now that's advanced analytics in action, and the power of television in a new era.

**Duck Donuts**  
220 Plaza Dr.  
Suite 2B  
Collegeville, PA 19426  
484.854.6959  
duckdonuts.com

*Bakeries, Food Products, Food Products - Specialty*  
Warm, delicious and made-to-order donuts, coffee, donut sundaes and sandwiches, and donut catering packages. More than 200 stores in the US and growing!

**Ed Burns Group**  
732 Berne Rd.  
Hamburg, PA 19526  
484.671.3430  
meliormarketing.com  
*Business Consultants, Graphic Design, Marketing / Market Research, Website Design, Advertising Specialties*

We inspire people to think on a deeper level. Business is dynamic. Conditions change at a furious pace. Today's answers are tomorrow's questions. This creates an environment of constant turmoil for marketing managers, decision makers and business owners. Our solution is to identify the source of your specific marketing issues and strategize a long lasting, adaptable response.

**Edward Jones – Jennifer Raynor**  
33 W. Ridge Pike  
Suite 633  
Limerick, PA 19468  
610.409.2538  
edwardjones.com/jennifer-raynor  
*Financial Services*

As an Edward Jones financial advisor, I help my clients prepare not only for their own financial futures, but also for the financial futures of their families and future generations. I do this by utilizing an established process to customize solutions for my clients that best fit their unique goals and partner with them long term to help organize, build, protect and transfer their wealth. I pride myself on providing exceptional client service and in order to more deeply serve my clients, I earned the Chartered Retirement Planning Counselor (CRPC) designation.

**High Street Auto Connection**  
1415 West High St.  
Pottstown, PA 19464  
484.624.3120  
highstreetautos.com

*Auto Dealers – New / Used*  
Let High Street Auto Connection show you how easy it is to buy a quality used car in Pottstown. We believe fair prices, superior service, and treating customers right leads to satisfied repeat buyers. Our friendly and knowledgeable sales staff is here to help you find the car you deserve, priced to fit your budget. Shop our virtual showroom of used cars, trucks and SUV's online then stop by for a test drive.

**Honey's Homebrewed Cafe**  
300 East High St.  
Pottstown, PA 19464  
484.524.8112  
*Food Products, Food Products – Specialty, Restaurants, Coffee Shop*

**Monastra Grater & Marburger, LLC**  
400 Creekside Dr.  
Suite 407-409  
Pottstown, PA 19464  
484.644.3830  
themgmlaw.com  
*Attorneys*

At Monastra Grater & Marburger, LLC, we pride ourselves on being the attorney you need at the time you need it. We understand that if you are seeking an attorney you have likely just experienced a life-changing event or anticipate one in the near future. Whether you are dealing with property issues, buying a house, getting a divorce or dealing with the death of a loved one, we are here for you. Our team of experienced lawyers will help you through your experience.

**Reading Royals**  
700 Penn St.  
Reading, PA 19464  
610.898.7825  
royalshockey.com  
*Amusement and Entertainment*

The Reading Royals are a professional ice hockey team that currently plays in the ECHL. The team participates in the North Division of the ECHL's Eastern Conference. The Royals play their home games at the Santander Arena located in downtown Reading, Pennsylvania.

**Revival Designs, LLC**  
1345 Saint Peters Rd.  
Pottstown, PA 19465  
610.804.6898  
revivaldesignsllc.com

*Woodworking*  
Whether your vision is functional or decorative, Revival Designs specializes in the fabrication of custom creations for the home and business.

**Robin Reflex Therapy Specialist**  
392 N. Charlotte St.  
Pottstown, PA 19464  
484.400.0811  
robin-taney.business.site

*Massage Therapy, Holistic, Reflexology, Wellness, Health*  
I do a consult with each client, to hear their concerns and what has brought them to me. I do a treatment plan for each client's individual needs. I am a complimentary wellness practitioner. I am here to help, guide, and enhance a better quality of life for each client. I have a client base with all different needs. My specialties are Fibromyalgia, Pain Management, Anxiety, Depression, Diabetes, Lyme, Planter Factitious, PTSD, Autism.

**Royersford Urban Air LLC**  
70 Buckwalter Rd.  
Royersford, PA 19468  
484.577.3041  
urbanairtrampolinepark.com  
*Entertainment, Recreation*

We are the ultimate indoor playground for your entire family. Take your kids' birthday party to the next level or spend a day of fun with the family and you'll see why we're more than just a trampoline park. Urban Air Adventure Park has been voted BEST Gym In America for Kids by Shape Magazine, BEST Place To Take Energetic Kids and BEST Trampoline Parks.

**Styer Real Estate**  
2089 Pottstown Pike  
Pottstown, PA 19465  
610.469.9001  
styerrealestate.com

*Real Estate - Residential*  
Whether you're buying or selling a home (or both), your success hinges upon the expert advice and services provided by your real estate agent. Our team is committed to providing our clients with professional services based on our experience, knowledge and skills.

**Seed & Soil**  
300 E. High St.  
Pottstown, PA 19464  
484.949.8821  
seedandsoilpa.com  
*Food Products, Food Products – Specialty, Restaurants*  
Plant-based eatery located inside the High Street Terminal.

**The 3 Sisters Crafty Custard Café LLC, DBA Rita's**  
2323 Pottstown Pike  
Pottstown, PA 19465  
610.781.6611  
Ice Cream Parlors  
Ice. Custard. Happiness. It's a simple, straightforward Promise. And one we work hard to make good on. Every day. In every location. With every Guest.

**Worthington Home Health Care**  
409 2nd Avenue  
Suite 302  
Collegeville, PA 19426  
610.489.4663  
worthingtonhomecare.com  
*Home Care Services – Seniors, Home Health Care Services, Personal Care Products / Services*

We are a Home Health Care and Care Management Agency. Our mission is to enable seniors and the disabled to age in place, in the privacy, comforts and familiarity of their own homes or current living environment. Reducing unnecessary hospitalization, emergency room visits and avoiding institutional / nursing home placement.

## Happy Anniversary to the following Members:

(ACCORDING TO TCACC RECORDS)

**41+ YEARS**  
Universal Machine Co.

**20 YEARS**  
Media Fusion Technologies, Inc.

**15 YEARS**  
Schultz Technology

**5 YEARS**  
Gateway Ticketing Systems

**1 YEAR**  
Yucha Hearing Aids  
AFLAC

### Member Renewals

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

Barbara A. Akins, CPA  
Bechtelsville Car Wash  
Boyetown Community Library  
CODY Systems

Coventry Parlor at Laurel Locks  
Creative Health Services, Inc.  
Cube Info Solutions

Diamond Credit Union  
Edwards Business Systems  
First Priority Bank, a Division of Mid Penn Bank

Frederick Living  
Gilbertsville Area Community Ambulance Service

GreenAllies  
H & H Systems, Inc.  
Jacquet Mid Atlantic, Inc.

Lomax Carpet & Tile Mart  
McDonald's – Pottstown  
Mick Yonas Painting & General Contracting

Pottstown Area Police Athletic League  
Precision Polymer Products, Inc.

Reflections Hair Designs  
SCORE TriCounty  
Specht Realty, Inc.

Stored Energy Concepts, Inc.  
The Longacre Co.  
The Twin Turrets Inn

TriCounty Community Network, Inc.

## MAKING A DIFFERENCE IS WHAT WE DO!





# Mark Your Calendars!

## NETWORKING

Thurs., Sept. 12

### Membership Breakfast: How are Community, Health, and Economic Development Intertwined?

7-9 AM

*Brookside Country Club, 850 N. Adams St.,  
Pottstown, PA 19464*

We all know how important data is to running our businesses. Attend this breakfast to learn beneficial data collection, summary, and analysis you may not otherwise have access to. Results include:

- ◆ demographics of the tri-county area, and changes over time
- ◆ socioeconomic characteristics including education, income, and unemployment rate
- ◆ health conditions and behaviors of the tri-county population

The health of a community and the health of the local economy are strongly intertwined. Economic development relies on a healthy community and quality of life attributes to attract and maintain business and industry growth, and attract and keep residents in the local area. Mary Harkins-Schwarz, with the Public Health Management Corporation, will present the 2018 Community Health Needs Assessment commissioned by the Pottstown Area Health and Wellness Foundation.

Sponsored by: **Citadel Federal Credit Union; TriCounty Community Network, Inc.; Yucha Hearing Aids**

**Members (paid in-full on or before 9/6): \$26**

**Members (paid after 9/6): \$32**

**Non-Members: \$50**

Fri., Sept. 20

### Refresh Friday: Efficient, No-Cost Marketing!

8:30-10 AM

*TCACC Conference Room, 152 E. High St., Suite 360,  
Pottstown, PA 19464*

There are many ways to market your business at little-to-no cost! This seminar will give you great tips on how to take advantage of efficient, cost-friendly marketing.

**Members Only; Free.**

Tues., Sept. 24

### Business Card Exchange

4-6 PM

*Yucha Medical Pain Management & Chiropractic Rehabilitation,  
435 West Cedarville Rd., Pottstown, PA 19465*

Enjoy a lovely wine & cheese reception while networking with fellow Chamber Members.

**Members Only; Free.**

Thurs., Oct. 3

### Membership Breakfast: A Snapshot of Education in Our TriCounty Area

7-9 AM

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

A panel of superintendents from Chamber Member school districts will speak on business and economic impacts and challenges of education in our region.

Confirmed Speakers:

Dr. Dana T. Bedden, Boyertown Area School District

Dr. Susan T. Lloyd, Owen J. Roberts School District

Dr. William R. Shirk, Jr., Pottsgrove School District

Mr. Stephen Rodriguez, Pottstown School District

Sponsored By: **Boyertown Oil and Propane; Foundation for Pottstown Education; GNG All Holiday Decorators**

**Members (paid in-full on or before 9/6): \$26**

**Members (paid after 9/6): \$32**

**Non-Members: \$50**

Wed., Oct. 9

11:30 AM-1 PM

### REACH: Strategies for Effective Networking

*Cutillo's Restaurant, 2688 E. High St., Sanatoga, PA 19464*

The first in a series of REACH program luncheons! Guest Speaker Adrean Turner, "The Career Fulfillment Expert", author, and certified career coach, will teach attendees how to make the most out of networking.

**Before 10/1: \$30**

**After 10/1: \$36**

Fri., Oct. 18

8:30-10 AM

### Refresh Friday: Active Networking"

*TCACC Conference Room, 152 E. High St., Suite 360,  
Pottstown, PA 19464*

Explore the importance of having a sales process and the 7 steps to close more business with John Whitehall. For over 30 years, John has led and coached high performing, winning sales organizations of all sizes in a variety of industries.

**Members Only; Free.**

Thurs., Oct. 24

4-8 PM

### College Fair & Community Expo

*Pottsgrove High School, 1345 Kauffman Rd.,  
Pottstown, PA 19464*

A fun event for everyone! Students can come out and meet representatives from colleges, universities, trade and technical schools to explore various options for higher education and have their questions answered. Chamber Member businesses will also be in attendance to highlight their great products and services.

**Free for students and the general public. Exhibitors MUST register.**

**Exhibitor fee before 9/13: \$125**

**Exhibitor fee after 9/13: \$150**

*Sponsorship Opportunities Available*

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**



## Follow Us!



**TriCounty Area Chamber of Commerce**



**tricountyreachamber**



**TriCounty Area Chamber of Commerce**

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

## SPECIAL ANNOUNCEMENT

"Growth is never by mere chance;  
it is the result of forces working **together.**"

James Cash Penney

# GET YOUR REFERRALS READY!

We are holding a membership campaign that is going to make our Chamber community even **better!**  
Stay tuned for more details about the campaign, including guidelines and PRIZES!

### Refer a business to us and help us grow our Membership.

Becoming a Chamber Member means becoming a part of a strong community. Share your Chamber story with customers, vendors, and neighboring businesses. With everyone's participation, the Membership grows! Your referral helps you become a trusted connection by helping your contacts gain access to additional support for their business and expand their network.

### We welcome ALL businesses to join us!

Provide referral information to:  
Greg Glenn, Member Relations Director  
610.326.2900 - [gregory@tricountyareachamber.com](mailto:gregory@tricountyareachamber.com)



## HOW CAN MEMBERS SUPPORT EACH OTHER?

- VISIT MEMBER BUSINESSES
  - Look for TCACC plaques and decals on display in businesses
  - Mention that you're a fellow Member and make a new connection!
  - Snap a photo of the business and share on social media, and be sure to tag that business and the Chamber by typing "@" followed by the business name
- UTILIZE OUR MEMBERSHIP DIRECTORY
  - Looking for a specific product or service? Browse our Membership Directory and find a Member that can help you!
  - Tell them you are supporting them because they are a fellow Member business
- USE AND/OR OFFER MEMBER-TO-MEMBER DISCOUNTS
  - Accessible through your Member log-in
- ENGAGE ON SOCIAL MEDIA
  - Follow Members on various platforms
  - Interact with their posts - share, like, and comment



We are happy to help our Members! For questions or more information, please call 610.326.2900 or visit [tricountyareachamber.com](http://tricountyareachamber.com)

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



TRICOUNTY  
**R**  
REACH

EMPOWERING AND CONNECTING WOMEN.

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

STRATEGIES FOR  
EFFECTIVE  
NETWORKING

featuring  
**ADREAN  
TURNER**



WEDNESDAY, OCTOBER 9  
11:30 AM TO 1:00 PM  
CUTILLO'S RESTAURANT

Learn a proactive approach  
to networking that helps you  
meet your goals!



**OCTOBER 24**  
**4 - 8 PM**  
**POTTSGROVE  
HIGH SCHOOL**

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

**REGISTER AS AN EXHIBITOR BY 9/13 FOR EARLY BIRD PRICING!**

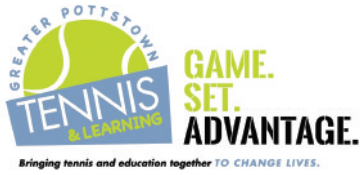
**A FUN EVENT FOR EVERYONE!**

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



## JULY BUSINESS CARD EXCHANGE

Members networked and celebrated with Greater Pottstown Tennis & Learning for the opening of their new courts at Maple Street Park!



## REFRESH FRIDAY



On August 16, Dennis Marsh of the PA Department of Labor and Industry informed Members about the Pennsylvania New Hire Reporting Program and how employers can report their new hire date timely, securely and accurately to the Commonwealth. Thank you to all who attended!



# SEASON 2

## of Chamber Chat

coming

# SEPTEMBER 10!



Scan the QR code with your smartphone camera to learn more about the podcast!



## 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 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!**



# LEYP

CALLING ALL YOUNG PROFESSIONALS!

JOIN LEYP NOW!



Lead | Engage |  
Young | Professionals

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

Connect with other young professionals in the tri-county region

Strengthen your presence in the business community

Develop your professional skills

VISIT OUR WEBSITE AND BECOME A MEMBER TODAY!  
[www.leadershiptricity.org/young-professionals](http://www.leadershiptricity.org/young-professionals)

Follow Us!

# Leadership

TRI-COUNTY



MAKE A DIFFERENCE.

BE A LEADER.

MAKE AN IMPACT.

FOLLOW US ON LINKEDIN!



CLASS OF 2020 SPONSORS

EXECUTIVE



TRANSPORTATION

EDUCATION



HEADSHOTS  
PROVIDED BY:



SAVE THE DATE!

Leadercast

THURSDAY, MAY 7

STAY TUNED FOR  
MORE DETAILS!



For more information on LEYP,  
Leadership Tri-County, or  
Leadercast, please contact

**Jennifer O'Donnell**  
IOM, Director  
Leadership Tri-County

[jennifer@tricityareachamber.com](mailto:jennifer@tricityareachamber.com)  
610.326.2900

MAKE AN IMPACT – BE A LEADER – MAKE A DIFFERENCE