



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
• FAX: 610.970.9705

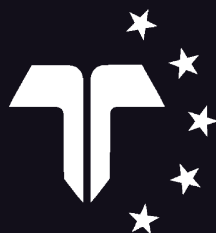
• EMAIL:
info@tricountyareachamber.com

Michele Barrett, Events & Marketing Director
michele@tricountyareachamber.com

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eileen@tricountyareachamber.com

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Administrative Director,
melissa@tricountyareachamber.com



TRICOUNTY AREA CHAMBER OF COMMERCE

PRESIDENT'S MESSAGE



TriCounty Leads

Encouraging and providing access to professional growth for all levels of staff.

LEADERSHIP TRI-COUNTY – CLASS OF 2020 FORMING NOW!

Lead. Influence. Make a Difference.

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.

For more information, contact: Director Jennifer O'Donnell, IOM, 610.326.2900.

Leadership

T R I - C O U N T Y

LEADERCAST 2019 – LEADING HEALTHY TEAMS

Friday, May 10



Leadercast is a daylong leadership development event, broadcast live via simulcast from Atlanta, GA, serving individuals and companies that want to become intentional about raising their standard of leadership.

As leaders, we may wonder what defines a team's success. Is it based solely on achievement, or is there more to the story? The best leaders know a successful team is made when focus, care, attention and development are directed to its members. Healthy teams yield effective collaboration, fulfilled employees, high organizational engagement and greater long-term success. Learn what it takes to ensure your team functions at its highest and healthiest.

REFRESH FRIDAYS

"Refresh" you or your staff on a variety of topics! Held Fridays from 8:30 – 10 AM at the Chamber Office.

Upcoming Refresh Fridays:

- **February 22 – Advocacy**
- **March 22 – Mindfulness**



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 January.

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!**

A Star is Born Tax Service
442 Walnut Street
Pottstown, PA 19464
484.482.3972

Tax Preparation Services

A Star is Born Notary & Tax Service strives after excellence. Your return will be error free, and you will receive every deduction you are entitled to. Their fees are competitive with all national tax prep services. Most people see tax returns as a routine annual task - a necessary evil that any experienced tax professional can do and yield the same results. A Star is Born Tax Service disagrees.

Catalyst Outdoor Advertising
Po Box 1421
Malvern, PA 19355
610.975.9390
www.catalystoutdoor.com

Advertising Agencies; Advertising Specialties; Marketing/Market Research

Catalyst believes location is everything and therefore offer inventory in locations people never thought possible; along major roadways in prosperous suburbs surrounding two of the nation's largest population centers, the Philadelphia and New York DMAs. Whether it is high volume highway locations that you desire or suburban locations that reach the most affluent of audiences Catalyst has the inventory and the management team to provide you with media that matters.

Drainmen Plumbing, Inc.
441 Cherry Street
Pottstown, PA 19464
484.366.9362
www.drainmenplumbing.com

Excavating Contractors; Plumbing Contractors; Remodeling/Renovations/Repairs
Drainmen is a 24/7 emergency plumbing and drain and sewer company providing plumbing/drain cleaning/camera inspection and sewer and water excavations and all plumbing services.

Eagle Microsystems, Inc.
366 Circle of Progress Drive
Pottstown, PA 19464
610.323.2250
www.eaglemicrosystems.com
Manufacturers and Processors; Water Conditioning Equipment/Services
Small manufacturing company specializing in seals and short run PCB assembly.

EXP Realty
168 W Ridge Pike #131
Limerick, PA 19468
610.579.9514 x 101
www.ChiodoSELECT.com
Real Estate - Residential
Real Estate company providing local Real Estate expertise for Sellers and Buyers. Our company is international.

Next Level Barbershop
10 N. Hanover St.
Pottstown, PA 19464
610.326.8684
Barber Shops
Well managed, family orientated barbershop.

Office Service Co.
1009 Tuckertown Court
Reading, PA 19605
610.926.9850
www.officeservicecompany.com
Office Equipment/Furniture/Supplies; Printer Services/Supplies/Consulting
Office Service Company grew from a community stationary store, est. in 1925, to a multifaceted strategic sourcing organization, servicing local, regional, and national clients. Headquartered in Reading, PA, we are ideally positioned to service the Eastern PA Region. Office Service Company's three main divisions encompass office supplies, contract furniture, and printing and promotional products.

Patriot Buick Chevrolet
40 Autopark Blvd.
Royersford, PA 19468
610.421.4343
www.chevyking.com
Auto Dealers - New/Used
Automotive sales and services.

Red Horse Motoring Club
132 East 3rd Street
Pottstown, PA 19464
904.424.7210
www.redhorsemotoring.com
Antiques; Auto Detailing/Restoration; Restaurants/Clubs
A private, member's only car club for car enthusiasts of all types. Member's enjoy the use of our 12,000 square foot building to store their vehicle, host clients, hold meetings, entertain friends and enjoy the company of other passionate enthusiasts!

Splitting Edge Axe Throwing
225 East High Street
Pottstown, PA 19464
484.300.4884
www.splittingedgeaxethrowing.com
Amusement and Entertainment; Enrichment Activities; Recreation
Mixing old world architecture with old world sports. Perfect destination to host parties, corporate events and have a blast with your friends throwing axes.

Walnut Woods
35 N. Walnut Street
Boyertown, PA 19512
610.367.6616
www.walnutwoodsofboyertown.com
Assisted Living Communities; Retirement Communities
You'll love the small-town beauty and charm of Walnut Woods. The Boyertown senior living community is under two hours from Philadelphia and near Pottstown Memorial Medical Center and Coventry Mall. Local attractions include The Colebrookdale Railroad, Boyertown Auto Museum and Daniel Boone Homestead.

CHAMBER MEMBERSHIP ANNIVERSARIES

(ACCORDING TO TCACC RECORDS)

Happy Anniversary to the following Members:

41+ YEARS

A.D. Moyer Lumber & Hardware, Inc. - Pottstown

Owen J. Roberts School District

30 YEARS

D.E.C. - Pottstown Training Center

5 YEARS

Bause Catered Events

Connections on High, Inc.

Edward Jones Investments - Bonnie Thompson

Wheels In Motion

1 YEAR

Bally Spring Inn

Boyertown Community Library

Fleetwood Bank

Hartman, Valeriano, Magovern & Lutz

HomeTeam Inspection Service

Member Renewals

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

Avante Apartments

Bally Savings Bank, a Division of Ambler Savings Bank

CEDARVILLE Engineering Group, LLC

Citadel Federal Credit Union

Colorworks

Everything Printing

FASTSIGNS

Gerhart, Hartman & Ritner Insurance Agency

Gorski Engineering, Inc.

Heritage Coach Company, Inc.

Independence Blue Cross

JL Machine & Tool, Inc.

LifeWorks Counseling Center, LLC

Lindt Chocolate

MacKissic, Inc.

Pottstown Dance Theatre

The Salvation Army

Sher Properties, Inc.

Sigel Insurance Group

Sunnybrook Village Business Campus

Wanner Associates

Whitegate Contracting Company

YWCA Tri-County Area

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 **Michele Barrett** at 610.326.2900 or michele@tricountyareachamber.com



TRICOUNTY AREA
CHAMBER OF COMMERCE

THANK YOU!

**2018-2019
Connections Partners:**



2018-2019 Commerce Partners:



MAKING A DIFFERENCE IS WHAT WE DO!

BUSINESS SPOTLIGHT

February's Business Spotlight is Keller Williams Realty Group. Learn more about them at the event on Tuesday, February 26 from 4-6 PM, located at 542 N. Lewis Rd. in Limerick!

KELLER WILLIAMS REALTY GROUP: LIMERICK'S QUIET GIANT GIVES NEARLY \$1.5 MILLION IN PROFIT TO THEIR REALTORS

Terese Brittingham and Thomas McCouch established the Keller Williams Realty Group franchise with 25 Realtors in 2002. By January 2019, they grew their Market Center to over 250 Realtors and closed more than \$400M in total volume in 2018. From the beginning their vision was to build a business for the Realtors, a place where they would have a voice in the Company, feel empowered to grow and connect as a community. Terese and Tom embraced the education, culture and technology offered by Keller Williams Realty International, and went about helping Realtors find their unique paths. Connecting and giving back to the community at large was always part of the overall vision, resulting in a broad variety of annual, ongoing events such as the 14th KW Realty Group golf outing benefiting Alex's Lemonade Stand Foundation for Childhood Cancer, Operation BackPack, Keller Williams R.E.D. Day. In previous years, time and resources were devoted to the Women's Center in Pottstown, and the Veterans Center in Spring City. The Realtors in the office embrace the KW Culture with ongoing food collections for the Daily Bread Food Pantry and other great charities. At the corporate level the Keller Williams Cares program supports Realtors from disaster relief throughout the Country and on a more individual level by serving the community. Terese personally served 2 years as Chairman of the Board Tri-County Chamber of Commerce and currently serves on the Board at Pope John Paul (PJP) High School.

Today's markets, as it relates to, Real Estate Brokerages are driving growth to a new level. Internet Brokerages are the newest attention getter. Despite this new wave of how real estate can be done, there has been a caravan of Realtors leaving every known real estate brokerage in the region, and signing on to Keller Williams Realty Group Collegeville/Limerick. Even some of the largest production teams from Berkshire Hathaway Home Services (BHHS) and Long & Foster (LF) are realizing the opportunities that come with joining Keller Williams. Reasons for the mass exodus, are in part, influenced by a paradigm shift of industry forces and the word is spreading that Keller Williams Realty is where you need to go to grow your business. Realtors are relearning the Industry from a digital marketing and technology driven perspective, far from the traditional and often, outdated manual business processes. Realtors and Agent Teams seeking stability and growth are finding the Keller Williams Business Model very appealing during this time when the very foundations of the real estate industry are being challenged, torn down, modified and fortified with new, technological forces. Realtors are embracing the education, technology, culture, and business models that Keller Williams is known for and as a result, have become more attractive than ever, and perhaps the greatest overall influencer of "moving to a new house" both literally and figuratively.

The Keller Williams Business Model is so unique it's generally misunderstood by many outsiders. Keller Williams believes in providing the Realtors opportunities for multiple income streams and to grow exponentially to allow Realtors to think, act and operate as Business Partners. The KW Culture is best exemplified by having an Agent Leadership Council (), which is made up of Agents inside the Market Center, who are encouraged to think "outside the box" and think like Partners. The Realtors are supported by a Team Leader and the leadership team entrusted: to help Realtors grow their business, in their own vision of success, increase Profit Share, and guard the Culture. Over the past 16 years, despite economic growth spurts and housing markets rising and collapsing. The Keller Williams Realty International model has sustained itself and reinforced the Culture helping Realtors succeed in their businesses. Through all of it, Terese and Tom built one of the largest and most successful Real Estate Brokerages in the region. They have expanded from Residential and added other divisions: Luxury, Commercial, Farm & Ranch and Investment Real Estate.

True to their core values, since 2002, monthly, Keller Williams Realty Group has rewarded their Realtors with Profit Share Distributions, totaling nearly **\$1.5 Million dollars** to date. They continue to offer the best education to expand their Realtors businesses. Encourage their Realtors to be Community magnets, helping to make where they live great and to focus on having a rewarding business that's in balance with the Mission, Vision, Values, and Beliefs of the Company. Keller Williams Realty Group has 3 locations. In Limerick, the company headquarters located at 542 North Lewis Road just off the 422 bypass where their sign is visible to thousands daily and in Audubon and Quakertown. If you are thinking about exploring a career in Real Estate Keller Williams contact Terese Brittingham or Thomas McCouch at 610-792-5900. **Come join us.**



KW REALTY GROUP
KELLERWILLIAMS.



DECEMBER BUSINESS CARD EXCHANGE

The Victory Bank hosted a beautifully decorated and festive Business Card Exchange on December 13.

Sponsored by:



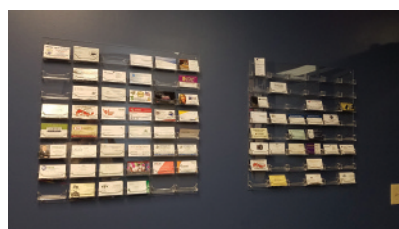
Brochure and Business Card Racks

Did you know the Chamber has two brochure racks and two business card racks?

FEATURED MEMBER BENEFIT OF THE MONTH



Submit your brochures or flyer that advertise your business. One rack is in the lobby of our building (152 East High Street) and the second is located directly outside of the Chamber Office on the 3rd floor.



Next time you're in the Chamber office, make sure to drop off a few cards for the rack and pick up a few to reach out to!

MAKING A DIFFERENCE IS WHAT WE DO!

ECONOMIC FORECAST

MEMBERSHIP BREAKFAST

On January 9, Chamber Members gathered at Copperfield Inn for the Economic Forecast Breakfast.

The following **New Members** were introduced: **Alpine Cyber Solutions;** **Bella Italia Pizzeria & Italian Kitchen;** **Loughin Real Estate;** and **Once Upon a Time Consignment Boutique.**

The **Tompkins Financial Advisors'** guest panel for the morning included: **Chris Kim**, Senior Vice President and Chief Investment Officer; **Matt Fox**, Trader and Analyst; **Victor Marin**, Investment Analyst & Trader; and **Allen Margolius**, Portfolio Manager. They discussed previously submitted questions from the Membership as well as questions from the audience that morning.



Attendees received information on Veterans I.D. Cards & Benefits from Jeanne Sorg, Montgomery County Recorder of Deeds.



New Members (L to R): Gerald Weiss & Frank Urbanski, Alpine Cyber Solutions; Steve DeLucia, Bella Italia Pizzeria & Italian Kitchen; Gina Spease, Once Upon a Time Consignment Boutique; and Janel Loughin, Loughin Real Estate.



Our panel consisted of Victor Marin, Allen Margolius, Matt Fox, and Chris Kim.

TOMPKINS
VIST Bank

484.941.0841; www.vistbank.com

Tompkins VIST Bank is a community bank dedicated to building long-term relationships with our customers. Whether online or in person, we provide a wide range of competitive services for businesses and individuals, delivered by friendly, knowledgeable staff.

TOMPKINS
Financial Advisors

www.tompkinsfinancialadvisors.com

Tompkins Financial Advisors work together with you to create, protect and transfer your family's financial wealth for generations. Their vision is to be the most important trusted advisor for our clients by providing solutions which bring them peace of mind, a sense of security and help them live their best lives. Whatever services you need, for every stage of life, they are here to help.

**NEXT
BREAKFAST:**

• **Thursday, March 7**
• **7 – 9 AM**

MAKING A DIFFERENCE IS WHAT WE DO!



Mark Your Calendars!

NETWORKING

Tues., Feb. 12

5 – 8 PM

Women's Roundtable: inspired

Brookside Country Club, 850 N. Adams St., Pottstown 19464
Network

Be inspired by two women sharing their amazing stories and accomplishments – Hon. Judge Austin and Co-Executive Director Liz Scott
Wear RED for American Heart Month or
Wear Yellow to support the fight against childhood cancer
Celebrate the Presentation of the TriCounty Community Network "Hats Off" Awards

\$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

Thurs., Feb. 14

8:30 – 10 AM

LEYP: Professional Development

Wrigley's Business Products and Services, 1090B N. Reading Ave., Boyertown 19512

Morgan Davidheiser, Wrigley's Business Products and Services will present Tech: Basics Young Professional Overlook

Young Professionals Only; Free Event

Thurs., Feb. 21

11:30 AM – 1 PM

Chamber 101

TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464

This event is for new members, new employees, and Members needing a refresh on Membership Benefits. Grow your network, contacts, and learn the best way to maximize your Chamber membership. Bring business cards and any informational brochures/flyers about your company.

Members Only; No Charge; Registration Required

Fri., Feb. 22

8:30 - 10 AM

Refresh Friday: Advocacy

TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464

Peggy Lee-Clark, Executive Director of Pottstown Area Industrial Development, Inc. will present on **Advocacy**.

Advocacy is a powerful tool that ranges from grass-root efforts to well-oiled machines. When effective it inspires positive change. Learn best practices to put in place!

Members Only; No Charge; Registration Required

Tues., Feb. 26

4 - 6 PM

Business Card Exchange

Keller Williams Realty Group, 542 N. Lewis Rd., Limerick 19468
Come mix it up with the Keller Williams Realty Group for **VEGAS NIGHT!** Take a night to come mingle with the membership at their office on N. Lewis Road. Office tours will be available throughout the evening along with some amazing food and beverage being offered. Come find out why *Entrepreneur* magazine recently ranked Keller Williams as the No. 1 real estate franchise.

Members Only; No Charge; Registration Appreciated

Sponsored by: Keller Williams Realty Group

Call Michele Barrett, 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.



SAVE THE DATES

Thurs., March 7

7 – 9 AM

Membership Breakfast: Write Your Story

TBD

More details to come – check out tricityareachamber.com to learn more!

Fri., March 8

8:30 – 10 AM

Leadership Alumni Executive Series: Part 2

TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464

Join us for another exclusive and intimate event presented by fellow alum, **Joe Rusiewicz**, Executive Director, The Foundation for Pottstown Education.

Storytelling as a Management Tool

Story telling is a management tool that can help produce the best results for telling your organization's mission, keep those special things about your organization alive, enhance your image in the community and get your staff to see the big picture and how their work is valued.

Leadership Alumni Only; Free Event

Contact Jennifer O'Donnell at 610.326.2900 to register.

Weds., March 20

5 – 8:30 PM

Boyertown Area Progress Dinner

La Massaria at Bella Vista Golf Course, 2901 Fagleysville Rd., Gilbertsville 19525

More details to come

\$100 per Member; \$900 per Member table of 10; \$150 per non-member; \$1,500 per non-member table of 10

Platinum Sponsors: Maillie LLP; Pottstown Hospital Tower Health; Tompkins VIST Bank

Gold Sponsor: Boyertown Oil and Propane; The Body-Borneman Companies

Additional Sponsorship Opportunities Available

Inclement Weather Date: Wednesday, March 27

Fri., March 22

8:30 - 10 AM

Refresh Friday: Mindfulness

TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464

Mindful or Mind Full? During this session **Harriet Stein** will share why Mindfulness is needed in the workplace.

When practicing Mindfulness, this enables one to become experts in knowing ourselves. It is not about changing who we are, it is about understanding who we are and accepting ourselves with compassion that leads to a life that is richer in the knowing.

Members Only; No Charge; Registration Appreciated

Leadercast 2019: "Leading Healthy Teams" May 10, 2019 at New Hanover United Methodist Church



Gayle King, Co-host,
CBS This Morning,
Editor-at-Large, *O,*
the Oprah Magazine



Patrick Lencioni,
Founder,
The Table Group



Dr. Caroline Leaf,
Communication
Pathologist and Cognitive
Neuroscientist

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

LEGISLATIVE COFFEE RECAP



On January 17, Members had the opportunity to welcome our tri-county area legislators to the tri-county area as well as reconnect with the incumbents from last year. The event was a great opportunity for one-on-one conversations between Members and the representatives.

L to R Commissioner Christian Leinbach, Representative Ryan Mackenzie; Representative Marcy Toepel; Representative Joe Ciresi; Representative Joe Webster; Representative Tim Hennessey; Chamber President Eileen Dautrich; Senator Bob Mensch; and Chester County Administrator Robert Kagel.



This event was sponsored by:



As a follow up to the November 13 Economic Development Luncheon, the Chamber continues to work with Grow PA. Recently TCACC was asked to be included on a letter inviting members of the General Assembly to a breakfast briefing. The briefing will occur in early February and focus on the Grow PA initiative and its legislative priorities for the 2019-2020 season.

ABOUT GROW PA: Grow PA is a statewide initiative to convene people and organizations throughout Pennsylvania to establish a modern economic growth agenda.

GROW PA BACKGROUND: Over the past two years, the Chamber of Commerce for Greater Philadelphia has been meeting with numerous chambers of commerce and other business and civic organizations from around the state to discuss how we can work together to build an economic growth agenda for the Commonwealth.

From those discussions, we created Grow PA.

Grow PA is an open-source initiative designed to engage Pennsylvanians from the business and civic communities. In a state with an unemployment rate that lags behind the national average, an aging population, and an anemic economy, the time to collectively plan a path forward is now.

Grow PA began in the fall of 2017 as a virtual discussion with people from various sectors of our business and civic community. We created an online forum and weekly newsletter to share stories of growth and innovation from around the state. The newsletter has thousands of subscribers and contributors and is growing daily.

The U.S. Chamber of Commerce sent a call-out to Chambers and organizations to add their names to this letter – TCACC signed on!

U.S. Chamber of Commerce Government Shutdown Sign-On Letter

January 17, 2019

TO THE PRESIDENT OF THE UNITED STATES AND MEMBERS OF CONGRESS:

On behalf of the American business community, we urge Congress and the administration to immediately take steps to restore the full operation of the federal government.

The current shutdown - now the longest in American history - is causing significant and in some cases lasting damage to families, businesses, and the economy as a whole. The harm is well documented and continues to compound with each passing day.

Since the shutdown began, various compromises have been floated by both Republicans and Democrats. There are numerous paths forward that would allow for the government to be reopened that should be acceptable to all parties. Failing to seize on one of those compromises that can pass Congress and be signed into law is unacceptable.

The time to act, the time to end this shutdown is now so that we can keep the economy moving forward.

Sincerely,

MAKING A DIFFERENCE IS WHAT WE DO!

RIBBON CUTTINGS



Aye Caramba Taco, 300 E. High St., Pottstown, PA 19464

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 Michele Barrett, Events & Marketing Director, at 610.326.2900 or michele@tricountyareachamber.com.

ALWAYS BUY CHAMBER

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!

Sporting Goods

- Longstreth Sporting Goods, LLC
- Schuylkill Valley Sports

Stone Quarries

- Martin Stone Quarries, Inc.

Swimming Pool Contractors/Supplies

- D.G. March and Associates/Enviromat Company, Inc.

Tax Preparation Services

- A Star is Born Tax Service
- John J. Cione and Co. LLC

Telecommunications Equipment/Services

- Atris, Inc.
- Car-Tel Communications
- Schooley Mitchell

Title Insurance Companies

- Berks County Abstract Company

Trade Show Exhibit Sales/Services

- Pearl Exhibit Group

Training and Development

Centers/Services

- D.E.C. – Pottstown Training Center

Transportation

- GVF, a Transportation Management Association
- Jesse Baro, Inc.
- Pottstown Area Rapid Transit, Inc. (PART)
- Translogistics, Inc.

A complete list of members can be found on the online business directory at tricountyareachamber.com.



5 Ways Your Customers Win with You as a Chamber Member

Did you know that **your customers receive multiple benefits from you being a chamber member** and those benefits can increase their loyalty? Here are 5 examples:

- 1. You're in the Know** - When you're a member of the chamber you know what's going on in the business community.
- 2. You Have Inside Knowledge (and Tickets) for Events** - As a member, you may be able to purchase tickets earlier or bring an interested guest - **you come off looking like a rock star to your customer or vendor.**
- 3. You Know About Legislative Initiatives** - The chamber is busy working behind the scenes for all businesses in your area.
- 4. You Become a Resource** - You become a connector in the community and someone they patronize to get the inside scoop.
- 5. You Hire the Best** - As a chamber member, you get to meet a wide variety of people and expand not only your sales networking but your career network as well.

A NEW WAY TO COMMUTE

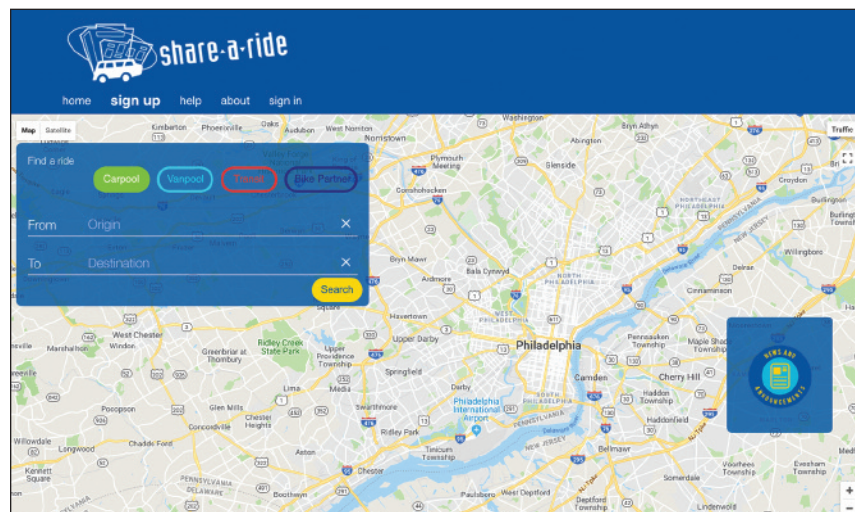


By Stacey Weiss

In southeastern Pennsylvania, 76% of commuters drive alone to work, and only 9% carpool (U.S. Census Bureau, 2016). Carpooling is an alternative transportation mode that helps to reduce the number of single occupancy cars on the road. Something the U.S 422 Corridor could benefit from! If more people choose carpooling over driving alone, we could alleviate congestion, improve the environment and quality of life for our region.

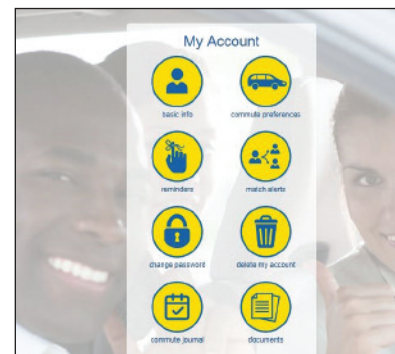
Carpooling is one of the easiest alternative transportation modes to participate in. It consists of two to four people sharing a ride to a similar location, on a similar schedule. A typical example are co-workers riding to and from work. Carpooling saves you money by reducing your travel costs such as, fuel and tolls, decreases personal vehicle wear and tear, time stuck in traffic and stress.

Today, transportation is responsible for 27% of U.S. Greenhouse gas emissions. Carpooling reduces the amount of CO2 emissions emitted into the atmosphere, improving air quality for our communities.



Share-A-Ride is a free, computerized service that matches commuters with potential carpool and vanpool groups, transit options, walking and bicycling routes. Commuters can sign up at www.sharearide.rideproweb.com. Users create a profile with their personal preferences and are matched with potential carpools or vanpools in their area. The program can identify internal matches from within your organization. Sign up today for free!

Stacey Weiss, TDM Manager, GVF. To reach Stacey by email: sweiss@gvftma.com or 610-354-8899.



MAKING A DIFFERENCE IS WHAT WE DO!

BOYERTOWN
AREA

PROGRESS

DINNER



Wednesday, March 20

5 - 8:30 PM

La Massaria at Bella Vista Golf Course

\$100 per Member; \$900 per Member table of 10
\$150 per non-member; \$1,500 per non-member table of 10

For more details or to register, visit
tricountyareachamber.com or call 610.326.2900

Platinum Sponsors:



Additional Sponsorship Opportunities Available - contact
Michele at 610.326.2900 or michele@tricountyareachamber.com

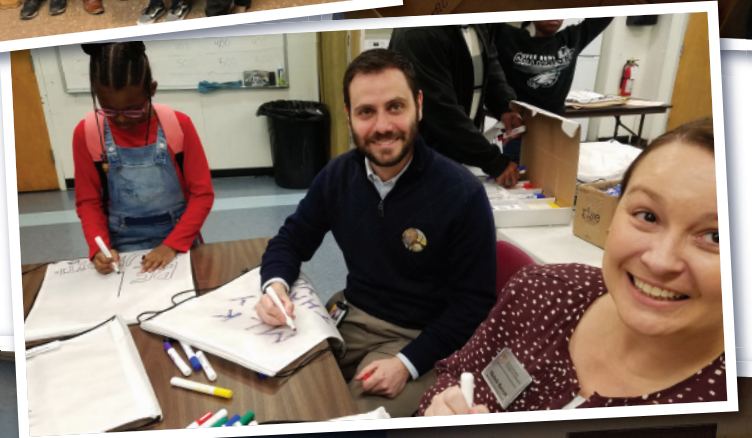


Lead | Engage |
Young | Professionals

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

MARTIN LUTHER KING, JR. DAY OF SERVICE

LEYP participated in a Martin Luther King Day of Service and Peace Walk at the Olivet Boys & Girls Club in Pottstown on January 21. LEYP Members helped children make cards and decorate and fill bags - to be distributed to First Responders in the area. The day ended with a Peace Walk and viewing of the "I Have a Dream" Speech.



MAKING A DIFFERENCE IS WHAT WE DO!

LEADERSHIP TRI-COUNTY – EXECUTIVE SERIES

January 18, alumni of the Leadership Tri-County program, along with the current Class of 2019, came to gain valuable insight and develop their leadership skills at this exclusive alumni event. **Rich Newell**, CEO of Pottstown Hospital - Tower Health, **Scott McDevitt**, President/CEO of Translogistics, Inc, and **Rich Graver**, Chief Lending Officer of The Victory Bank hosted a great panel discussion about their own unique leadership experiences and tips. The discussion was led by **Joe Rusiewicz**, Foundation for Pottstown Education.



(L to R): Joe Rusiewicz, Foundation for Pottstown Education; Rich Graver, The Victory Bank; Scott McDevitt, Translogistics, Inc.; Rich Newell, Pottstown Hospital Tower Health; and Jennifer O'Donnell, IOM, Leadership Tri-County Director.

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

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Refresh REFRESH FRIDAY - JANUARY



January's Refresh Friday Speakers **Ed Burns**, LinkedIn and Social Media Expert and **Don Carrick**, Corporate Photographer and Facial Expression Coach focused on Selling, Hiring and Growing in the Digital Age.

NEXT REFRESH SEMINAR:

Friday, February 22, 8:30 – 10 AM, "Advocacy"

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

- **Excel Collision Repair & Painting** – Experienced Auto Body Tech
- **Fulton Bank** – Full Time Senior Teller

MAKING A DIFFERENCE IS WHAT WE DO!

Leadership

TRI-COUNTY

Reflections from our Health & Human Services Day in January



"It was a truly eye-opening experience. The amount of work accomplished by our local nonprofits which directly impacts and supports our community is vast! A Herculean effort for the few nonprofits when the community need continues to grow. I am grateful for the site visits as I was unaware of what some of these organizations provided to the community. I hope to use my influence as an upcoming leader in the community to spread awareness."

Ann E Maletsky, MBA
Business Operations
Limerick Generating Station
Exelon Nuclear

"When I first reviewed the agenda for the day, I thought 'Oh no, it is going to be a long day.' But, after breakfast, our visit to D.E.C. so touched me that it brought tears to my eyes. The day had just begun, but I already knew that after working & visiting with the individuals at D.E.C. the day was going to go by quickly. I was pleasantly surprised by the condition of the facilities that we visited and by the services that they offered. The day actually seemed to go by quickly... too quickly."

With the world leadership in its current condition, it is absolutely reassuring that there are "leaders" in our neighborhoods that really do want to help the community.

Their enthusiasm and energy levels were amazing. They all deserve our thanks... and help."

Brian W. Meyer
SR. Credit Analyst, VP
The Victory Bank



"Impressive- is the word I would use to sum up our Health and Human Services Day. The heart of these organizations are run by people who truly have a passion to help others. In a world with so much focus on 'what's wrong' and 'who is to blame' it was refreshing seeing all the 'good' being done within our community."

Jennifer C Ulrich
Director of Professional Outreach
Pottstown Hospital Tower Health

"Our Leadership Health and Human Services Day provided a wonderful opportunity to tour the Social Service providers that are available in the Tri-County Region. The need for these services is great in this area, so it was awesome to see these necessities are being met."

Krissy Pennypacker
Laboratory Supervisor
Pottstown Wastewater Treatment Plant
Borough of Pottstown

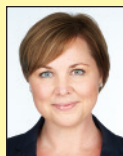
"There are some really amazing organizations in the Tri-County Area dedicated to helping move people's lives in a positive direction."

Ronald Linke
Asst. Business Administrator
Pottsgrove School District

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.

For more information on Leadership Tri-County, contact
Jennifer O'Donnell, IOM, Director, at 610.326.2900 or
jennifer@tricityareachamber.com.



LEARN MORE! REGISTER FOR AN INFO SESSION!

WEDNESDAY,
FEBRUARY 27
8 – 9 AM

Call 610.326.2900

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