



TRICOUNTY AREA
CHAMBER OF COMMERCE

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.

**2017-2018 TCACC
EXECUTIVE COMMITTEE
& BOARD OF DIRECTORS
EXECUTIVE COMMITTEE
CHAIRMAN OF THE BOARD**

Richard Graver, Chief Lending Officer, The Victory Bank

CHAIR ELECT

Baran Schultz, CEO, Schultz Technology

TREASURER

Rich Newell, CEO, Pottstown Hospital Tower Health

IMMEDIATE PAST CHAIRMAN

Heather Chandler, President, Sealstrip Corporation

SOLICITOR

Joseph K. Koury, O'Donnell, Weiss & Mattei, P.C.

SECRETARY

Eileen Dautrich, President, TCACC

BOARD OF DIRECTORS

April Barkasi,

CEDARVILLE Engineering Group, LLC

Bill Breslawski, Maillie LLP

Sean Deviney,

The Body-Borneman Companies

Dr. Dave DiMattio, Montgomery County
Community College

Joe Fava, Clothes to Home Dry Cleaning

Twila Fisher, The Hill School

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

Rick Libra, Exelon

Frank Strunk, Tompkins VIST Bank

**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

Eileen Dautrich, President,
eileen@tricountyareachamber.com

Tarra James, Events and Marketing Director,
tarra@tricountyareachamber.com

Jennifer O'Donnell, Member Relations
Director, jennifer@tricountyareachamber.com

Melissa Shainline,
Communications and Administrative Director,
melissa@tricountyareachamber.com

JOIN US FOR THE 2018 "FUN NIGHT OUT" ANNUAL DINNER



Comedian
Joe Conklin –
"The Man of a
Thousand
Voices"

Trade in your suits and ties for more relaxed attire (*jeans permitted and encouraged*) and prepare to have a night that will include networking, laughs, fun, and some prizes. **Join us!**

2018 Award Presentations – attend and support the 2018 Award Winners (Winners will be announced shortly!)

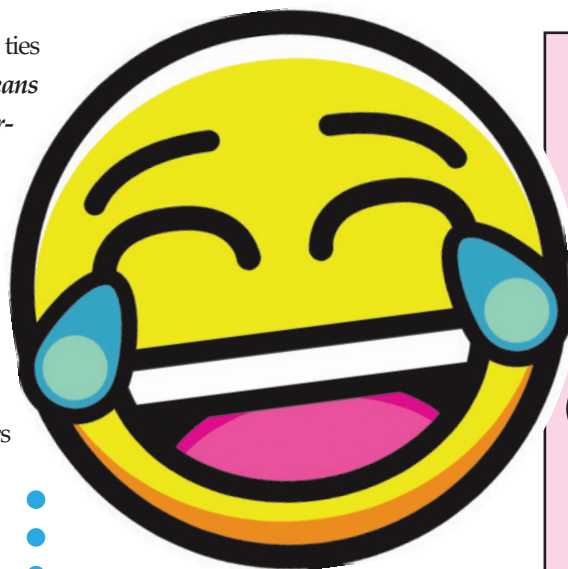
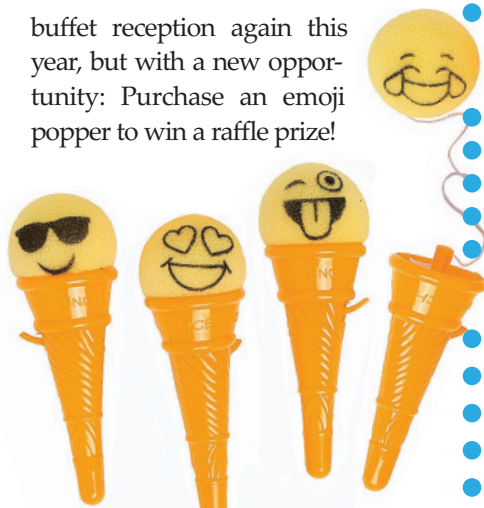
**Special Awards Recognizing
Member Engagement:**

- Making a Difference Award
- Delivering Possibilities Award
- Delivering Solutions Awards
- Being the Bridge Award

Annual Awards:

- Ambassador of the Year
- Chairman of the Year
- Volunteer of the Year

The event will end with a dessert buffet reception again this year, but with a new opportunity: Purchase an emoji popper to win a raffle prize!



**Thursday, April 26
5 to 9 PM
RiverCrest Golf
Club and Preserve,
Phoenixville**

\$90/Member; \$150/non-member;
\$850/Member table of 10

*Ticket price includes:
cocktail reception (cash bar);
entertainment; dinner; dessert reception;
popper prize drawing opportunity*

**Business Development
Opportunities, that include tickets
to the event and the added value
of exposure for your business,
are available – contact
Tarra at 610.326.2900 or
tarra@tricountyareachamber.com
to discuss!**

Top 5 Reasons to Attend this Year's Annual Dinner

#5 Your Competitors are Networking, Shouldn't You?

This is the Chamber's BIGGEST NETWORKING EVENT OF THE YEAR! All networking events include both buyers and sellers, which means the opportunity to create potential partnerships. Don't miss it!

#4 New Ideas and Ways of Doing Business!

If you are looking for new ideas and new ways of doing business, this is a great opportunity to meet like minded individuals.

#3 Watching Your Budget?

NETWORKING is one of the cheapest ways of advertising. This event will provide you with the perfect environment in which to do it. Get a table of 10 for your employees and greatly increase your company's exposure in the room.

#2 Again, Don't Break the Bank - \$90 and an Invaluable Experience!

Attending gets you the best networking event of the year, a great meal, and an opportunity for you to be the bridge. As a Member, you can purchase tickets to bring guests you want to impress – you'll be able to connect them to your contacts at this special event.

#1 FUN!

A night for you to reward your employees, treat clients, and/or hang out with friends! Don't hate yourself on April 27 for not attending – register now to attend on the 26th!

It's as easy as 1-2-3 or ABC – Always Buy Chamber!



It's the March Madness of Membership! Member benefits provide a full court press to make great connections and be a Champion for our region. Join today. Call 610.326.2900 or send an email to jennifer@tricountyareachamber.com.

WELCOME APPROVED NEW MEMBERS!

Congratulations to the business listed below. Their applications were approved by the Board of Directors on February 21.

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!

Bally Spring Inn
90 Airport Road
Barto, PA 19504
610.845.3500

www.ballyspringinn.com

*Wedding Consultants/Planners;
Caterers/Banquet Services*

The Bally Spring Inn is a wedding and event facility located in beautiful Barto, PA. Family owned and operated ensuring a unrivaled personal touch to our guests.

Boyertown Community Library

24 N. Reading Avenue
Boyertown, PA 19512
610.369.0496

www.berkslibraries.org/branch/boyertown

Libraries; Nonprofit Organizations

Boyertown Community Library is a non-profit organization that provides access to educational and recreational materials to encourage independent learning and life-long reading enjoyment. BCL offers programs for all ages and provides Wi-Fi, computer access, copies, fax and processes passport applications.

Fleetwood Bank
216 E. Philadelphia Avenue
Boyertown, PA 19522
484.415.2291

www.fleetwoodbank.com

Banks/Credit Unions

As a true community bank, Fleetwood Bank is committed to the communities we serve. Offering online and mobile banking, loans, mortgages, checking accounts and more, we provide the technology and products you want, with the community bank serve you deserve.

Hartman, Valeriano, Magovern & Lutz
110 Berkshire Blvd
Suite 301

Wyomissing, PA 19610
610.779.0772

www.hvmlaw.com

Attorneys

Hartman, Valeriano, Magovern & Lutz, P.C. performs services in nearly every field of law actively practiced in our community. Our eleven attorneys specialize in municipal, bankruptcy, estate planning and administration, domestic, business, personal injury and employment law.

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.

THANK YOU!

February's Email Sponsor:



CHAMBER MEMBERSHIP ANNIVERSARIES (ACCORDING TO TCACC RECORDS)

HAPPY ANNIVERSARY to the following Members:

40+ YEARS

AAA East Central

20 YEARS

Berks County
Abstract Company
Spring Ford Country Club

Wolf, Baldwin &
Associates, PC

10 YEARS

Hopewell Furnace
National Historic Site

5 YEARS

Lindt Chocolate
Wrigley's Business
Products and Services

1 YEAR

A-Lex Print & Promotion

Arbonne International,
LLC – Jennifer O'Donnell,
Independent Consultant

Carousel at Pottstown
Integrity Services and
Solutions, LLC
MGM Technology Services

Moore's Furniture
SEO 4 Pros dba
Hureka Technologies

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 Tarra James at 610.326.2900 or tarra@tricountyareachamber.com

Member Renewals

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

BB&T
Borough of Pottstown

Boyertown Oil
and Propane

Brookside Country Club

Carroll Engineering
Corporation

Citadel Federal
Credit Union

Clark Industrial Supply

Columbia Boiler Co.

Community
Health & Dental Care

Dancing Tree Creations
Artisans Gallery
and Studio

eb Logix, Inc.

Exelon Nuclear

Foundation for
Boyertown Education

The Hill School

JC Outdoors

The Lewis Group

Limerick Township

Lords & Ladies Salons
and Medical Spa

Maillie LLP

Moyer's Catering

My Dad's Flooring

O'Donnell, Weiss &
Mattei, P.C.

Patient First

PECO

Physicians Care
Surgical Hospital

PMA Medical Specialists
– Limerick

PMA Medical Specialists
– Phoenixville

PMA Medical Specialists
– Pottstown

Pottsgrove
School District

Pottstown Area
Industrial

Development, Inc.
Pottstown Hospital
Tower Health

Pottstown
Roller Mills, Inc.

Reading Foundry
& Supply Co.

Reading Site
Contractors

Rutter Roofing
Sanatoga Water
Conditioning, Inc.

Sigel Insurance Group

Spring Valley YMCA

The Swamp Door
Antiques &
Curiosities, LLC

Twin Valley
Construction Co., LLC

A. Weitzenkorn's
Sons, Inc.

Wendy's Flowers

West Pottsgrove
Township

Wyomissing
Optometric Center, Inc.

Yergey, Daylor, Allebach,
Scheffey, Picardi



TRICOUNTY AREA
CHAMBER OF COMMERCE

It's as easy as 1-2-3 or ABC – Always Buy Chamber!



TRICOUNTY AREA CHAMBER OF COMMERCE

NETWORKING

Tue., Mar. 13

4-6 PM

Business Card Exchange

Berks Fire Water Restorations, Inc., 1145 Commons Blvd. Reading PA 19605

Come join us! Berks Fire Water Restorations, Inc. welcomes the Chamber members to come out and enjoy some snacks and drinks while touring their fantastic facility. Learn about how Berks Fire Water Restorations, Inc. not only restores your home, they restore your life!

Sponsored by: **Berks Fire Water Restorations, Inc.**

No Charge; Members Only; Registration Appreciated

Fri., Mar. 23

8:30-10 AM

Refresh Friday: Advertising

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

Take a **"fresh"** look at your business and ask yourself some tough questions: Is my advertising budget working or non-existent? Would I patronize my business? And then, How do I stand out amongst my competition? **Linda Jacobs**, owner of Downtown DeZign, will provide helpful answers and give you a **"fresh"** new perspective on your business.

No Charge; Members Only; Registration Required

Fri., May 4

9 AM - 4 PM

Leadercast

Morning Star Fellowship, 100 Limekiln Rd., Bechtelsville 19525

The world is looking for great leaders to follow. In order to become those leaders to the outside, we have to lead ourselves first. We must walk the walk. It's like the flight attendants tell us - please remember to wear your own oxygen mask before helping others. In 2018, Leadercast will be focusing on that very concept. How do you **lead yourself** effectively? How do you develop your **core principles and values** so that your leadership is an outpouring of your innermost self? And how much more will those who follow you benefit from your leadership **when you lead yourself well?**

\$95 per Member (4+ tickets purchased - \$85 per Member); \$120 per non-member (4+ tickets purchased - \$110 per non-member)

Ticket price includes: Continental Breakfast, Lunch, Refreshment Breaks, Leadercast Journal

Business Development Opportunities Available

Thurs., May 10

7-9 AM

New Date!

Economic Forecast Breakfast

Sunnybrook Ballroom, 50 Sunnybrook Rd., Pottstown 19464

Chris Kim, Senior Vice President and Chief Investment Officer, Tompkins Financial Advisors, will cover the current state of the economy and global markets and discuss factors that have led us to this state, including social, political, and economic pressures.

\$26 per Member (prepaid by 5/7); \$32 per Member (invoiced or after 5/7); \$50 per non-member

Sponsored by: **Tompkins VIST Bank; Tompkins Financial Advisors**

SAVE THE DATES

Thurs., April 12

11:30 AM - 1 PM

WOW Luncheon

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

To achieve success in today's environment with its emphasis on collaboration, teamwork, impact, communication and leadership, we need to enhance our **Networking** skills and interpersonal communication skills in order for us to build stronger, value-adding relationships. **Networking** is about building relationships through conversations. **Jo Iorio**, Business Performance Consultant, Dale Carnegie, will share a proven process for networking that is guaranteed to help you become more creative about enhancing your upward mobility, maximize every networking experience, and create opportunities.

\$26 per Attendee (prepaid by 4/3); \$32 per Attendee (invoiced or after 4/3)

Co-Sponsors: **Decorating Den Interiors; HealthSouth Reading Rehabilitation Hospital**

Tue., April 17

7:30-9 AM

Business Card Exchange

TriCounty Active Adult Center, 288 Moser Rd., Pottstown PA 19464

TCAAC would like to welcome all members to a breakfast style mixer held at their location. Come join us in the morning hours to help celebrate the opening of their new location while learning about all of the activities and programs the Active Adult Center has to offer.

Sponsored by: **TriCounty Active Adult Center**

No Charge; Members Only; Registration Appreciated

Thurs., April 26

5-9 PM

"A Fun Night Out" at the 2018 Annual Dinner

RiverCrest Golf Club & Preserve, 100 Golf Club Dr., Phoenixville 19460

Join us for a "Fun Night Out" with Comedian Joe Conklin - "The Man of a Thousand Voices"! A night for you to hang out with staff, clients, and friends! And don't forget to purchase a popper for \$20 to take a chance to win a prize, valued at a minimum of \$50!

\$90 per Member; \$850 per Member table of 10; \$150 per non-member

Platinum Sponsors: **Exelon; Pottstown Hospital Tower Health**

Gold Sponsors: **Maillie LLP; O'Donnell, Weiss & Mattei, P.C.**

Silver Sponsors: **BB&T; The Body-Borneman Companies; Boyertown Oil and Propane; Diamond Credit Union; Pottstown Area Health & Wellness Foundation; Schultz Technology; Tompkins VIST Bank**

Patron Sponsors: **Everything Printing; RiverCrest Golf Club & Preserve; Sealstrip Corporation; Wrigley's Business Products and Services**

Additional Business Development Opportunities Available

Weds., May 16

5-8 PM

POWER WOW - Women's Roundtable

Location TBD

Join the POWERful Women from our community and come to the POWER WOW on Wednesday May 16th, 2018. We have 4 strong women including, Adrean Turner, Christine Morris, Lucretia Coleman, and Mindy Lee Lipsky who will be presenting on many facets of mental health and how to understand the world around you. You will not want to miss this evening of celebrating the POWER of Women!

\$35 per attendee (prepaid by 5/2); \$40 per attendee (invoiced or after 5/2); \$250 per table of 8

Sponsor: **YWCA Tri-County Area**

Additional Business Development Opportunities Available

Fri., May 19

8:30-10 AM

Refresh Friday: Safety

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

Rick Libra, Site Vice President, Exelon Corporation, will present on "Safety in the Workplace". He will focus on aspects such as managing workplace norms and behaviors, productivity implications, and the importance of leaders setting expectations and reinforcing behaviors.

No Charge; Members Only; Registration Required



Reminder: Chamber Night at the Reading Fightin Phils is on Wednesday, May 23. Business Development Opportunities are still available!

Call Tarra James, 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.



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

economic FORECAST Breakfast RESCHEDULED!

Thursday, May 10th - 7AM to 9AM
SunnyBrook Ballroom, Pottstown

Chris Kim, Senior Vice President & Chief Investment
Officer, Tompkins Financial Advisors

"Current State of the Economy"



Sponsored By:



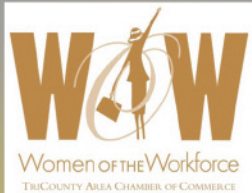
TOMPKINS VIST Bank **TOMPKINS** Financial Advisors

\$26 per Member (prepaid by 5/7/18);
\$32 per Member (invoiced or after 5/7/18); \$50 per non-member



LEADERSHIP RECAP: ALUMNI EVENT

On Thursday, February 1 the current Leadership Tri-County Class of 2018 joined alumni of the program at a mixer at the Chamber Office. Future alumni events are being planned – if you're an alumni of the program, call us at 610.326.2900 to verify the contact information we have on file for you!



**APRIL WOW
LUNCHEON
"NETWORKING"**

APRIL 12 - 11:30am-1pm
La Massaria
2901 Fagleyville Rd, Gilbertville

\$26 per Attendee
(prepaid by 4/3)

\$32 per Attendee
(after 4/3 or invoiced)



Jo Iorio
Business Performance Consultant,
Dale Carnegie

Sponsored By:

**DECORATING DEN
INTERIORS**

HEALTHSOUTH
Reading Rehabilitation Hospital

It's as easy as 1-2-3 or ABC – Always Buy Chamber!

BUSINESS OF THE MONTH

BUSINESS OF THE MONTH IS CHOSEN AT RANDOM THROUGH A BUSINESS CARD DRAWING AT CHAMBER EVENTS, OR BY PARTICIPATING IN OTHER CHAMBER PROGRAMS, SUCH AS SURVEYS. MARCH'S BUSINESS OF THE MONTH WAS CHOSEN FROM MEMBERS WHO ATTENDED FEBRUARY'S WOW LUNCHEON.



**Virtual
Essence**
HAIR DESIGN, INC.
Hair, Massage, Waxing, Makeup, Tanning &
Halo Couture Hair Extensions

Virtual Essence Hair Design is located in Gilbertsville. It is a family owned salon, starting as a high school graduation project, opening its doors in 2005. Virtual Essence is in an old beautiful barn of 2000 sq. ft., transformed into a warm welcoming salon.

When you arrive, you will be greeted by very talented and dedicated hair professionals, who are committed to giving you the look you desire. Our expertly-trained staff are up to date on all new fashion styles and the latest trending haircuts, as well as hair color; transforming your look with just a few sunkissed highlights, all the way to a full bold color. We use Paul Mitchell color that has a low ammonia beeswax base which provides a healthy, conditioned, natural-looking end result. The perfect color for grey coverage as well. Virtual Essence is a John Paul Mitchell Focus Salon, specializing in Paul Mitchell products. In addition to our amazing hair services, we also offer Facial Waxing, Makeup, Massage Therapy, Tanning, and Halo Couture Hair Extensions.

Our retail area features all of the great products that we use in the salon, including an environmentally friendly, Paul Mitchell Tea Tree haircare line. Using high quality products like the ones we offer for purchase in the salon for home maintenance will help keep your hair looking fabulous even after you leave the salon. Our expert stylists are happy to recommend products to you based on your specific hair needs. Virtual Essence also carries products from Design Me, MoroccanOil, Olaplex, and American Crew. We search for the best haircare and color products.

Virtual Essence Hair Design supports their local school, by volunteering to do hair and makeup for the BASH Prom Fashion Show, as well as going into the vo-tech school to chat/teach the upcoming Cosmetology students. We can be seen in the Boyertown Halloween Parade, and many other community events around Boyertown. We support our local Toys For Tots Foundation through the months of November and December with being a toy drop off site.

Here at Virtual Essence Hair Design we strive to deliver on excellent customer service, and staying on point with the never ending changes with styles, cuts, and colors. We love attending hair-shows, as well as having monthly in salon classes. Your hair is our concern and you can be assured that we will listen to what you want and do our very best to help you achieve all your hair goals!

Please follow us on Facebook and Instagram!! Give us a call with any questions at 610-367-6163, and you can also visit us on our website; www.virtualessence.com.

Virtual Essence is located at 629 Gilbertsville Road, Gilbertsville, 19525.

Annual Dinner EMOJI POPPERS

LOOKING FOR A FUN WAY TO GAIN
VISIBILITY AT OUR ANNUAL DINNER?
DONATE A PRIZE TO OUR EMOJI POPPERS!

WE ARE LOOKING FOR ITEMS WITH A VALUE
OF \$50 OR MORE FOR OUR POPPER
PRIZES AT THE END OF THE NIGHT.

TO DONATE ITEMS PLEASE CALL
610.326.2900 OR EMAIL TARRA JAMES AT
TARRA@TRICOUNTYAREACHAMBER.COM



ONCE YOU PURCHASE YOUR ANNUAL
DINNER TICKET MAKE SURE NOT TO MISS
OUT ON THE WONDERFUL PRIZES THAT WE
WILL HAVE AT THE DESSERT RECEPTION.
PURCHASE A POPPER FOR ONLY \$20 AND
YOU COULD WIN BIG!

TO PURCHASE A POPPER PLEASE CALL
610.326.2900, EMAIL TARRA JAMES AT
TARRA@TRICOUNTYAREACHAMBER.COM, OR
VISIT WWW.TRICOUNTYAREACHAMBER.COM

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Leadership

TRI-COUNTY

The Class on their tours of:



Pottstown Hospital Tower Health



TriCounty Active Adult Center



KenCrest EmployNet



Creative Health Services

The February Leadership session focused on Health and Human Services.

The class began their day at **Pottstown Hospital Tower Health**. **Rich Newell**, CEO, talked with the class about the day-to-day operations of the hospital and the important role leadership has in creating a sense of community among patients, staff, and physicians.

Next the Class traveled to the **TriCounty Active Adult Center** for an overview and tour given by **Brian Parkes**, Executive Director. The Center is now in its **42nd** year and provides services for adults 50+ years of age - offering a daily hot lunch, and nearly 40 social, recreational, educational, and exercise programs each week.

Before heading to their next destination, the class enjoyed lunch at Chamber Member, **Lily's Grill**.

KenCrest EmployNet was the next stop on the tour given by **Lisa Harner**, Coordinator of Employment and Community Programs. The vocational services and production center assists in building careers and serving the community through innovative community partnerships and on-site contract work activities for people with disabilities.

The final tour was at **Creative Health Services** given by **Kathy Kunitis**, COO, a place where people thrive with connection to services under one roof. They provide support for individuals and families on their journey to wholeness and recovery.

The class finished up the day by attending the Leadership Tri-County Alumni and Class of 2018 Mixer at the Chamber Office. Pictures from the event can be found on page 34.

Meet the Class

Jeffrey Cardwell



Jeffrey Cardwell, Director of Facilities, Pottsgrove School District, has worked in the tri-county area for 3 years. He is married to his wife LaRonda, and has three daughters: Jaily, Jordyn, and Janae. He enjoys studying the effects that social economics has on public education and communities.

Jeff received a BA from Temple University, focusing on Major Geography and Urban Studies. His additional studies at Temple University include: Landscape Architect, Political Science, Real Estate, and Sports and Recreation Management. His personal business philosophy is - "for every setback there is a great opportunity for success and wisdom." Jeff's business role models are Kenneth Chenault, Kenneth Frazier, and John Maxwell.

Jeff believes the class is important because this program will provide further insight on the surrounding communities and non-profit organizations who share valuable services. While participating in the class, he is looking forward to engaging with other leaders looking to further their service within the community and provide him with the opportunity to build long lasting relationships with his peers.

Anthony J Lauletta



Anthony Lauletta is the Construction Manager of CEDARVILLE Engineering Group LLC. He has worked in the tri-county area for 5 years. He has three children: daughter Jessica and sons AJ and Jack. Anthony enjoys history and archeology. His business role model is April Barkasi, President of CEDARVILLE.

Anthony's personal business philosophy is to "work hard, but never forget to have time for someone/anyone."

While in the class, Anthony is most looking forward to seeing how he can be a benefit to the local community. He believes this program is important because to be able to get and give the most from the community where he lives and works.

The Leadership Tri-County Class of 2018 is sponsored by:

CO-SPONSOR



Pottstown Hospital
TOWER HEALTH
Advancing Health. Transforming Lives.

EDUCATION SPONSOR



POTTSTOWN AREA
Health & Wellness
FOUNDATION

TRANSPORTATION SPONSOR



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JANUARY BUSINESS CARD EXCHANGE

At January's Business Card Exchange on January 23, Chamber Members enjoyed networking while learning about the wide range of services Yucha Medical Pain Management & Chiropractic Rehabilitation provides to help clients achieve optimum health. Dr. Randy and Dr. Rod also had a special book signing of their new book: *A Unique Approach to Your Health: Putting the Whole Team Behind You!*"

Sponsored by:



NEXT BUSINESS CARD EXCHANGE

• Tuesday, March 13

• 4 – 6 PM

• Berks Fire Water Restorations, Inc.



BIKE SHARE PROGRAMS

With Spring and Bike to Work Day (May 18, 2018) quickly approaching we wanted to take some time to talk about bike shares!

A bike share program is a great way to encourage employees to utilize alternatives to driving alone. Bike shares provide an opportunity to enhance employee first and last mile connections to and from local train stations and allow employees to make short trips throughout the day, as well as getting around within a business park or larger office campus.

Tech-on-bike:

Tech-on-bike is a popular type of bike share program for employers. In this type of bike share, there is no docking station for bicycles, rather the bicycles are directly equipped with the locking and rental technology. To access the bike, users reserve

and unlock the bikes through a smart-phone application. This allows for the flexibility of the bicycle to be picked up and dropped off at any location, as well as not as costly because there is no infrastructure needed for locking the bikes.

Pros:

- Minimizes the use of single vehicle occupancy for mid-day trips
- Encourages the use of public transit
- Secure and user-friendly
- Employee amenity

Is your company interested in starting a bike share program? Conducting a bike-share feasibility study is the first step in developing and implementing a program. Contact Stacey Henrich for help in getting your bike share program started!

Stacey Henrich works as a TDM Manager with GVF. To reach Stacey by email: shenrich@gvftma.com, or by phone: (610)354-8899.

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 for more categories – and more Members to connect with!

Antiques

- The Swamp Door Antiques & Curiosities, LLC

Apartments

- Avante Apartments

Apparel and Accessories

- A. Weitzenkorn's Sons, Inc.

Architects/Architectural Services

- P. Richard Frantz, A.I.A. Architect
- Lolli Architects, LLC

Artists/Artisans

- Dancing Tree Creations Artisans Gallery and Studio
- Jameri Enterprises LLC
- Pottstown Area Artists Guild

Assisted Living Communities

- Brandywine Living at Upper Providence

Attorneys

- Fox Rothschild LLP
- HOWARD IP LAW GROUP, PC
- Law Offices of Dischell Bartle Dooley
- LegalShield
- O'Donnell, Weiss & Mattei, P.C.
- Orlando Law Offices, P.C.
- Rick Linn, LLC
- Wells, Hoffman, Holloway & Medvesky, LLP
- Wold, Baldwin & Associates, PC
- Yergey.Daylor.Allebach.Scheffey.Picardi

Auto Body Repairs/Painting

- Excel Collision Repair & Paint Specialists, Inc.

Auto Dealers – New/Used

- Fred Beans Ford of Boyertown, Inc.
- Tri County Toyota

Auto Repairs/Services

- Haron & Sons Auto Center LLC
- Meineke Car Care Center
- Sawchuk's Garage, Inc.
- Wheels in Motion

Bakeries

- Beverly's Pastry Shop

Banks/Credit Unions

- American Heritage Credit Union
- Bally Savings Bank, a Division of Ambler Savings Bank
- BB&T
- Citadel Federal Credit Union
- Diamond Credit Union
- First National Bank
- First Priority Bank
- Fulton Bank
- Harleysville Bank
- KeyBank
- Malvern Federal Savings Bank
- Meridian Bank
- Tompkins VIST Bank
- Tri County Area Federal Credit Union
- The Victory Bank
- Wells Fargo Bank N.A.

Behavioral Health Services

- Creative Health Services

It's as easy as 1-2-3 or ABC – Always Buy Chamber!

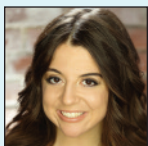
Leadercast



**Join us for this year's Leadercast –
Lead Yourself! Watch the simulcast broadcast live
from Atlanta on Friday, May 4 from 9 AM – 4 PM
at Morning Star Fellowship, Bechtelsville.**

The world is looking for great leaders to follow. In order to become those leaders to the outside, we have to lead ourselves first. We must walk the walk. It's like the flight attendants tell us - please remember to wear your own oxygen mask before helping others. In 2018, Leadercast will be focusing on that very concept. How do you **lead yourself** effectively? How do you develop your **core principles and values** so that your leadership is an outpouring of your innermost self? And how much more will those who follow you benefit from your leadership **when you lead yourself well**?

GUEST SPEAKERS INCLUDE:



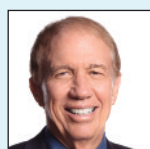
Jen Bricker
*Acrobat, Aerialist,
Author, and Speaker*



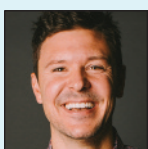
Mae Jemison
*Engineer, Physician
and NASA Astronaut*



Ian Morgan Cron
*Bestselling Author,
Psychotherapist,
Enneagram Teacher
and Speaker*



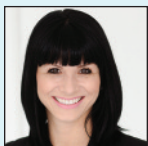
Jim Loehr, Ed.D.
*Co-founder of the
Human Performance
Institute*



Tripp Crosby
*Host of Leadercast
Live 2018*



Carey Lohrenz
*U.S. Navy Pilot,
Speaker & Trainer*



Catharine Hoke
*Founder & CEO, Defy
Ventures, Author*



Andy Stanley
*Leadership
Communicator and
Best-Selling Author*



Michael Hyatt
*Author, Speaker and
CEO of Michael
Hyatt & Company*



Joe Torre
*Hall of Fame Baseball
Manager*

**To register, visit
tricountyareachamber.com, call
610.326.2900 or scan the QR code.**
\$95 per Chamber Member; \$120 per non-member.
**Purchase 4 or more tickets and receive a
\$10 discount on each ticket!**
**Ticket price includes: Continental Breakfast, Lunch,
Refreshment Breaks, Leadercast Journal.**



RIBBON CUTTINGS



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WOW – WOMEN OF THE WORKFORCE



NEXT WOW LUNCHEON

- **Thursday, April 12**
- **11:30 AM – 1 PM**
- **La Massaria at Bella Vista Golf Course, 2901 Fagleyville Rd., Gilbertsville 19525**

Networking is about building relationships through conversations. **Jo Iorio**, Business Performance Consultant, Dale Carnegie, will share a proven process for networking that is guaranteed to help you become more creative about enhancing your upward mobility, maximize every networking experience, and create opportunities. **\$26 per Attendee (prepaid by 4/3); \$32 per Attendee (invoiced or after 4/3)**

On February 6, over 60 women gathered for a WOW Luncheon focused on Customer Service. Here is a short recap from both of our speakers!



Terese Brittingham, Keller Williams Realty Group

Terese Brittingham, Keller Williams Realty Group:

- It's not about you- it's about the customers wants.
- Paying attention to the details makes people take notice.
- Teaching people how to act is part of the job.
- Need to build relationships- texting is not talking- how you communicate effects people!

Megan McKee, Coventry Corners:

- Making people feel special is your goal.
- Need to grow and get better as times change.
- Keep up with the wants of customers.
- Clients have so many choices, they come for the experience.



Megan McKee, Coventry Corners

This luncheon was sponsored by:



Creative
HEALTH SERVICES



LEADERSHIP TRI-COUNTY

BE A LEADER IN THE COMMUNITY

Get prepared for nonprofit board leadership in just 10 months –

now accepting applications for the Class of 2019!



- The class of 2019's program will run from September 2018 to June 2019.
- The class kicks off with a one and one-half day retreat in September.
- Participants meet once a month for programs covering topics such as: Arts & Culture, Business, Economic Development & Infrastructure, Education, Government, Health & Human Services, Justice, and Leadership Development.
- Participants tour the community and attend a variety of meetings and events in the area as well as participating in educational workshops.
- Participants will complete a group project on behalf of a local Chamber Member nonprofit organization.
- Upon completion, participants are accepted into active service with a local board or committee of a local nonprofit organization.

Leadership

TRI - COUNTY

A DIVISION OF THE TRICOUNTY AREA
CHAMBER OF COMMERCE FOUNDATION, INC.

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PA CHAMBER MEMBERSHIP

FEATURED
MEMBER
BENEFIT
OF THE MONTH

For more information on membership with the PA Chamber, contact their membership team at 877.381.8618 or chambermembership@pachamber.org

Chamber Members with 10 and fewer employees are eligible for a FREE membership with the Pennsylvania Chamber of Business and Industry.

The PA Chamber is the largest broad-based business association in the Commonwealth, serving thousands of member businesses statewide. Its mission is to improve Pennsylvania's business climate and increase the competitive advantage of its members.

Benefits of Membership with the PA Chamber include:

- Information on legislation and advocacy efforts that affect your business.
- Access to statewide coalitions and initiatives.
- Discounted, members-only pricing on the PA Chamber's renowned educational and compliance programs and publications that benefit your business.
- *And much more!*

ANNUAL BUDGET ADDRESS

By Alex Rahn, Wanner Associates

During the Annual Budget address, Governor Tom Wolf stated, "It's our turn to build a stronger and fairer economy; healthier and safer communities; and new opportunities for the next generation," as he addressed the appropriations of funds to the meaningful programs offered to communities across Pennsylvania. The funding towards improving child welfare, home and community based services, and personal assistance services are sufficient to the point of making a positive impact on Pennsylvania families. With an increase of over half a million dollars to education, Pennsylvania children will directly benefit with increased spending in programs such as early intervention, youth development centers, and special education. Alongside educational appropriations there was a rise in spending on Pennsylvania children in the areas of youth development services, county child welfare, and community-based family centers. The funding that has maintained its value is high in quantity and budget cuts were minimal for Pennsylvania's Health and Human Services. Along with this progress made for the well being of families across the commonwealth businesses saw positive changes as well.

With an increase in areas such as Marketing to Attract Business, and minor decreases to Workers Compensation Payments the state is looking to provide a flourishing environment for Pennsylvania's economy and workers. Workforce development remained a prominent theme in Governor Wolf's speech as he continued his address, "Developing a workforce that can compete and win in the 21st-century economy is the single best way to help Pennsylvania businesses grow – and attract new businesses to

our Commonwealth." Tom Wolf also has taken the initiative to push minimum wage from \$7.25 an hour to \$15.00 an hour providing a long awaited change for hourly waged workers. In addition, Wolf looks to allocate nearly \$40 million to the PAsmart program aiding in developing modern day job skills for the 21st century career paths. Other workforce development initiatives the Governor had addressed include, PA First Workforce Development, Manufacturing Pa, The Manufacturing Innovation Program, and Pennsylvania's Industrial Resource Centers. Programs such as Manufacturing Pa promote the PA Manufacturing Training-to-Career Grant Program, putting more Pennsylvania citizens to work in reliable occupations. Along with workforce development there was also mention of a severance tax to reap the monetary benefits of Pennsylvania's abundance in natural resources. To follow progress in educational and economic sectors of Pennsylvania the Governor also brought to light consolidating and streamlining agency activity in order to provide a better functioning legislative process for citizens.

By providing agency consolidations Wolf hopes to cut spending and provide better accessible legislatures to Pennsylvania. As the Pennsylvania General Assembly witnessed the Governor's Budget Address it was clear Wolf struck a positive note with his allocations to education, promoting a better economy, and providing for the families across Pennsylvania. Upon the arrival of June 30, 2018 the fiscal year will come to a close and a balanced budget will have to be sanctioned to keep Pennsylvania legislatures productively operating.

To reach Alex: call 717.236.2050 or email arahn@wannerassoc.com

Refresh



DECEMBER REFRESH

Scott McDevitt, President/CEO of Translogistics, focused on the "10 Steps to go from the Culture you have to the Culture you want" at the January 26 Refresh Friday. Scott provided a variety of handouts in order to help Members build the right culture at their organization.

NEXT REFRESH SEMINAR:

Friday, March 23, 8:30 – 10 AM, "Advertising"

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.

This month's resume includes:

- **E-Commerce/Merchandising**

Know someone
looking for a job?

1. Have them send their resume to Melissa at melissa@tricityareachamber.com.

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

Chamber Members with job openings:

- **Law Offices of Dischell Bartle Dooley –**
Law Office Secretary (P/T) - Pottstown

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