



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.

2016-2017 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 Memorial Medical Center

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

Danny Aaron, Dana Incorporated

April Barkasi,

CEDARVILLE Engineering Group, LLC

Bill Breslawski, Maillie LLP

Sean Deviney,

The Body-Borneman Companies

Dr. Dave DiMattio, Montgomery County Community College

Dr. Richard Faidley,

Boyetown Area School District

Joe Fava, Clothes to Home Dry Cleaning

Twila Fisher, The Hill School

Rick Lewis, The Lewis Group

Frank Strunk, Tompkins VIST Bank

PRESIDENT'S MESSAGE



Developing Tri-County Area Leaders

Leadership

TRI-COUNTY

MISSION: To sustain community participation and involvement by training and providing new and emerging leaders with the expertise to serve on nonprofit boards.



Leadership Tri-County Class of 2017

Leadership Tri-County is administered through the TriCounty Area Chamber of Commerce Foundation, Inc. Since 1993, the program has prepared nearly 200 community members for leadership positions in the tri-county area. Each Leadership Class is comprised of ten to fifteen individuals.

TRAINING:

Thanks to our Education sponsor (since 2014), Pottstown Area Health & Wellness Foundation, Members of the Class are able to participate in BoardCorps™: Bootcamp, The Nonprofit Center at Lasalle's signature immersion into the roles and responsibilities of nonprofit boards. This program is presented as a series of three 2-hour classes on best practices in board development.

COMMUNITY SERVICE:

During their participation, the class also works in groups to complete a project on behalf of a Chamber Member non-profit. During the 25 years of the program, over 60 projects have been completed on behalf of local non-profits.

In order to graduate from the program, individuals from the class must find placement on a local non-profit board. Over 100 local non-profits have benefited from receiving board-certified individuals to be placed on their board of directors!

EDUCATION:

The class kicks off with a one and one-half day retreat in September followed by nine one-day sessions scheduled monthly.

Participants are equipped with the understanding of the problems, opportunities, and resources which exist within the communities of the tri-county area.

Topics Covered Include: Arts and Culture • Business • Economic Development/Infrastructure • Education • Government • Health/Human Services • Justice • Leadership Development

The Leadership Tri-County program runs over a ten-month period from September through June. Join the Leadership Tri-County Class of 2018, beginning in September 2017! The Class of 2018 will be the 17th class held through the program. If you or someone you know would be interested in participating in the program, please contact me at 610.326.2900 for an application.

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

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

Kitty Papp, Special Events Director, kitty@tricountyareachamber.com

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

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



“Not all businesses are alike, so if you are interested in learning how to maximize your membership, please give me a call at 610.326.2900 or send me an email to jennifer@tricountyareachamber.com.” – Jennifer O'Donnell, Member Relations Director

WELCOME APPROVED NEW MEMBERS!

Congratulations to the businesses listed below.

Their applications were approved by the Board of Directors on April 19.

*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!***

Arbonne International – Jennifer O'Donnell, Independent Consultant
Collegeville, PA 19426

484.868.1613

jenniferodonnell.arbonne.com

Health and Beauty Aids; Consultants; Nutritional Products/Services; Personal Care Products/Services; Weight Loss Consultants/Products

Pure, safe, beneficial skincare and wellness products that are vegan, gluten free, and unparalleled in quality, value, and results.

Janet Flack – EXP Realty, LLC

2960 Coventryville Rd.

Pottstown, PA 19465

610.639.4996

www.janetflack.com

Real Estate – Residential; Mortgage Companies; Real Estate – Commercial/Industrial; Real Estate Investment

I am a dedicated full-time realtor assisting sellers and buyers in the tri-county area. I believe in educating my clients so they understand the real estate process. I utilize current technology to be responsive and produce successful transactions.

Law Offices of Dischell Bartle Dooley

224 King Street

Pottstown, PA 19464

610.327.8400

www.dischellbartle.com

Attorneys

For forty years, our attorneys at Dischell Bartle Dooley have proudly demonstrated our legal abilities and client loyalty in Southeastern Pennsylvania. With offices located in the North Penn (Lansdale), Pottstown and Boyertown areas, we allow you to avoid downtown city hassles and higher billing rates while addressing your legal needs in Montgomery, Bucks, Chester, Delaware, Philadelphia, Berks, Lehigh and Lancaster Counties. Our attorneys are from Southeastern Pennsylvania and have a commitment to outstanding legal service and civic participation.

Liberty Travel - Pottstown

325 Upland Square Drive

Pottstown, PA 19464

610.327.8400

www.libertytravel.com

Travel Agencies; Event Planners; Recreation; Transportation; Wedding Consultants/Planners

Liberty Travel creates tailor-made vacation packages to destinations around the world. Our consultants have a passion for travel and a desire to share their expert recommendations with you. Our Travel Consultants can book everything from honeymoons to family vacations, destination weddings to family reunions, cruises to world tours.

Rick Loughery, Chester County Recorder of Deeds

313 W. Market St., P.O. Box 2748

West Chester, PA 19380

610.344.6330

www.chesco.org/recorder

Government/Governmental Agencies; Reals Estate – Residential; Real Estate Investment

Rick Loughery is the Chester County Recorder of Deeds, the elected county official responsible for the public repository of real estate records, military discharges, commissions and official documents.

Referred by: State Representative Timothy Hennessey

SEO 4 Pros dba Hureka Technologies

1093 Yellow Springs Road

Chester Springs, PA 19425

215.816.8300

www.hurekatek.com

Computer Consultants/Support Services; Marketing/Market Research

Providing the value of high visibility in search engine results creating the opportunity for a business to be found, with likely purchase, at the exact moment the potential customer must needs the service.

Referred by: Mindy Lipsky, Innovative Coaching Services, LLC

Vittorio's

50 Glocker Way

Pottstown, PA 19465

610.323.3725

www.vittoriorestaurant.com

Restaurants/Clubs; Caterers/Banquet Services; Food Products – Specialty

Family owned and operated! Using local ingredients with fresh pasta made daily. Catering, Take Out.

CHAMBER MEMBERSHIP ANNIVERSARIES (ACCORDING TO TCACC RECORDS)

HAPPY ANNIVERSARY to the following Members:

31 YEARS

Catagnus Funeral Home & Cremation Center

Michael G. Marwick, D.D.S., Monica Kargl Marwick, D.D.S.

27 YEARS

Boyertown Area Youth Baseball, Ltd.

Reading Fightin Phils

21 YEARS

Marion & Black, LLC

Pottstown Area Police Athletic League

15 YEARS

McCormick Chiropractic

10 YEARS

CMIT Solutions of Northern Chester County

PA Industrial Equipment, Inc.

The Victory Bank

4 YEARS

First Priority Bank

Salon Evolve

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

Kitty Papp at 610.326.2900 or kitty@tricountyareachamber.com.

1 YEAR

Advanced Disposal

Bellewood Country Club

Ervina White Beauford Funeral Service, P.C.

Gage Personnel/Gage Professionals

Jay Lanes

Kids First Swim Schools

Malvern Federal Savings Bank

Member Renewals

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

254 High Street, LP.

422 Business Center

AAA East Central

About All Floors

ARCpoint Labs of Limerick

Berks Career and Technology Center

Berks County Abstract Company

Boyertown Area School District

Carroll Engineering Corporation

Clothes to Home, LLC

Cooney Manufacturing Co., LLC

Family Services of Montgomery County

Foundation for Boyertown Education

Fraser Advanced Information Systems

Frederick Living

Furniture Soup, Inc.

Gehringer Mechanical

Gilmore & Associates, Inc.

IVC Wealth Advisors

KenCrest EmployNet

Limerick Township

Penn Airways

Penn Foundation, Inc.

Pottsgrove School District

Pottstown Historical Society

Reading Health Physician Network, Family Medicine

RiverCrest Golf Club & Preserve

Rotary Club of Pottstown

Judson A. Smith Co.

U.S. Renal Care Pottstown Dialysis

Weller, Scott A., Carpentry & Cabinets, Inc. dba Solar By Weller

Wolf, Baldwin & Associates, PC

Wrigley's Business Products and Services

Yucha Medical Pain Management & Chiropractic Rehabilitation

Richard A. Zuber Insurance Agency



TRICOUNTY AREA
CHAMBER OF COMMERCE

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



TRICOUNTY AREA CHAMBER OF COMMERCE

NETWORKING

Fri., May 5
8 AM – 4 PM

Leadercast – “Powered by Purpose”

Morning Star Fellowship, 100 Limekiln Rd., Bechtelsville 19505

This day long leadership development event broadcast live via simulcast from Atlanta, GA serves individuals and companies that want to become intentional about raising their standard of leadership. This year's theme “Powered by Purpose” includes a great lineup of speakers: Dr. Henry Cloud; Molly Fletcher; Tyler Perry, Daniel Pink; Andy Stanley; and Suzy Welch. Continuing Education Units will be available.

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

Co-Sponsor: Pottstown Memorial Medical Center

Lunch Sponsor: Schultz Technology

Tues., May 9
8:30 – 9:30 AM

New Member Reception

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

This invitation-only event is for new members. 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. This event is limited to 24 participants.

No Charge; Members Only; Registration Required

Sponsored by: Reading Eagle Company

Fri., May 19
8:30 – 10 AM

Refresh Friday: “Finding a Social Media Strategy that Works for Your Business”

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

Fifth in the series of Refresh Fridays will focus on **Social Media** for business. **Joe Tacyne**, Creative Director and **Taylor Tropea**, Marketing & Social Media Associate, of the award-winning Valley Forge Tourism & Convention Board social media team, will help you find a strategy that works for you and your business goals.

No Charge; Members Only; Registration Appreciated

Tues., May 30
4 – 6 PM

Business Card Exchange

Bellewood Country Club, 400 East Schuylkill Rd., North Coventry 19465

Networking and refreshments with fellow Members!

No Charge; Members Only; Reservation Appreciated

Sponsored by: Bellewood Country Club

Wed., May 31
Gates Open 5:30 PM
Game Time 6:35 PM

Chamber Night at the Reading Fightin' Phils

Join Chamber Members at the Reading Fightin' Phils game versus the Portland Sea Dogs. Find your tickets in this issue of the Route 422 Business Advisor.

Sponsored by: About All Floors; Berks County Abstract; Citadel Federal Credit Union; Frederick Living; H & H Systems, Inc.; Media Fusion Technologies; Orlando Law Offices, P.C.; Premier Orthopaedics; Brandywine Institute of Orthopaedics Division; Schultz Technology; Tompkins VIST Bank

Rain Date – Tuesday, June 6, 7:05 PM

SAVE THE DATES

Thurs., June 8
7 – 9 AM

Membership Breakfast

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

Join us at the June Membership Breakfast to congratulate the **Leadership TriCounty Class of 2017** on their graduation and hear the results of their projects which they have worked on over the last 10 months on behalf of area non-profits.

\$26 per Member (prepaid by 6/5); \$32 per Member (after 6/5); \$32 per Member (invoiced); \$50 per non-member

Sponsored by: Pottstown Area Police Athletic League; Schultz Technology; Tompkins Wealth Advisors

Wed., June 14
11:30 AM – 1 PM

Membership Anniversary Luncheon

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

By invitation only! Take part in an Anniversary Luncheon held in your honor in recognition of your organization's membership renewal hosted by the TriCounty Area Chamber of Commerce Board of Directors. Network with fellow Chamber members, discuss the results of the renewal survey, and participate in the open forum expressing feedback and concerns regarding the Chamber.

No Charge; Members Only; Registration Required

Sponsored by: Reading Eagle Company

Thurs., June 15
5 – 8 PM

Tri-County Area Women's Roundtable

Copperfield Inn, 594 W. Ridge Pike, Limerick 19468

An evening of empowerment and encouragement for women in the tri-county area. **Toni Miller**, SEVP, Chief Administrative Officer & CFO, Boscov's, will focus on how to embrace life and work, despite adversity. **Alexa Chronister**, Cards for Warriors, will speak about the project she created and how she persists in life with chronic illness.

\$35 (prepaid by 6/12); \$40 (invoiced or after 6/12); \$250 Table of 8

Sponsor: The Victory Bank

Sponsorship Opportunities Available

Fri., June 23
8:30 – 10 AM

Refresh Friday: “Time and Stress Management Workshop”

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

Sixth in the series of Refresh Fridays will focus on time and stress management. Want to achieve less stress and more balance in your life? Join Certified Life Coaches **Kathy Opperman** and **Genia Silva**, Pillars of Light and Love/The Empowering U Center, as they share techniques, tricks and life hacks that will empower you to face each day with intention and less stress.

No Charge; Members Only; Registration Appreciated

Tues., June 27
4 – 6 PM

Business Card Exchange

Reading Country Club by VIVA Catering, 5311 Perkiomen Ave., Reading 19606

Networking and refreshments with fellow Members! More details to come.

No Charge; Members Only; Registration Appreciated

Sponsored by: Reading Country Club by ViVA Catering

The Chamber Office will be closed on
Monday, May 29 for the Memorial Day holiday.

Summer Consignment tickets are here!

Contact Melissa at 610-326-2900 to learn more!



THANK YOU

April's Email Sponsor:



Occupational Health
of Pottstown Memorial Medical Center
at CarePlex

Call Kitty Papp, Special Events
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.



POTTSTOWN PROGRESS

Huge Thank You to Those Who Attended and/or Exhibited! The Chamber's 2017 Pottstown Progress Luncheon on March 22 was a *sold out event!* We are excited to keep up the momentum of promoting the positive change in the Pottstown Business Community. To quote Zach Brown – "Why Pottstown? Because Pottstown isn't a destination on the rise. Pottstown is a destination." We would like to thank those who made this event a success!

THANK YOU TO OUR PRESENTERS

Mark Flanders,
Borough Manager, Pottstown

Zach Brown, Online
Marketing/Research Manager,
Valley Forge Tourism &
Convention Board

Peggy Lee-Clark, Interim
Executive Director,
Pottstown Area Industrial
Development, Inc.



Montgomery County Commissioner Joe Gale & Commissioner Ken Lawrence, Vice Chair were in attendance and spoke a few words about Pottstown.

CEDARVILLE ENGINEERING GROUP, LLC.



MONTGOMERY COUNTY COMMUNITY COLLEGE



POTTSTOWN MEMORIAL MEDICAL CENTER



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



LUNCHEON

THANK YOU TO OUR SPONSORS

Presenting Sponsor:



Platinum Sponsors:



Gold Sponsors:

O'Donnell, Weiss & Mattei, P.C.
Tompkins VIST Bank
Traffic Planning and Design, Inc.
Wolf, Baldwin & Associates, PC

Silver Sponsors:

Cuisine India
Gatsby's At the Sunnybrook Ballroom
Motel 6 at Tri-County Business Campus
Pottstown Area Health & Wellness Foundation
Productivity Pointe LLC
State Farm – Drew P. Leck, Agent
The Victory Bank



A successful, sold-out Pottstown Progress luncheon!



Mark Flanders, Borough Manager, Pottstown

“Since moving to Pottstown in 2012, VideoRay has been very happy with the location and the community. Amenities within walking distance, such as widening variety of excellent restaurants, the Schuylkill Valley Trail and Pottstown Parks, and the Montgomery County Community College Campus cannot be equaled in the tri-county area and are perfect for a high tech company like VideoRay.” – Scott Bentley, VideoRay

“Our journey in Pottstown started with Dr. Eluri establishing a psychiatric center. The community of Pottstown has given us a warm welcome, we saw opportunities for investment in real estate and to fill a need for the Indian restaurant. Pottstown Borough, The Hill School, PAID Inc., and the TriCounty Area Chamber of Commerce and the people of Pottstown have given us unconditional support. We feel accepted and respected by all. Pottstown is more diversified now than ever before.” – Shaila Adluru, Cuisine India

THANK YOU TO OUR EXPO TABLE PARTICIPANTS:

CEDARVILLE Engineering Group, LLC
Community Health & Dental Care
Cuisine India
FASTSIGNS
P. Richard Frantz, A.I.A. Architect
Glass Slipper Concierge
Glocker Realty and Insurance
Graber Letterin' Sign Co.
Janney Montgomery Scott
Kae Kontostathis – Weichert Realtors
L & J Cleaning Service, Inc.
Maillie LLP
MEMOR Coaching and Consulting

Montgomery County Community College
Moore's Furniture
Motel 6 at Tri-County Business Campus
Occupational Health at CarePlex
Office Technologies
Pottstown Area Health & Wellness Foundation
Pottstown Memorial Medical Center
Pottstown Parks and Recreation
Pottstown Regional Public Library
Pottstown School District
Productivity Pointe LLC

Sanatoga Water Conditioning, Inc.
Schultz Technology
State Farm – Drew P. Leck, Agent
Steel River Playhouse
Sunnybrook Ballroom
Tompkins VIST Bank
Traffic Planning and Design, Inc.
Tri County Area Federal Credit Union
Weigner Insurance & Financial Services, Inc.
Wolf, Baldwin & Associates, PC
YWCA Tri-County Area
Thomas L. Zeigler, P.E., Inc.

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

Leadership

TRI-COUNTY

LEADERSHIP UPDATE – APRIL

The Leadership Tri-County Class of 2017 spent a day visiting businesses in the tri-county area during the April session.

The class began their day in the Boyertown area where they toured three businesses. Their first stop was at the **Colebrookdale Railroad Preservation Trust** where the class explored three of the railcars.

The class then visited **Gateway Ticketing Systems**. Gateway provides ticketing systems and software for amusement parks, museums and other attractions for more than 40 countries including Canada and also the United Kingdom. **Kristi Casey**, Human Resources Manager, addressed the class on the different features of the company and provided a tour of the facility.

The last stop in the area was Sealstrip Corporation. Sealstrip started 40 years ago engineering packaging solutions. **Heather Chandler**, President, addressed the class on the different features of their easy open and resealable packaging features. They started with teartape, shrinktape, and then Peelwrap. They then added the resealable features – Sealstrip, Peel and seal, FreshPak, and FreshPak, cross direction. Heather Chandler, also gave the class a tour of the facility after they enjoyed lunch provided by Sealstrip.

The class finished up the day at the Chamber Office for two presentations:

- **Sheila Dugan**, Main Street Manager of **Pottstown Downtown Improvement District Authority** (PDIDA) provided an overview of upcoming events in the downtown Pottstown area.
- **Justin Bartholomew**, Manager of the **Coventry Mall** explained the exciting changes that are happening at the Coventry Mall.

The Leadership Tri-County Class of 2017 is sponsored by:

CO-SPONSORS



EDUCATION SPONSOR



TRANSPORTATION SPONSOR



Meet the Class



Jill Vincent

Jill Vincent is the Executive Director for the Wellness Council of Boyertown. She has a husband, Joe and three children, Joy, Jaime, and Joey. Jill is a graduate of Madonna University and is both a certified teacher and a certified travel agent. Jill's interests include music, photography, traveling, spending time with friends, walking/hiking, family vacations, and bible study. She has worked in the Tri-County area for 15 years.

Her personal business philosophy is "to network with businesses and people to create change in our community and to make a difference in the world using my unique gifts and talents." Jill's business role model is her mother, Jeannine Jezierski, owner of Ye Olde Flower Barn because of her love, interest, and passion for people.

Jill is involved with the Chamber through networking events and the Leadership class. She believes that it is important to participate in the Leadership class to develop vision for leading her non-profit board members and improved communication of direction and plans moving forward. Jill is most looking forward to growing her community exposure and impact on health and wellness in Boyertown and beyond.

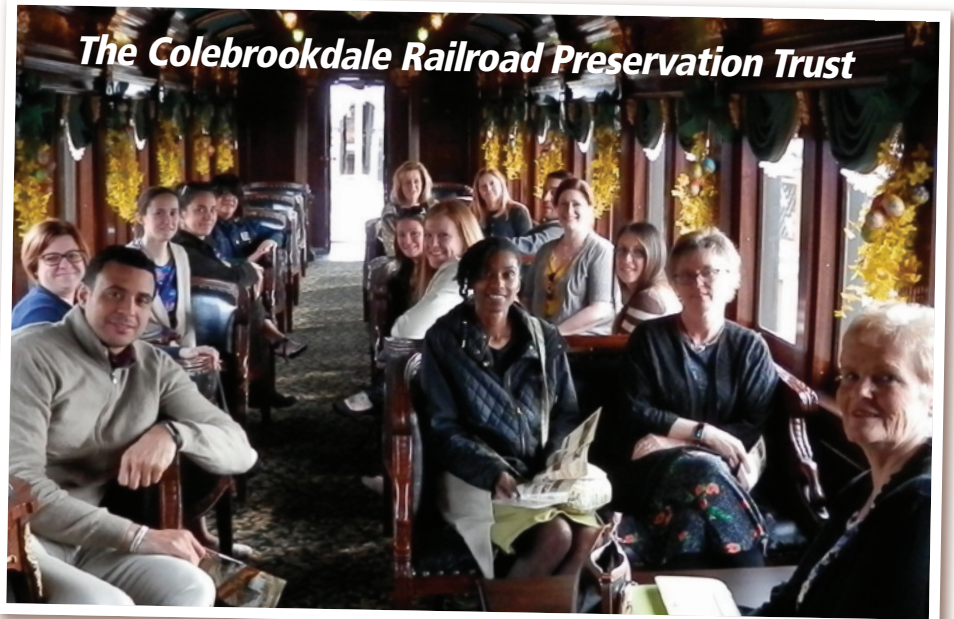


Joyce Weand

Joyce Weand is the transportation coordinator for CMD Services, Inc. She has a husband, Dave; two sons, John and Dan; a daughter, Lauren; and a grandson. Joyce is an Owen J. Roberts High School graduate and has a B.A. in Criminology from Indiana University of PA. Joyce's interests include martial arts, computer games, music, and walking.

She has worked in the Tri-County area for 25 years. Joyce's personal business philosophy is "lead by example" and she feels that it is important to participate in the Leadership class in order to develop skills that can be used to improve our community.

The class on their tours of:



The Colebrookdale Railroad Preservation Trust



Gateway Ticketing Systems



Sealstrip Corporation

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



CHECK OUT NEXT MONTH'S ISSUE FOR A FULL RECAP ON THE 2017 ANNUAL DINNER!

SILVER SPONSORS

BOYERTOWN OIL & PROPANE

Serving all your heating & cooling needs

Heating Oil • Propane • Natural Gas • Service & Installation • Fleet Fueling

Boyertown Oil & Propane has been serving residential and business HVAC customers in Berks, Montgomery, and Chester Counties since 1930.



Over the past 87 years, Boyertown Oil & Propane has evolved to meet our customer's growing needs. In addition to reliable fuel oil and propane delivery, our team provides fast emergency HVAC service, equipment repair, and installation of oil and gas furnaces and boilers, heat pumps, air conditioners, humidifiers, and air cleaners.

Our Voyager Fleet Fueling Program offers the ideal tool for managing and overseeing your fleet fueling. This program includes flexible controls per driver or vehicle, web-based account management, customized reporting and more.

By blending a comprehensive approach with time-tested values, Boyertown Oil & Propane has become the number one choice for HVAC customers in the area.

865 N. Reading Ave, New Berlinville, PA 19545; 610.367.2356; www.BoyertownOil.com

Diamond Credit Union



Diamond Credit Union is a Pennsylvania, community-chartered credit union, proudly beginning its history in Pottstown, where their headquarters remains, with 4 additional branches throughout Berks County and the Tri-County Region. More than 58,500 members continue to have access to quality financial services with this leading, local credit union.

In 2016, Diamond Credit Union experienced success like no other year in the history of the credit union. By executing a relationship-first sales and service strategy, Diamond not only increased awareness of their "younity" brand by 11% for the second consecutive year, but also welcomed nearly 10,000 new members.

As Diamond continues to build on their core values of Service Excellence, Financial Leadership, and Community Involvement, 2017 will see the Diamond brand go through its first transformation stage since its inception in 2014, by cultivating a fresh strategic and creative direction for the Diamond brand.

Expansion of their branch network will progress into the southeastern part of their service area to Royersford, Montgomery County. Diamond looks forward to welcoming more new members and exploring new opportunities to get involved in the communities which it serves.

The American Cancer Society Relay For Life continues to be the main focus of their fundraisers and volunteerism, and with the support of their membership, they have raised over \$700,000. Many initiatives are planned for 2017 to further attract, engage, serve, and interact with members and potential members in order to continue as a leader in the financial industry and in the community.

Diamond is proud to exclusively serve the region with their vision of bringing opportunity to every member of the community... **That's younity!**

POTTSTOWN AREA HEALTH & WELLNESS FOUNDATION



The Pottstown Area Health & Wellness Foundation is a community non-profit organization whose mission is to enhance the health and wellness of area residents by providing education, funding and programs that motivate people to adopt healthy lifestyles.

The Foundation awards grants to area non-profit organizations which use their resources and services to develop and enhance programs that support our purpose of promoting health and wellness. Since its founding in July 2003, the Foundation has awarded more than \$32.5 million in grant dollars to support more than 150 different non-profit organizations.

Grant awards are based on defined priorities that include a focus on long-term improvement in healthy behaviors through schools, parks and social networks. Emphasis is placed on programs based around physical health and emotional well-being, in addition to providing learning opportunities and strategic planning to strengthen non-profits. The Foundation has a history of funding collaborative efforts in the region.

Community Health & Dental Care and Creative Health Services are two of the Foundation's larger grantees which exemplify the meaning of the community working together to improve the overall health and wellness of area residents. Local public and private schools are key avenues of incorporating nutrition and physical activity into the lives of area students. Other examples of the Foundation's grant dollars at work include PEAK (Pottstown Early Action for Kindergarten Readiness), YWCA Tri-County Area, Mosaic Community Land Trust, TriCounty Active Adult Center (formerly Pottstown Area Senior Center), Pottstown Cluster of Religious Communities, TriCounty Community Network (TCN), Pottstown Athletic Club and Pottstown FARM (Farm & Artisan Regional Market).

The Foundation's role is to help area residents improve their health and well-being every day, creating a more dynamic and vibrant community in which to live.

TOMPKINS VIST BANK



Tompkins VIST Bank is a true community bank. Locally-headquartered, with 20 branches serving southeastern Pennsylvania, we focus on providing the best in personalized service and local decision-making to businesses and consumers.

With many TriCounty-area banks merging over the last two years, Tompkins VIST Bank decided to fill the need for community banking by opening two branches – one in Pottstown and the other in Boyertown. Those offices are growing beyond expectations.

We offer a full range of business services including online and branch banking, cash management and deposit services, and commercial loans for small and mid-sized businesses. For business owners who prefer hands-on technology, Tompkins VIST Bank has introduced "Lightning Loans," an online business loan application system that provides a faster and easier approval process.

Known for community service, Tompkins VIST Bank employees devote thousands of hours to local organizations each year. The bank also donates to many educational youth organizations as well as economic development initiatives like the Pottstown Downtown Improvement District.

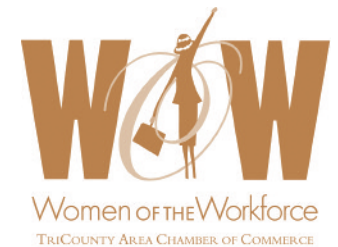
Whatever your banking preference, Tompkins VIST Bank provides the breadth of services and local decision-making to make what's possible a reality. Locally Focused. A World of Possibilities. More information available at www.vistbank.com.

WOW - WOMEN OF THE WORKFORCE



Andrea Funk shared personal stories and provided advice on what women leaders can do to work towards a world with equality.

Over 50 women enjoyed a fantastic WOW Luncheon on April 4 at Brookside Country Club in Pottstown. Our keynote speaker, **Andrea Funk**, CEO of Cambridge-Lee Industries LLC, presented "Improving the Grade on Gender Equality."



Thank you to our sponsors:



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. May's Business of the Month was chosen from Members who attended April's WOW Luncheon.



Strengthening children, seniors and families since 1900

Since 1900, Family Services has been caring for children, seniors and families in Montgomery County who face everyday emotional difficulties or physical hardships. For over 115 years, Family Services has responded to existing and emerging local needs with research-based programming designed to strengthen families and create safer communities. While the nonprofits programs are varied to address different community needs, the mission is simple: **Family Services is committed to improving the lives of people in Montgomery County.**

Family Services offers a number of programs for children, seniors and families through its Pottstown Office, located at 1976 East High Street.

The **Pottstown Family Center** serves area families with support programs and services that help them learn, grow and achieve self-sufficiency. **Parents as Teachers (PAT)** is a home visiting program that assists parents in understanding their child's development and encourages the use of activities that promote healthy growth in language, cognition, motor, and social-emotional skills.

Through the **Parent Café** program, parents and caregivers participate in table discussions where they share experiences, parenting tips, and ways to strengthen their families. The Family Center also plays an important role in Pottstown School District's **Pottstown Early Action for Kindergarten Readiness (PEAK)** initiative by providing resources to families that help them fulfill their roles as their child's first teachers.

In addition to strengthening families in Montgomery County, Family Services also helps area seniors through programs designed to keep them safe and independent in their own homes.

Meals on Wheels has provided food, friendship and a brief safety check to frail, homebound elderly in Western Montgomery County since 1971. Each weekday, volunteers pack and deliver a hot lunch and cold supper to an average of



160 individuals in Pottstown, Royersford and the Lower Perkiomen Valley. These caring volunteers greet each client with a smile, kind conversation and a brief safety check. For many clients, this program is often their only contact with the outside world.

Project HEARTH (Helping Elderly Adults Remain in Their Homes) links frail elderly adults who are healthy enough to live in their own homes with special support services that help them to remain independent. These services include professional in-home counseling; errand and transportation service; friendly visiting; telephone reassurance; and handyman service for minor repairs.

Through these and many other innovative social service programs, Family Services is able to make a positive difference in the lives of 13,000 Montgomery County residents each year.

To learn more about Family Services' programs for children, seniors and families, call Family Services' Pottstown Office at 610-326-1610 or visit www.fsmontco.org.

NO BUDGET IMPASSE VS. NEW REVENUE

Alex Rahn, Wanner Associates

Two budget proposals are now under consideration for the Commonwealth's June 30th fiscal year deadline - one from Governor Wolf and one authored and passed by House Republicans that is now in the State Senate awaiting revision. All indications are the Legislative Leadership and Governor are working diligently to avoid another prolonged impasse and these separate budgets proposals will be central to negotiations and discussions on a host of other items such as further liquor privatization, increased education funding, pension reform and expanded gaming.

In fact, the House and Senate Republican majorities have already started to introduce and position legislative vehicles on some of the above items in advance of budget negotiations. The Senate Republicans are planning a pension reform measure. House Republicans have been moving at least two liquor privatization bills, HB438 and HB991 that would potentially include come revenue. HB 438 allows hotels and restaurants to sell up to 4 bottles of alcohols, and HB 991

expands the amount of retail stores allowed to sell wine and spirits to 2000. There are also several proposals to expand gaming in the Commonwealth; namely legalizing video game terminals, sports wagering and internet gambling. Other revenue streams up for negotiation include the Governor's plan to charge for State Police services and increasing the Minimum Wage. The aforementioned bills could all be part of final budget negotiations.

However, it is unclear if legislative leadership will also agree to a tax increase, nevertheless have the votes in their respective caucuses to fully pass one. If so revenue possibilities include an increase to the Personal Income Tax, an increase and/or expansion to the Sales Tax, a 6.5% severance tax on natural gas extracts, changes to Corporate Net Income (CNI) Tax rate, expansion of the insurance premiums tax to most previously exempt insurance entities, and elimination of exemptions in the sales and use tax for specialty software and computer services, prepared food sold to airlines, aircraft maintenance and repair and business storage.

PRO BUSINESS COUNCIL RECAP



(L to R) Senator John Rafferty and Don Vymazal, a Representative from the Office of Senator Andrew Dinniman, spoke at April's Pro Business Council Meeting.

The next pro business council meeting is Monday, May 15, 10 – 11 AM at the Chamber Office. Please contact Eileen at 610.326.2900 if you are interested in attending.

Pro Business Sponsor:



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



MARCH BUSINESS CARD EXCHANGE



On March 28, Chamber Members gathered at Jay Lanes Bowling and Laser tag for an evening filled with fun and excitement! Members took advantage of playing a quick game of bowling and even had the option to tour the laser tag portion of the building.

Sponsored by:



NEXT BUSINESS CARD EXCHANGE

**Tuesday, May 30
from 4 to 6 PM at
Bellewood Country Club,
400 East Schuylkill Road,
North Coventry 19465**

Networking and refreshments with fellow Members! Come and check out all that Bellewood has to offer.

Sponsored by: **Bellewood Country Club**

REFRESH FRIDAY



Refresh

CYBER SECURITY IN SMALL BUSINESS

On March 31, the Chamber hosted the third Refresh Friday Seminar. **Matthew Miller**, Managing Executive and Chief Information Officer of First Priority Bank, presented on the risks, realities and insights to best defend against potential cyber breaches and loss.

Next Refresh Friday Seminar – Friday, May 19, “Finding a Social Media Strategy that Works for your Business”

READING FIGHTIN PHILS

**Join us for Chamber Night at the
Reading Fightin Phils – Wednesday, May 31!**

FEATURED MEMBER BENEFIT OF THE MONTH

MEMBERS -

4 Complimentary Tickets included in this issue!

A “Night with the Reading Fightin Phils” will take place on Wednesday, May 31 at 6:35 PM. Come watch the Phils take on the Portland Sea Dogs! Chamber Members receive four complimentary tickets thanks to some very generous Chamber Members. For additional tickets, please contact the office for availability. For details on both Group Outings & Season Tickets, visit readingphillies.com.

Directions: Take Route 422 West to Route 12 East, Exit Route 61 South, stadium is ¼ mile on the right.



Sponsored by:

About All Floors; Berks County Abstract; Citadel Federal Credit Union; Frederick Living; H & H Systems, Inc.; Media Fusion Technologies; Orlando Law Offices, P.C.; Premier Orthopaedics; Brandywine Institute of Orthopaedics Division; Schultz Technology; Tompkins VIST Bank

For more information, visit tricountyareachamber.com.

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@tricountyareachamber.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:

- **Coventry Mall** – Maintenance Staff Position

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



Shop TriCounty
Live Local. Save Local.

Shop TriCounty encourages the community to patronize local businesses. Use your Shop TriCounty key tags at participating locations! A full list of participating businesses can be found at tricountyareachamber.com/shoptricounty.



SOME OF THE CURRENT DISCOUNTS:

Boyetown:



Wrigley's Business Products and Services
1090B North Reading Ave.,
Boyetown, PA 19512; 610.367.0421;
www.wrigleysos.com
• 10% off first printing or promo order

Collegeville/Trappe



Community Music School:
775 W. Main St., Trappe, PA 19426;
610.489.3676; www.cmsmusic.org
• 50% off first music lesson (new students only);
BOGO for concert tickets (good for one concert in the 2016-2017 season)

Douglassville



Jay Lanes: 1428 Ben Franklin Highway,
Douglassville, PA 19518; 610.323.2434;
www.jaylanesbowling.com
• Free shoe rental (\$3.00 value)

TCACC Members who are interested in participating can contact Jennifer O'Donnell at 610.326.2900 or jennifer@tricountyareachamber.com.

The Shop TriCounty program is sponsored by:



RIBBON CUTTINGS



Barn Fresh Vintage Market,
311 County Line Rd., Gilbertsville, PA 19525



State Farm –
Drew P. Leck,
Agent,
351 West Schuylkill Rd.,
Suite 6,
Pottstown,
PA 19465

TriCounty
Active Adult
Center,
288 Moser Rd.,
Suite 1,
Pottstown, PA
19464

Chamber Foundation Receives Donations



First Priority Bank recently donated \$1,500 to the TriCounty Area Chamber of Commerce Foundation, Inc. on March 27. Pictured from L to R: Turi Sotzin, VP, Community Development Officer, First Priority Bank; Eileen Dautrich, TriCounty Area Chamber of Commerce President; and Raymond Maillet, Business Development Officer, First Priority Bank, and Chamber Ambassador.

The TriCounty Area Chamber of Commerce Foundation, Inc. received two donations from organizations:

- UPMC Health Plan donated \$2,000 on February 10
- First Priority Bank presented a \$1,500 check on March 27

