



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.

**2015-2016 TCACC
EXECUTIVE COMMITTEE
& BOARD OF DIRECTORS
EXECUTIVE COMMITTEE**

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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

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

One More Day to Interact



PRESIDENT'S MESSAGE

On February 29, 2016 I sent the email below. I wanted the opportunity to meet one-on-one with Chamber Members. I wanted to have a conversation beyond a hand shake and a couple of minutes of talking at an event.

I wanted to hear successes and also issues to help Members celebrate and/or connect them to what they need to succeed. I wanted to ask them who they might want to connect with and help them make that connection.

Thank you to the list of companies that provided me 30 to 60 minutes of their time and their patience as I work to follow up on my to-do's from these meetings. I still have a few more people to schedule. If you have not contacted me as a result of the February 29 email (see below) please feel free to contact me and I will add you to my list of meetings and schedule time to speak with you.

“ February 29 - an extra day, an extra opportunity to interact with our members!
We appreciate your support and I would like to support your company and ask how I might be able to assist you. Can we meet?
Please reply to this email and let me know if you would be interested in scheduling a time to get together.
Thank you for being a Member of the TriCounty Area Chamber of Commerce. I look forward to hearing from you! ”

THANK YOU

- Barb Kennedy, D.E.C. – Pottstown Training Center
- Peg Calvario, Peg Calvario Coaching & Consulting, LLC
- Linda Jacobs, Downtown DeZign
- Kurt Given – ARCpoint Labs of Limerick
- Leann Shultz, PMA Medical Specialists
- Bill Heiser, Cooney Manufacturing Co., LLC
- Christie Werkheiser, West-Mont Christian Academy, Inc.
- Sheila Dugan, Pottstown Downtown Improvement District Authority (PDIDA)
- Stacy Gerhart, Mary Kay Independent Beauty Consultant
- Major Frederick Clarke, The Salvation Army, Pottstown
- April Barkasi, CEDARVILLE Engineering Group, LLC
- Lisa Hollenbach, Spring Valley YMCA
- Scot Smale, Smale's Printery
- Allison Smale & Lisa Harner, KenCrest EmployNet
- Constance Morrison, Susan Keddie, Whitney Venus, Visiting Nurse Association of Pottstown & Vicinity
- Kirsten Deysher, Liberty Environmental, Inc.
- Leonard Astick, United Data Cloud
- Brad Bartman, Wrigley's Business Products and Services
- Holly Kennedy, Pottstown Area Police Athletic League
- Jud Berkowitz, Atris, Inc.
- Dave Czarnecki, Czarstar / Kriebel Security
- Michelle Drager, Foundation for Pottstown Education
- Brian Seidel, Seidel Planning & Design, Ltd.
- David Specht, Specht Realty, Inc.
- Kate Johnson, Philadelphia Premium Outlets
- Jeff Lobaugh, Boyertown Publishing Co.
- Kyle Annonio, Santander Bank
- Ryan Frazier, Richard Gray, and Bill Vitiello, Citadel Federal Credit Union
- Ira Berkowitz, Spring Ford Country Club

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 20.

The following businesses have been approved by the Chamber’s Board of Directors. 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!**

Brandywine Living at Upper Providence
1133 Black Road Road
Phoenixville, PA 19460
610.933.3250
www.brandycare.com

Assisted Living Communities
Brandywine Living is a full-service senior living community boasting licensed nurses onsite 24/7, all-day dining and Escapades for Life activity programs, all in a country-club-like setting.

The Landing of Collegeville
1421 South Collegeville Road
Collegeville, PA 19426
484.854.1600
www.thelandingofcollegeville.com

Retirement Communities
Located in a charming residential area less than a mile from Providence Town Center, The Landing of Collegeville is a vibrant retirement community offering discreet, 24-hour support from a professional staff. In addition to independent living and supportive living options, The Landing of Collegeville will also offer Atria’s nationally recognized Life Guidance® memory care program.

Mostly Muttz Rescue
228 Henry Street
Pottstown, PA 19464
610.587.0855
www.mostlymuttz.org

Nonprofit Organizations
Mostly Muttz is a 100% foster based dog rescue in the three counties.

Pearl Exhibit Group
265 West High Street
Pottstown, PA 19464
484.961.7054
www.pearlexhibits.com

Trade Show Exhibit Sales / Services
Pearl professionals work with clients in support of their event marketing endeavors. We strive to be an extension of their brand and their organization. Our mission is to develop and implement strategies for successful and cost-effective trade show solutions.

Pillars of Light and Love
511 W. Main Street
Collegeville, PA 19426
484.854.1162
www.pillarsoflightandlove.org

Nonprofit Organizations
Pillars of Light and Love is a non-profit, whose main focus is Stress and Life Management for all ages. Our goal is to educate children, teens and adults to reduce stress, have strong self-esteem, overcome anxiety and depression, build confidence, and achieve better coping techniques, positive communication skills, and healthy relationships. We also have funds available for free stress and anxiety relief services and Life Coaching for Disabled Veterans, Caregivers of those with Special Needs and those with serious illnesses.

UFinancial Group
747 Constitution Drive, Suite 110
Exton, PA 19341
484.348.6270
www.ufinancialgroup.com

Financial Services, Insurance Companies, Investment Consultants, Long Term Planning / Services
We’ve been serving the Central PA region for over 35 years, helping individuals, families and businesses to grow their tomorrow through financial products and services. Our clients are our first priority and that’s why we named our company after the people that matter most to us - “u.”

Wells Fargo Bank N.A.
1470 E. High Street
Pottstown, PA 19464
610.607.8095
www.wellsfargo.com

Banks / Credit Unions
Referred by Scott Haley, Route 422 Business Advisor
Our vision is: We want to satisfy our customers’ financial needs and help them succeed financially. Our vision of financially successful customers is based on a simple premise: We believe customers across all business segments can be better served, and save time and money, if they bring their financial services to one trusted provider that knows them well, provides reliable guidance and advice, and can serve their full range of financial needs through a wide choice of products and services.

CHAMBER MEMBERSHIP ANNIVERSARIES (ACCORDING TO TCACC RECORDS)

HAPPY ANNIVERSARY to the following Members:

38 YEARS

Verizon

30 YEARS

Catagnus Funeral Home & Cremation Center, Inc.

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

26 YEARS

Boyertown Area Youth Baseball, Ltd.
Reading Fightin Phils

20 YEARS

Albitz Garage, Inc.
Marion & Black, LLC
Pottstown Area Police Athletic League

10 YEARS

M&T Bank
David McSurdy D.M.D.
Orthodontist
Sports Enterprise, Inc.

6 YEARS

Comcast
Wellness Council of Boyertown

Member Renewals

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

422 Business Center
A.D. Moyer Lumber & Hardware, Inc. – Gilbertsville
A.D. Moyer Lumber & Hardware, Inc. – Pottstown
AAA East Central
Allegheny East Conference of Seventh-Day Adventists
ARCpoint Labs of Limerick

Berks Career and Technology Center
Berks County Abstract Company
Boyertown Museum of Historic Vehicles
Buttercup Beads
CODY Systems
Community Health & Dental Care
Coventry Christian Schools, Inc.

Edward Jones – Bonnie L. Thompson, Financial Advisor
Family Services of Montgomery County
Foundation for Pottstown Education
Fraser Advanced Information Systems
Fred Beans Ford of Boyertown, Inc.

Gehring Mechanical
Grabber Letterin’ Sign Co.
Greater Reading Economic Partnership
The Hill School
Judson A. Smith Co.

John Middleton, an Altria Company
Little Bitts Services, Inc.

Owen J. Roberts School District
Patriot Pest Solutions
Pixel Outdoor

Platinum First Realty
Pottstown Area Rapid Transit, Inc. (PART)
Pottstown Regional Public Library

Reading Health Physicians Network, Family Medicine

RiverCrest Golf Club & Preserve

Scott A. Weller Carpentry & Cabinets, Inc., dba Solar by Weller
Seidel Planning & Design, Ltd.
Smale’s Printery

Synergy Environmental, Inc.
U.S. Renal Care Pottstown Dialysis

United Data Cloud, Inc.
Wolf, Baldwin & Associates, PC

Wrigley’s Business Products and Services
Wyndcroft School

Yergey.Daylor.Allebach.Scheffey.Picardi

Richard A. Zuber Insurance Agency
Richard A. Zuber Realty

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.

UPDATED MEMBER INFORMATION:

NAME CHANGE:

Yucha Chiropractic & Massage is now **Yucha Medical Pain Management & Chiropractic Rehabilitation**; New website is www.yuchamedicalchiro.com.

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



TRICOUNTY AREA CHAMBER OF COMMERCE

NETWORKING

Fri., May 6
8 AM – 5 PM

Leaderscast

Morning Star Fellowship, 100 Limekiln Road, 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 "Architects of Tomorrow" includes a great lineup of speakers: **Steve Wozniak; Nick Saban; Rorke Denver; Kat Cole; Andy Stanley; Dr. Henry Cloud; James Brown; Chris Barez-Brown; and Host Tripp Crosby**

\$90 per Member; \$110 per non-member; Reservation Required

Presenting Sponsor: **John Middleton, an Altria Company**

Co-Sponsor: **Pottstown Memorial Medical Center**

Lunch Sponsor: **Schultz Technology**

Breakfast Sponsors: **Tri County Area Federal Credit Union; Valley Forge Casino Resort**

Wed., May 11
8:30 – 9:30 AM

New Member Reception – By Invitation Only!

Chamber Office, 152 E. High St., Suite 360, Pottstown, 19464
Open to New Members who have joined the Chamber from January – April 2016.
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.
Members Only; No Charge; Registration Required – this event is limited to 24 participants.

Tues., May 17
4 – 6 PM

Business Card Exchange

Landis Creek Golf Club, 765 N. Lewis Rd., Limerick, 19468
Network with fellow Chamber Members while enjoying refreshments and beverages in an outdoor setting on the new patio overlooking Landis Creek's Golf Course.
Member Only; No Charge; Reservations Appreciated
Sponsored by: **Landis Creek Golf Club**

Wed., May 25
Gates Open 5:30 PM
Game Time 6:35 PM

Chamber Night at the Reading Fightin' Phils

Members: Join Chamber Members at the Reading Fightin' Phils game versus the Erie Sea Wolves.
Find your tickets in this issue of the Route 422 Business Advisor.
Sponsored by: **About All Floors; Berks County Abstract Company; Chestnut Knoll; Citadel Federal Credit Union; H & H Systems, Inc.; Kulp Car Rentals; Media Fusion Technologies, Inc.; Orlando Law Offices, P.C.; Premier Orthopaedics; Brandywine Institute of Orthopaedics Division; Schultz Technology**
Rain Date – Sunday, June 5, 2:05 PM

REMINDER – THE CHAMBER OFFICE WILL BE CLOSED MONDAY, MAY 30, 2016 FOR MEMORIAL DAY.

Thurs., June 9
7 – 9 AM

Membership Breakfast

Brookside Country Club, Prospect & Adams Sts., Pottstown, 19464
Join us to congratulate the **Leadership Tri-County Class of 2016** on their graduation and hear the results of their projects which they have worked on over the last 10 months on behalf of area nonprofits.
\$26 per Member (prepaid by 6/6); \$32 per Member (invoiced or after 6/6); \$50 per non-member
Sponsored by: **John Middleton, an Altria Company; Schultz Technology; Wolf, Baldwin & Associates, PC**

Last Membership Breakfast of the Program Year!

Wed., June 15
11:30 AM – 1 PM

WOW Luncheon

Salon Evolve, 214 W. Ridge Pike, Limerick 19468
Take some time to relax and be pampered while enjoying networking and lunch at Salon Evolve. Demonstrations and consultations will be given on hair and skin tips for the upcoming summer months.
No charge due to the generosity of our host.
Sponsored by: **Frederick Living; Pottstown Memorial Medical Center; Salon Evolve**

Wed., June 22

8:30 AM
9 – 10 AM

"Made in the Tri-County Area" Tour – Bally Block Company

Bally Block Company, 30 S. Seventh St., Bally, 19503
Continental Breakfast
Tour
The third in this series of "Made in the Tri-County Area" Tours will be hosted by **Bally Block Company**. Bally Block manufactures laminated butcher block. Some examples would be student work benches, locker bench seats, work bench tops, etc. They have currently branched out into doing shuffleboards, dart boards, and more.
This tour is limited to 15 Chamber Member participants.
\$10 per Member; Members Only; Reservation Required
Sponsored by: **Bally Block Company**

Tues., June 28
4 – 6 PM

Business Card Exchange

The SunnyBrook Ballroom, 50 Sunnybrook Rd., Pottstown, 19464
Join fellow Chamber Members for networking and hors d'oeuvres at SunnyBrook Ballroom!
Members Only; No Charge; Reservations Appreciated
Sponsored by: **The SunnyBrook Ballroom**

Tues., July 26
4 – 6 PM

Progressive Restaurant Networking Event

Meet at The Chamber Office, 152 E. High St., Suite 360, Pottstown, 19464
Fellow Chamber members will embark from the Chamber Office for a net-walking tour and sampling of light refreshments and beverages from our downtown Chamber Member restaurants – **Beverly's Pastry Shop; Connections on High, Inc.; Grumpy's Handcarved Sandwiches; and Lily's Grill.**
Members Only; No Charge; Reservations Appreciated
Sponsored by: **Pottstown Downtown Improvement District Authority (PDIDA)**

SAVE THE DATE

2016

Golf Outing & Dinner at Hickory Valley Golf Club

Monday, September 12, 2016



Stay tuned for more details on sponsorship opportunities and registration information!

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.



BUDGET UPDATE

Pennsylvania's unprecedented nine-month state budget crisis ended on March 23rd when Democratic Governor Tom Wolf announced he would not veto a Republican bill that contained the remaining \$7 billion of the 2015-2016 budget. In a rare move, the Governor chose not to actually sign the latest budget bill, but allowed it to become law without his signature. The Governor said he simply could not sign a budget that fell far short on his education funding goals, among other things.

The final piece of Pennsylvania's budget was sent to the Governor in mid-March by the General Assembly. There was enormous pressure on Wolf to not veto the bill, a move that would have once again caused schools to consider shutting their doors or borrowing more money before summer break. While school funding was at the center of the final supplemental budget bill, the fact that several Democrats joined Republicans in advancing the budget revealed a weakness for the Governor in his own party, and Republican legislative leaders had openly discussed rounding up Democratic votes to override a veto if one occurred.

So who won the budget battle of 2015-2016? A case can easily be made that Republicans came out on top. After repeatedly saying taxpayers could not afford the spending and tax increases proposed by Wolf in his first budget proposal, Republicans contained state spending to just over \$30 billion in the final budget,

boosted education funding by \$200 million and stopped the Governor's tax increases. At the end of the day, the GOP can take credit for a no-tax-increase budget that increased funding for schools.

Where does all of this leave Pennsylvania in terms of the 2016-2017 budget that is required to be in place by June 30th? Well, the answer is "in yet another big mess." The partisan gridlock fueled by deep philosophical divisions over taxes and spending that dominated the first fifteen months of Governor Wolf's term continues.

In February, when Governor Wolf called for a 2016-2017 budget totaling \$30.8 billion with \$2.7 billion in tax increases, including an 11 percent income tax increase retroactive to January, Republican leaders immediately expressed opposition. With the current year's budget finally wrapped up after months of intense negotiations and public relations wars on taxes, spending and school funding, Harrisburg observers see another major budget battle looming. This is especially true because 2016 is an important election year, with state House and Senate candidates hoping to win votes based on support for or opposition to various budget proposals.

The table has been set for the budget crisis to repeat itself, a reminder of William Shakespeare's keen observation in *The Tempest* that "what's past is prologue."

Alex Rahn, Senior Associate of Wanner Associates. To reach Alex, email; or call 717.236.2050.



BLOOD DRIVE

On April 6, 2016, the Chamber held a blood drive through the Miller Keystone Blood Center. The Chamber collected 7 units which is 21 lives saved through blood donation! The blood collected plays a critical role in the care of premature infants, cardiac patients, accident/trauma victims, cancer patients, and burn victims. Check the Chamber calendar for our next blood drive. Thank you to those who participated.



MILLER-KEYSTONE
BLOOD CENTER

SPRING INTO TRAIL SEASON



By Ashley Nuckles, TDM Coordinator, GVF TMA

Spring is in the air and we are fortunate to have an extensive trail network to keep us moving into summer. April 18th marked Opening Day for the 2016 trail season, and throughout the past year counties and municipalities have been busy providing connections and extending networks throughout the region.

The Circuit, an advocacy group for bicycle and pedestrian trails in the Greater Philadelphia region, has a vision for 750 miles worth of trails, 300 miles of which have successfully been built or built upon. The success of such connections can be seen on the Schuylkill River Trail, Chester Valley Trail, Perkiomen Trail, Wissahickon Trail and US 202 Parkway trail, along with many others. Locally, we saw the opening of the Manayunk Bridge Trail in Lower Merion, The Schuylkill River West Trail connection in Upper Merion, and the continued work on Sullivan's Bridge anticipated to be opening this summer. Such connections help provide access to

communities throughout our region and strengthen the region's commitment to pedestrians and bicyclists.

Trails not only offer the opportunity for recreational use but can also be used for commuting purposes to and from work. Biking to work can be a viable means of transportation that has beneficial health and environmental impacts. To encourage biking to work, GVF will be hosting a Bike to Work Day with County Commissioners on May 20th at the Valley Forge National Historical Park. Communities in Motion, GVF's foundation, will be participating in the National Bike Challenge from May 1st through September 1st. Riders in Montgomery and Chester County are welcome to join us for both events! More information related to the events can be found at www.gvftma.com and www.movingyou.org.

If you are interested in biking but do not know where to begin, visit our website www.WeAreTDM.com which provides information about alternative modes of transportation including bicycling. Additionally, mapping tools at



www.connectthecircuit.org and www.gophillygo.org make it easier than ever to map out a trip or find trails close to your home. Start your spring season off in motion, and get moving on all of the great trail options throughout our region!

Ashley Nuckles, TDM Coordinator, GVF TMA. To reach Ashley, email anuckles@gvftma.com; or call 610.354.8899.

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



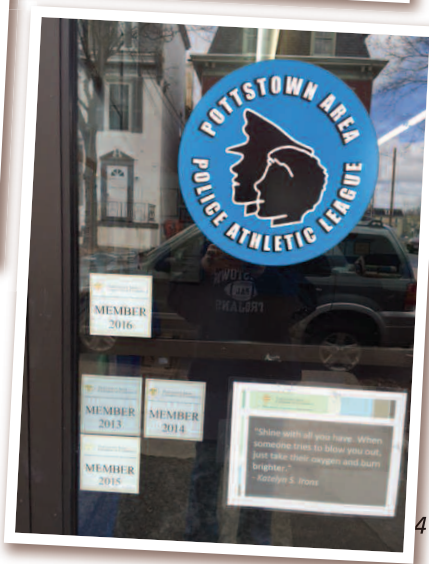
SHOW US YOURS!

Let us know that your decal is posted in your storefront and we will come by, snap a photo, and share the photo in the *Route 422 Business Advisor* and on our social media – call us at 610.326.2900! Or snap a photo of your decal posted and email it to Melissa at melissa@tricityareachamber.com.

Connections on High, Inc.,
238 E. High St., Pottstown, PA 19464



Pottstown Auto Wash and Detail Center,
146 King St., Pottstown, PA 19464



Pottstown Area Police Athletic League,
150 Shoemaker Rd., Pottstown, PA

Summer Discount Tickets are in!



DISCOUNTED TICKETS ARE AVAILABLE FOR CHAMBER MEMBERS AND THEIR EMPLOYEES.

| ATTRACTION | OUR PRICE | GATE PRICE |
|---------------------------------------|---|---|
| Carmike Cinemas | 10 tickets for \$80 | 10 tickets for \$107.50 |
| Movie Tavern | 10 tickets for \$79.50 | 10 tickets for \$105 |
| Regal | 10 tickets for \$85 | 10 tickets for \$120 |
| Adventure Aquarium (NJ) ** | Adult - \$17.50 Child (2-12) - \$14 | Adult - \$26.95 Child (2-12) - \$19.95 |
| Dorney Park ** | Special Pricing until June 30 Regular - \$38 | Special Pricing until June 30 Regular - \$38 |
| Dutch Wonderland ** | Royalty (3-59) - \$32.99 Senior (60-69) - \$32.99 | Royalty (3-59) - \$40.99 Senior (60-69) - \$35.99 |
| Hersheypark ** | Regular 1-Day (9-54) - \$42.95 Jr/Sr 1-Day (3-8; 55-69) - \$36.95 Senior+ 1-Day (70+) - \$23.25 Regular 2-Day (9-54) - \$81.20 Jr/Sr 2-Day (3-8; 55-69) - \$59.70 | Regular 1-Day (9-54) - \$63.80 Jr/Sr 1-Day (3-8; 55-69) - \$40.80 Senior+ 1-Day (70+) - \$26.80 Regular 2-Day (9-54) - \$81.70 Jr/Sr 2-Day (3-8; 55-69) - \$62.70 |
| National Aquarium ** | Adult (12-64) - \$31.95 Child (3-11) - \$19.95 Senior (65+) - \$27.95 | Adult (12-64) - \$39.95 Child (3-11) - \$24.95 Senior (65+) - \$34.95 |
| Philadelphia Zoo | Adult - \$17 Child (2-11) - \$17 | Adult - \$23 Child (2-11) - \$19 |
| Please Touch Museum ** | General Admission (1+) - \$14.50 Centennial Grown-Up Tours - \$14.50 | General Admission (1+) - \$17 Centennial Grown-Up Tours - \$17 |
| Renaissance Faire/Celtic Fling | Adult - \$21.95 Child (5-11) - \$7.95 | Adult - \$26.95 (CF); \$31.95 (RF) Child (5-11) - \$10.95 (CF); \$11.95 (RF) |
| Six Flags Great Adventure ** | General Admission - \$43.99 Hurricane Harbor - \$32.99 | General Admission - \$49.99 Hurricane Harbor - \$44.99 |

** These tickets MUST be purchased Online Only in order to receive the Chamber discount. Email melissa@tricityareachamber.com using your work email and we will send you a special website and login information to purchase the discounted tickets.

For tickets located at the office, please contact 610.326.2900 for availability.

Restrictions may apply. Prices subject to change without notice. Ticket prices may include Chamber administrative fee.

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.

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 currently with job openings:

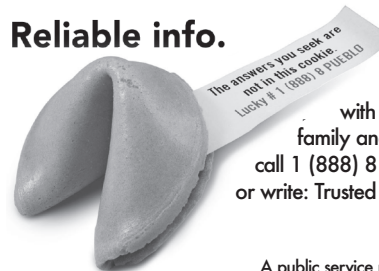
- **MacKissic, Inc.** – Assembly; Fabrication Operator; Mechanical Engineer; Packer/Shipper; and Welder
- **Traffic Planning & Design** – Highway Design Specialist; Transportation Planning Specialist

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.

Reliable info.



Free delivery.

To get your free Consumer Information Catalog with more than 200 federal booklets on all sorts of family and financial matters, just visit pueblo.gsa.gov, call 1 (888) 8 PUEBLO (that's 1-888-878-3256), or write: Trusted Source, Pueblo, CO 81009.

Pueblo CO. Your trusted source.
A public service message from the U.S. General Services Administration

LEADERSHIP TRI-COUNTY

Leadership Update – April

Leadership Tri-County Class of 2016 spent a day visiting businesses in the tri-county area during the April session.

The class started their day at cigar manufacturer **John Middleton, an Altria Company**, in Limerick. Founded in 1856 in Philadelphia, they are now celebrating 160 years. John Middleton was purchased by Altria in 2007 and the Limerick location employs approximately 320 employees. The class enjoyed a continental breakfast and overview of the company by Paul Coakley, Sr. Manger Human Resources, before taking a tour of the plant. In 2015, John Middleton donated \$235,000 back into the community.

The next stop of the day was **Sealstrip Corporation** in Gilbertsville. Sealstrip started 40 years ago engineering packaging solutions. Joe Corcoran, Sales Representative, 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, PeelandSeal, FreshPak, and FreshPak, cross direction. Harry Cappa, Research and Development, gave the class a tour of the facility before they enjoyed lunch provided by Sealstrip.

The class then visited **Gateway Ticketing Systems** in Gilbertsville. 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. Kendra Pfautz, Operations Manager and Chase Mory, Project Management, addressed the class as to the different features of the company and provided a tour of the facility. Gateway is in its 30th year and purchased their current building in August of 2014. They employ 130 employees at this location.

The class returned to Pottstown for a visit to **VideoRay**. Established in 1999, VideoRay has worked with technology and mission partners throughout the world. They are the largest volume producer of underwater Remotely Operated Vehicles in the world. Scott Bentley, Owner, addressed the class and provided a tour of the facility.

The last stop of the day for the Leadership class was **Ultraflex Systems**. Ultraflex is a research and development company dedicated to advancing the function of the most challenging orthotic and prosthetic patients. Mark DeHarde provided an overview and tour of the facility for the class. He pointed out they are currently doing \$4.5 million a year wholesale and their goal is to reach \$25 million in the next 5 years.

The Leadership Tri-County Class of 2016 is sponsored by:

John Middleton
an Altria Company



The Leadership Class on their tours of John Middleton (top picture), Sealstrip Corporation (center), and Gateway Ticketing Systems (bottom).

Meet the Class



Kris Tufarolo

Kris Tufarolo is the Office Manager at Schultz Technology. Although she has lived in Pottstown for the last 13 years, she has only worked in the tri-county area for the last 1 1/2 years. She is married to her husband Michael and has four children: Kevin, Jessica, Allen & Ashley. She also has two cats – Smokey and Benji. Kris's special interests include USMC, Philadelphia Eagles football, softball, movies, reading, spending time with her children, and traveling with her husband.

Kris is a graduate of Plymouth-Whitemarsh High School in Plymouth Meeting and Central Montgomery County Area Vo-Tech School in Norristown. Her personal business philosophy is that she believes that *teamwork makes a company successful. When everyone chips in and works together, more is accomplished and unity is felt.* Her business role model is Bill Gates.

Since Schultz Technology is a Member, Kris has had the opportunity to participate in several events as an employee. Kris believes that it is important to participate in this program because it offers a great opportunity to learn about the local commerce and how it operates. She is looking forward to learning more about the local industry and meeting new people.



Skye Tulio

Skye Tulio, Communications Assistant at Pottstown Area Health & Wellness Foundation, has worked in the tri-county area for approximately 2 years. Her family includes her mother, father, two brothers and a sister. She enjoys spending time with family and friends, reading, traveling, and watching baseball.

Skye received a BA in Journalism and Mass Communication and an MA in Integrated Marketing Communications from St. Bonaventure University. Her personal business philosophy is to lead by example and her business role models are her dad and stepmom – who own and operate Collegeville Italian Bakery.

In the tri-county area, Skye is the communications officer on the Executive Committee of the 2016 Boyertown Area Senior High School Post Prom committee. Skye believes the Leadership Tri-County Program is important to form connections, learn as much as possible about the tri-county area, and become an active leader in the community. She is most looking forward to serving on a nonprofit board that she is passionate about.

Leadership TRI-COUNTY

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

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



The TriCounty Area Chamber of Commerce Foundation, Inc.

The TriCounty Area Chamber of Commerce Foundation, Inc. provides funding to support area public school students to further their vocational career development education. The Foundation recently donated money to support the following opportunities:

BMBA Shadow Day program to help offset the costs of the event. Shadow Day allows high school students the opportunity to spend a day at a workplace in a field of their interest.

Funds to provide 3 Scholarships for local students to attend **Pennsylvania Free Enterprise Week**. PFEW is a one-of-a-kind summer program that offers in-coming high school juniors and seniors a unique and

challenging opportunity to see what it is like to run their own business.

Western Montgomery Career and Technology Center to offset transportation costs for a trip to the Philadelphia Flower Show. The Technology Center prepares students for direct entry into the workforce. In addition, students are also prepared to enroll in college studies.



Students and Instructor Barbara Mueller, WMCTC, at the 2016 Philadelphia Flower Show.

Be a Leader in the Community

Leadership TRI-COUNTY

Get prepared for nonprofit board leadership in just 10 months
– now accepting applications for the Class of 2017!



The class of 2017's program will run from September 2016 to June 2017. Check upcoming issues of the *Route 422 Business Advisor* for their progress!

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 non-profit organization.



JUNE MEMBERSHIP BREAKFAST

Thursday, June 9, 2016

7 to 9 AM

Brookside Country Club

Prospect & Adams Streets, Pottstown, PA 19464

\$26 per Member (prepaid by 6/6);

\$32 per Member (invoiced or after 6/6);

\$50 per non-member



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



Network Smarter on LinkedIn

On April 7, the Chamber and TriCounty Community Network (TCN) hosted a Network Smarter on LinkedIn seminar at the Chamber Office. Career Fulfillment Expert Adrean Turner, 'Coach Adrean', led the seminar and talked to attendees about how to create a strong LinkedIn profile. She explained ways to maximize business opportunities to gain more clients, increase exposure, and build influence within your industry.

The Chamber would like to thank Adrean for sharing her LinkedIn tips and TCN for partnering with us on the event.



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. With this issue we are starting with the beginning of the alphabet. Check future issues of the *Route 422* for more categories - and more Members to connect with!

Accountants / CPAs

- Barbara A. Akins, CPA
- Cappelletti Pinter & Company, P.C.
- Michael L. Cross & Co., Ltd.
- Herbein + Company, Inc.
- Larry E. Hoffa & Company, P.C.
- Karlene's Consulting
- Maillie LLP
- Marion & Black, LLC
- Reading Tax Solutions, LLC
- Reinhart & Co., CPAs
- Reinsel Kuntz Leshar LLP

Accounting / Bookkeeping Services

- Your CPA Alternative

Advertising Agencies

- Comcast Spotlight
- MyBusinessOnPage1.com
- Sound Marketing Resources/Hold Time Advantage
- Virtual Farm Creative, Inc.
- Catalyst Outdoor Advertising
- Pixel OutDoor

Airports

- Penn Airways

Ambulance Services

- Gilbertsville Area Community Ambulance Service

Amusement and Entertainment

- Arnold's Family Fun Center
- Betsy Chapman, Harpist
- Pottstown Dance Theatre
- Reading Fightin Phils
- Reading Royals
- Santander Arena & Performing Arts Center
- Steel River Playhouse
- The SunnyBrook Ballroom

Antiques

- The Swamp Door Antiques & Curiosities, LLC

Apartments

- Avante Apartments

Apparel and Accessories

- A. Weitzenkorn's Sons, Inc.



Networking Workshop Presenters from L to R: Terese Brittingham, Keller Williams Realty Group; Josh Petruskas, Furniture Soup, Inc.; and Joe Fava, Clothes to Home, LLC.

NETWORKING WORKSHOP RECAP

On March 31, three of the Chamber's top networkers led a workshop for Chamber Members. The workshop was open to people who were not comfortable with networking, or just needed to brush up on their networking skills. Here is a testimonial from one of the attendees in an email to Josh Petruskas:



"Oh my gosh! You and Terese and Joe did such a great job this morning. You know, I realize that one can get rusty at anything not used for a period of time, and, although I feel like a friendly person and natural networker, I find networking after all these years to be daunting at times. You all presented such great ideas today! It was a new perspective and really motivated me to try different approaches and do more when it comes to networking. If you do the program again, I would be happy to write a ringing endorsement and encourage others to attend. Please feel free to pass my comments onto the Chamber administration. Thanks again for a great presentation!" - Sandi Liberatori, Rick Linn, LLC

Board Ballots Enclosed in this Issue!

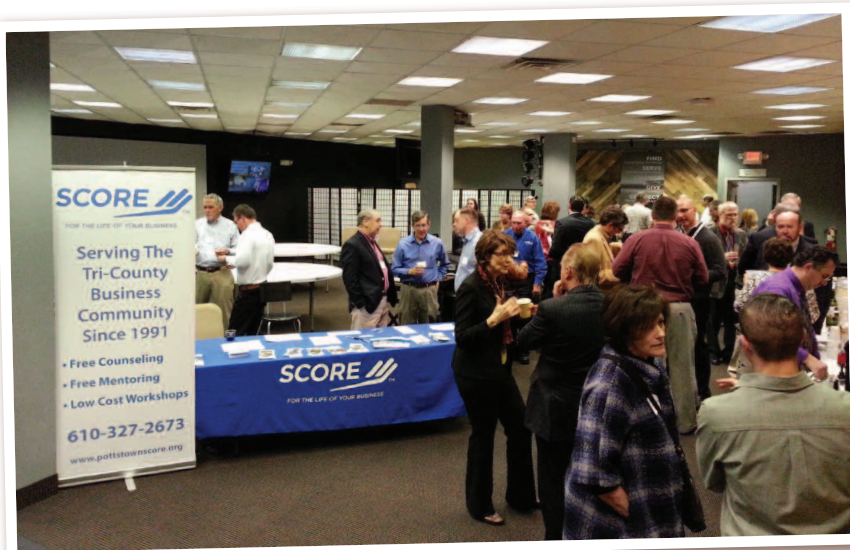
Enclosed in this issue is an official ballot for the election of the Chamber's Board of Directors. This is a for a three-year term commencing July 1, 2016 through June 30, 2019.

For voting, you must be a Member in good standing and the ballot must be signed by CEO/President/Manager of the Company. Only one vote per Member Company allowed. Please place the ballot in a sealed envelope, marked 'BALLOT' and mail it to the Chamber.

Ballots are due by **5 PM on Monday, May 16.**



MARCH BUSINESS CARD EXCHANGE



On March 22, Chamber Members gathered at Connections on High, Inc. in Pottstown to celebrate the March Business Card Exchange. Members also joined in the festivities for Pottstown SCORE's 25th anniversary. This business card exchange was a partnership between Connections and SCORE.

Sponsored by:



THE NEXT BUSINESS CARD EXCHANGE

- **Tuesday, May 17**
- **4 – 6 PM**
- **Landis Creek Golf Club,**
765 N. Lewis Rd., Limerick,
PA 19468

Network with fellow Chamber Members while enjoying refreshments and beverages in an outdoor setting on the new patio overlooking Landis Creek's Golf Course.

No Charge; Members Only; Reservations Appreciated

WOW – WOMEN OF THE WORKFORCE

APRIL WOW LUNCHEON

Janine Quigley, Warden, Berks County Jail, spoke to attendees about how she "Takes Command and Capitalize on the Chaos." Janine explained her story of how she became Warden and the challenges that faced her working in the jail environment. Janine challenged attendees to take command in the unique circumstances that happen – because the rewards may be greater than you ever imagined.

The luncheon was held at Brookside Country Club in Pottstown.

Sponsored by:



THE NEXT WOW LUNCHEON

- **Wednesday, June 15**
- **11:30 AM – 1 PM**
- **Salon Evolve,** 214 W. Ridge Pike., Limerick, PA 19468

Take some time to relax and be pampered while enjoying networking and lunch at Salon Evolve. Demonstrations and consultations will be given on hair and skin tips for the upcoming summer months.



From L to R: Speaker Janine Quigley, Berks County Jail Warden; WOW Sponsors Lesa Smitley, Pottstown Memorial Medical Center; Vicki Kriczky, Frederick Living; and Tammy Straub, Pottstown Memorial Medical Center.

Thank you for your Voluntary Contributions

Voluntary Contributors invest in the Chamber monetarily above their membership fee enabling the Chamber to offer additional services and benefits to all of our Members.

The Chamber would like to thank the following Members for their contributions.

- | | | |
|---|---|---|
| 422 Business Center | Foundation for Pottstown Education | Pottstown Regional Public Library |
| AAA East Central | Frederick Living | Pottstown Roller Mills, Inc. |
| Allegheny East Conference of Seventh-Day Adventists | Gehring Mechanical | Reading Health Physician Network, Family Medicine |
| American Heritage Federal Credit Union | Glass Slipper Concierge | Ridge Support Technologies |
| ARCpoint Labs of Limerick | Gorski Engineering, Inc. | RiverCrest Golf Club & Preserve |
| Berks County Abstract Company | Graber Letterin' Sign Co. | The Rotelle Companies |
| Borough of Pottstown | The Hill School | Sanatoga Ridge Community, Inc. |
| Boyertown Area School District | Lewis Environmental, Inc. | Sanatoga Water Conditioning, Inc. |
| Boyertown Museum of Historic Vehicles | Maillie LLP | Smale's Printery |
| Catalyst Outdoor Advertising | D.G. March and Associates | Tri County Toyota |
| Clark Industrial Supply | Enviromat Company | Twin County Construction Co., LLC |
| CODY Systems | Midcore Solutions | Walnut Woods |
| Community Health & Dental Care | John Middleton, an Altria Company | Scott A. Weller Carpentry & Cabinets, Inc., dba Solar by Weller |
| Complete Graphics, Inc. | Moyer's Catering | West Pottsgrove Township |
| Columbia Boiler Co. | NAMI PA, Montgomery County | Wings of Victory Outreach Corporation |
| Coventry Mall | National Penn | Wolf, Baldwin & Associates, PC |
| Czarstar / Kriebel Security | Patriot Environmental Management, LLC | Wrigley's Business Products and Services |
| D.E.C. – Pottstown Training Center | Patriot Pest Solutions | Yucha Chiropractic & Massage |
| Embody's Sunoco Service Center | Penn Foundation, Inc. | Richard A. Zuber Realty |
| Exelon Nuclear | Pixel OutDoor | |
| Foundation for Boyertown Education | Platinum First Realty | |
| | Pottstown Area Rapid Transit, Inc. (PART) | |

Are you or someone you know looking for course credit and business experience?

The Chamber is currently accepting resumes for internships from students who are looking to gain business experience. An internship at the Chamber is a great way to increase personal and professional knowledge and understanding about the business environment by completing daily marketing and communications oriented tasks.

Internships are unpaid, but we will work with the student's school evaluations if they are receiving course credit. A previous intern at the Chamber says, "You can be taught essential skills in the classroom, but an internship is what really allows you to showcase your talents and use them to help your community."

If you know a student who is interested in working an internship at the Chamber, please have them contact Eileen Dautrich and email their resume to eileen@tricityareachamber.com.

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



READING FIGHTIN PHILS TICKETS

4 Complimentary Tickets included in this issue!



A "Night with the Reading Fightin' Phils" will take place on Wednesday, May 25, 2016 at 6:35 PM. Come watch the Phils take on the Erie Sea Wolves! Chamber Members receive four complimentary tickets thanks to some very generous Chamber Members. For additional tickets, please contact the Chamber for availability.

FEATURED MEMBER BENEFIT OF THE MONTH

Directions: Take Route 422 West to Route 12 East, Exit Route 61 South, stadium is 1/4 mile on the right.

For details on both Group Outings & Season Tickets, visit readingphillies.com.

Sponsored by:



Rain Date – Sunday, June 5, 2:05 PM

For more information, visit tricountyareachamber.com.

THANK YOU

Thank you to April's Email Sponsor:



Thank you to April's Coffee Sponsor:



RIBBON CUTTINGS

Collegeville Internal Medicine,
305 2nd Ave.,
Collegeville,
PA 19426



Fire Fly Café,
12 N. Reading Ave.,
Boyertown,
PA 19512



Flowers by Colleen,
2296 E. High St.,
Pottstown,
PA 19464



Naked and Proud, 123 E. Philadelphia Ave.,
Boyertown,
PA 19512

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