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Site Investigation Scope of Work Less Costs Less... or Does It?

With the current fast pace of development throughout our area, it is easy to gloss over one of the most critical initial elements to the financial success of any project. The proper evaluation of the subsurface conditions and the economic impact on the project can be the difference between success and failure. Often this site investigation occurs either before or early in the project financing and hence the pressures to spend less are enticing. The trap however is the cost of under investigating any site and the potential financial landmines that can surface such as urban fills, weak organic soils, clays, high groundwater, rock, etc. Not to worry, a responsibly prepared scope of work for a geotechnical investigation should reveal insight into most of these conditions. The trouble occurs when the aforementioned economic pressures create a situation in which the geotechnical firm with the smallest scope and subsequent lowest price is awarded the investigation (and often the quality control inspections which is why they were motivated to undercut the scope in the beginning.)

The cost implications of under investigating a project can be tremendous. I have reviewed many reports that should have been labeled as "preliminary" but were portrayed as the complete investigation. Insufficient coverage due to a reduced scope of work has left critically important factors to be determined at a later time. I would contend that these unknowns leave the development in a state of financial uncertainty. Not defining something as simple as a rock cut can adversely affect the financial success of any project. The ability to understand and fully plan for these critical conditions hinges on a "responsible" scope of work. I have seen countless projects impacted adversely by unknown conditions that would have been recognized through even a basic scope of investigative work. Is this the fault of the developer seeking a "cheaper" investigation or the engineer for offering this less than desirable scope just to win the work? This is entirely up for debate. What is not up for debate is the impact that subsurface conditions can have on a project and the clear need to define these issues at the onset of any project.



Ward McMasters, P.E.

In general, it is important to include test borings to determine the strength of the underlying soils. This is the first step. Test pits are great and they allow for a visual picture of the upper soils, but they don't give you data (other than a visual evaluation) of the soil strength. Therefore, be cautious of the quickie test pit investigation in lieu of a well planned scope of work. The real point of this discussion is that geotechnical engineers across our industry are a resource that should be consulted

with regarding a scope of work for any investigation that fits a development plan. Find someone that you trust to develop a scope of work for your project that protects you from being blindsided by unknown conditions. The financial savings of a cheap investigation are far outweighed by the potential losses caused by unforeseen conditions.

Earth Engineering Incorporated (EEI) has conducted thousands of investigations throughout the region and we take great pride in the client first service and comprehensive engineering we put into every project. Visit our website at www.earthengineering.com to discover all of the services that EEI provides as well as the latest news and project updates.

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Geotechnical Engineers & Geologists



Cover Story: *Total Rental and The Party Center offer over 800 different types of equipment for your business or your home and more than 2,000 items for rent on a daily, weekly, or monthly basis from six convenient locations in Montgomery, Chester and Berks counties.*



24: Time to hit the links! Check out some of the area's best public golf courses.



26: Browse the Business Marketplace to grow your business, network, and keep your money local.



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To contact the Route 422 Business Advisor:
phone: 610.323.6253; fax: 610.970.6194; email: bill@422business.com

BUSINESS SPOTLIGHT



RE/MAX Achievers Real Estate TV Network

Re/Max Achievers, Inc. is proud to announce the launch of the Achievers Real Estate TV Network. This "first of its kind", all real estate television channel recently began airing on Friday, April 7th. It will be on the air 22-hours per day on Channel 98 on the Comcast cable TV system. This channel is managed by PCTV in Pottstown. In addition, this content will also be airing continuously on other streaming Internet television stations like www.Strimm.com.

The Channel 98 distribution footprint includes approximately 130,000 cable TV subscribers. It covers most of the area which is considered to be the heart of the Tri-County region. It stretches north to south from the lower end of Berks County to well below Collegeville. It stretches east to west from the Pennsburg area into Phoenixville and eastern Chester County. This new real estate advertising medium provides a new and powerful tool for home sellers.

Re/Max is the most recognized real estate brand in the world and sells more real estate than any other national real estate franchise. The Achievers Real Estate TV Network is one example why Re/Max franchises continue to outperform their competitors both locally and nationally. Re/Max real estate agents have a distinct advantage over most of their competition because they invest in the tools, technology and training sets RE/MAX apart.

Almost every local real estate agent can put your home in the MLS, snap some photos and print a few highlight sheets of your home. How many of them can actually put your home on television? Selling a home "from the inside, out" with video is the wave of the future. If a picture is worth a thousand words, then video is worth a million. Stay tuned as Re/Max Achievers continues to set the pace locally with the new Achievers Real Estate TV Network!



RE/MAX Achievers Inc real estate is celebrating its 30 anniversary in 2017 & over \$200 Million in sales in 2016! Two office locations in Collegeville & Pottstown has allowed RE/MAX Achievers sales agents to work successfully with local communities in buying & selling real estate. Real estate has remained a passion for the Broker/ Owner John E. Ohler, Sr. Need help selling real estate? Call the agents at the Collegeville office: 610-489-5900, OR the Pottstown office: 610-326-1200, email RE/MAX: AchieversOffice@AchieversPA.com or log on to www.AchieversPA.com.



Nicole O. Roman, VP

Realtor, CDPE, ABR

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TOTAL RENTAL AND THE PARTY CENTER

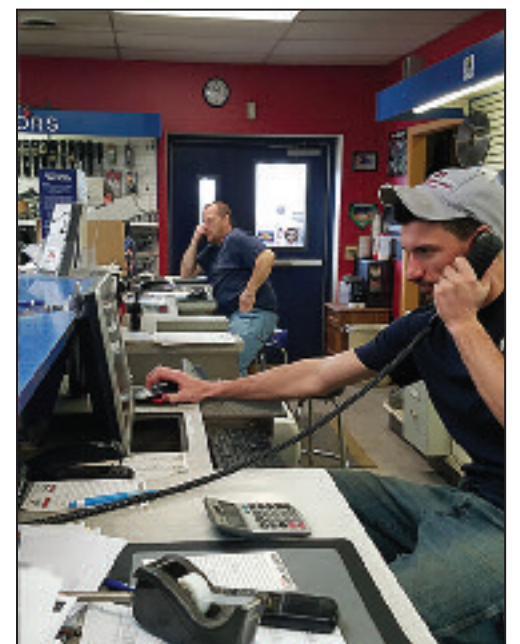
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and providing party rental equipment for nearly 50 years!*



When it comes to contractors' and landscapers' equipment and tools, it is generally more cost-effective and convenient to rent than own. The same goes for tables, chairs, tents and everything else you need to host a large indoor or outdoor party or event.

Whether you need to rent equipment for your business or your home, or you are planning a corporate or private event, **Total Rental** and **The Party Center** offer the perfect selection, with over 800 different types of equipment and more than 2,000 items for rent on a daily, weekly, or monthly basis from six convenient locations serving Montgomery, Chester and Berks counties.

"We are a full-fledged party rental equipment store, as well as a full-fledged construction rental store, offering a full line of service and equipment," explains Chris Caba, co-owner of Total Rental and The Party Center — a second-generation family business now run by brothers Bob, Ed, Chris and sister Kathleen. "We were started by Mom and Dad in 1969," Chris says proudly. "Mom ran the business until 1995 when we took over, and the business changed its name from Taylor Rental to Total Rental in the late 1990s to better reflect the company's specialization and diversification into heavier equipment."





TOTAL RENTAL is an authorized dealer for many leading equipment manufacturers, providing everything from heavy machinery to hand tools for landscapers, contractors and homeowners — “All the equipment you need, when and where you need it,” Chris Caba says. TOTAL RENTAL prides itself on being a “total equipment source,” not just for rentals, but for equipment purchases as well as leasing. Total Rental’s experienced technicians are also available to troubleshoot and resolve your equipment

difficulties, and service and repair a variety of equipment.

“We are constantly buying new equipment and staying on top of the latest technology,” says Chris. “We have a full line of equipment servicing everyone from the contractor needing heavy-duty construction equipment, to the landscaper to the homeowner needing a tiller or thatcher or aerator. We have the ability to satisfy each niche of customer, as well as a full line of party rental equipment,” he said.

(Continued on page 8)





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COVER STORY

(Continued from page 7)

"We deliver all of our equipment if needed, he adds. "Our drivers fully explain the operation of each piece of equipment if they are not familiar with how it works. A lot of contractors do know how to operate the equipment, but if a homeowner is unfamiliar with operating the equipment, they go over it with them. We provide full-service, including delivery/pick-up and going over the equipment with the customer."

As the company approaches its 50th Anniversary celebration, Chris Caba views the family-atmosphere of TOTAL RENTAL as the key to its success. "That's what our slogan is all about — We are large enough to serve you, but small enough to know you..."

Total Rental has a very loyal, dedicated staff. "We have over 100 employees, a lot of whom have been with Total Rental since the business started, and they are all very educated and knowledgeable when it comes to equipment," says Chris. "We are a very service-oriented business. We pride ourselves on offering a great line of products, great employees and excellent service." Part of Total Rental's service includes the Hauling Services division... If you can't get your equipment to and from your location, count on Total Rental to do it for you.

For your convenience, Total Rental has five locations to serve you: 766 Valley Forge Road in Phoenixville; 605 West Schuylkill Road in Kimberton; 77 West High Street in Pottstown; Route 422 and Maplewood Drive in Douglassville; and 2825 East Lincoln Highway in Thorndale.

Total Rental also has The Party Center, a 40,000-square-foot facility located at 480 Pothouse Road in Phoenixville, servicing parties, weddings, fundraisers, graduation parties, caterers and other events from 10 to 10,000 people. "We do all different type of events, from small back yard parties to large corporate events," Chris Caba said.

The Party Center rents tables, chairs, tents, linens and other fine accessories, glassware, china, flatware, marquees, canopies, and other party related items. The Party Center has the resources to service your event well beyond their Chester County location. They can service the southern shores of Delaware, New Jersey, and as far west as Harrisburg.

The Party Center's selection of tents and canopies provide much more than just shade. The Party Center Designer Collection redefines the elegance of party rentals. They offer a huge inventory of wall treatments, decorative lighting, ceiling liners, and accessories that can transform ordinary spaces into stunning atmospheres. The Party Center can provide everything you need to design a creative and elegant setting for your event including customizable sizing and optional climate control.

Large enough to serve you, small enough to know you... that's the motto of Total Rental, your source for equipment rental in the tri-state area! For additional information, please call Total Rental at 610-935-RENT, or visit www.totalrental.com and www.thepartycenter.com.

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HELPING YOUR BUSINESS GET TO THE NEXT LEVEL...

By Wanda Torres, Founder/Owner of Want Consulting LLC

After more than 20 years' experience working for large companies in the pharmaceutical and medical device environment, I realized I possess the knowledge and skills to help other companies reach greater success. So, I started my own business knowing that small or mid-sized organizations will more likely become approved suppliers for larger companies if they demonstrate a robust quality system ensuring compliance with established regulations. I can facilitate the development and implementation of that system.

1) Making sure there are clear procedures in place, 2) ensuring that the employees are properly trained, 3) eliminating waste in the process, and 4) implementing sustainable changes for improvement will improve the organization's ability to not only survive but thrive in the future.

Attitudes toward continuous improvements initiatives and quality system certifications are changing because managers are starting to realize that the benefits of

these programs can make the difference for survival, improvement, and sustainability. The old mentality of viewing these initiatives purely as "overhead expenses" are fortunately fading away. Vanguardist organizations know that the cost of non-compliance or hidden inefficiencies in the form of scrap, rework, repairs, and overall waste in the process will add up over time and will have a negative impact on the bottom line.

Successful companies recognize today's era of operation and admit the need for a cultural change in the mindset and role of the workers. Everyone has a role to play in the process, and we can help guide you there. Maybe it is time to invest a little on a local consultant that can help your organization reach the next level and improve your position in a competitive world.

The author is a Certified Lean Six Sigma Green Belt, ASQ Certified Quality Engineer, ISO 17025 Lead Auditor, and a Judge for the International Team Excellence Award Competition event at the World Conference on Quality and Improvement.

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BREAKING NEWS!

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Many industries have been subject to change over the past 30 years and the security industry has been no exception. Growing technology as well as consistently having a knowledgeable and hard-working crew have allowed CzarStar Security to easily adapt and rise to the challenge of designing and installing newer, more advanced security and fire systems to better protect businesses and homes. The need for advanced systems has only continued to grow due to the unfortunate



increase in break-ins and burglaries.

In addition to fire and security, CzarStar Security specializes in access and CCTV systems, as well as commercial fire inspections. With over 30 years of experience, Dave "Czar" Czarnecki has the edge over the competitor. He and his team have continued to offer the lowest monitoring rates in the Tri-State area, beating out large national competitors daily. CzarStar

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FOR SALE- (ZC22257) LOT 1 & 3 E. 2ND STREET, BOYERTOWN - 2 LOTS ZONED LIMITED INDUSTRIAL IN THE BORO OF BOYERTOWN. 1 LOT IS .95 ACRES AND 1 LOT IS 2.02 ACRES. MANY PERMITTED COMMERCIAL, INDUSTRIAL, OFFICE AND OTHER USES. BOTH LOTS ARE BEING SOLD TOGETHER. THE LOTS ARE LOCATED IN THE 1ST BLOCK OF E. 2ND STREET NEXT TO THE BOYERTOWN AMBULANCE BUILDING AND ADJUTS THE RAILROAD RIGHT OF WAY. CALL US FOR TAX MAP AND ZONING INFO. THIS A GREAT LOCATION TO EXPAND YOUR BUSINESS. **\$259,900**

FOR SALE- (ZC22258) 209 E. PHILADELPHIA AVENUE, BOYERTOWN - ESTABLISHED FRANCHISE WATER ICE BUSINESS IN THE MIDDLE OF BOYERTOWN. BUILDING EQUIPMENT AND FRANCHISE NAME INCLUDED IN SALE. OWNER HAS BEEN IN BUSINESS FOR ALMOST 15 YEARS WITH GREAT SALES HISTORY. ONE HALF OF BACK GARAGE AREA IS CURRENTLY LEASED MONTH TO MONTH FOR \$75.00/MONTH. WATER ICE BUSINESS IS 1,134SF. WAREHOUSE BEHIND IT IS 1,200SF. CALL FOR FINANCIAL DETAILS. **REDUCED TO \$374,900**

FOR SALE- (ZC22259) 2001 E. HIGH STREET, POTTSBORO - BEAUTIFUL OFFICE BUILDING SITUATED ALONG BUSY HIGH STREET IN LOWER POTTSBORO TOWNSHIP CLOSE TO POTTSBORO MEMORIAL MEDICAL CENTER JUST A MINUTE OFF OF ROUTE 422. CURRENTLY DIVIDED INTO 5 SEPARATE OFFICE RENTAL UNITS. VARIOUS TERMS ON CURRENT LEASES, WITH 4 OFFICES CURRENTLY LEASED. GREAT EXPOSURE WITH LARGE SIGN AND PLENTY OF PARKING. CALL FOR FINANCIAL INFORMATION. **\$299,900**

FOR SALE- (ZC22260) 2116 OLD ROUTE 100, BECHTELSVILLE - HOTEL, RESTAURANT, FULL SERVICE BAR TO BE KNOWN AS "CHEERS TAVERN". BAR AND RESTAURANT INCLUDED. 30+ SEATING, BAR 10-20+ SEATING. POOL TABLE, DANCE FLOOR, MAXIMUM DINING CAPACITY IS 94. SURVEILLANCE SYSTEM ALLOWS OWNER TO VIEW PROPERTY FROM HOME. COMPLETE KITCHEN. PROPERTY INCLUDES 10 ROOMS, 2 APARTMENTS. EXCELLENT RENTAL INCOME. VERY GOOD CASH FLOW. LOADS OF POTENTIAL. PROOF OF FUNDS BEFORE ANY SHOWINGS! **\$375,000**

PENDING (ZC22251) 803 SPRUCE STREET, POTTSBORO

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FOR SALE (ZC22240) 2093 E. HIGH ST., POTTSBORO -

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Reduced to \$499,000



Looking for space to LEASE?

(ZC1164) 412 Laurel Street SUITES, Pottstown - (Suite 1) 2450SF first floor office suite with High St. exposure. LEASE IT ALL, or divide into individual offices. Ample parking. \$15.00/SF

(ZC1160) 2103 East High Street, Lower Pottstown - Lower Pottstown first floor office suite with great exposure to busy High Street and within close proximity of Pottstown Hospital and Route 422. Plenty of parking, handicap accessible. 2450 SF that can be leased as one or divided into individual offices. Exterior was recently renovated and landlord will make every effort to accommodate the tenants interior needs. Monthly rental amount is \$2650.00. Call for details!

(ZC1177) **LEASED** 562 Main St., Royersford -

(ZC1178) **LEASED** 224 Main St., East Greenville -

(ZC1179) **JUST LISTED** 2001 E. High Street, Pottstown - Lower Pottstown first floor office suite, approximately 1200SF. Reception, Administrator + 3 private offices. Great High Street exposure and lots of parking. Call for details. \$1,500/Month + heat, AC, electric and trash. Water and Sewer are included.

(ZC1180) 304 North Charlotte Street, Pottstown - First floor office space on busy street. Former chiropractor office, approximately 450SF \$400/Month includes heat, water and sewer.

(ZC1181) 301 N. Lewis Road, Royersford - Park Towne Plaza Shopping Center located in Royersford. Retail/Office spaces. 3 spaces available, various sizes, various prices. Call for more information and showings.

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FOR SALE (ZC22265)

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SOLD (ZC22230) 1063 ROUTE 100, BECHTELSVILLE

SOLD (ZC22232) 333 MAIN STREET, ROYERSFORD

SOLD (ZC22233) 280 N. MAIN ST. + LOT ON BRIDGE ST., SPRING CITY

SOLD (ZC22235) 1300 E. PHILADELPHIA AVE., GILBERTSVILLE

SOLD (ZC22246) 60 MERKEL RD., GILBERTSVILLE

SOLD (ZC22248) 708 W. MARSHALL STREET, NORRISTOWN

SOLD (ZC22252) 211 READING ROAD, EAST EARL

SOLD (ZC22249) BERKS COUNTY LOCAL BAR/RESTAURANT ESTABLISHMENT

PENDING (ZC21222) 124 N. CHESTNUT STREET, BOYERTOWN

PENDING (ZC21386) CAMP SWATARA RD, MYERSTOWN

IS YOUR BUSINESS GROWING AT THE SAME PACE AS SOCIAL MEDIA MARKETING?



By Marie Shires, Vice President,
The Pennsylvania Community Development & Finance Corp.

Social media marketing is a must these days as most businesses, large and small, are finding the need to reach the masses to be competitive. There is both an art and a science to creating a successful presence in the social media realm...

something our own small business financing organization has experienced as we grow our clientele. It's not too late to get on board; here are a few thoughts we actually learned from our SBA 504 small business borrowers!

First, find your comfort level with an outlet that you can maximize, like Facebook, which has an estimated 1.8 billion monthly users worldwide, and according to the Pew Research Center, 68 percent of all U.S. adults use Facebook. For many, logging onto the social media platform is a daily habit—used for entertainment, news and connecting with friends and family.

Folios Estate is a great example of a small business that I would title the “master of social media marketing.” This winery/restaurant/event and banquet facility has been at the social media game since early 2015, months prior to opening the doors of their business. During the construction phase, Facebook was utilized to share the project development and provide future expectations the business had to offer. Since opening in late 2015 they post multiple times a day on social media to share about exciting daily specials, weekly and future happenings plus small group events, many times to a sellout crowd. They contribute much of their fast paced growth and success to social media. Pinterest, Instagram, Twitter and LinkedIn are all outlets they use successfully.

Second, Strategy Matters! Your business has to compete with lots of other businesses for a customers’ attention. The goal is to post eye catching, valuable information and build relationships with your followers. It also builds your brand.

Keys to Fitness, a fitness center focusing on small group and personal instructional fitness training does just that. They utilize their existing client’s fitness stories to inspire and reach new customers as they post wins and losses... that would be weight losses! True inspiration for any potential customer!

Third, assess what your customer’s respond to and deliver that value through your social media posts. Try a variety of different types of posts; establish your business as a leader in what you do.

B-Tec Solutions, a world-wide manufacturer of metal parts, recently discovered on line sales drives more of their business and is more efficient than a large scale sales staff. The Internet reaches a broader audience and more specifically that customer can search and shop when they are ready to buy, not when you call on them.

(Continued on page 14)



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SOCIAL MEDIA MARKETING

(Continued from page 13)

Fourth, variety is the spice of life! Don't just limit social media marketing to Facebook. Many small businesses successfully utilize LinkedIn, Twitter, Pinterest and even Snap Chat. Yelp provides a rating site where customers score businesses and post their own photos of their experiences. Many of our SBA 504 borrowers in the restaurant businesses utilize rating sites to build their brand and reputation. The feedback allows for real customer insights, good and bad.

Lastly and most importantly drive them where they can get more info... on your website!

With so many individuals and businesses posting, a lengthy post can get lost or skipped over while competing for your customer's limited attention span. Include a link to your website... drive them to a place where they can get more details, actually purchase a product and schedule a service.

I recently read in a Manta poll that 51 percent of business owners rely on social media as their top marketing tactic, with only 52 percent believing they get a positive return on investment from social media advertising... somewhat disap-

pointing! However, like with most things in life, practice makes perfect. Social media marketing takes time, consistency and in many cases a little help. You can always seek assistance from a pro, there are so many resources out there (even free) with beginner tutorial programs or webinars that can lend some advice... or perhaps you have a savvy millennial on staff that could use an extra responsibility!

It's always a thrill to learn when one of our SBA 504 Small business borrower's discover our financing option via social media or an internet search experience! We hope you will too... SBA 504 financing... it is an entrepreneur's perfect tool.

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FOCUS ON KING OF PRUSSIA

KING OF PRUSSIA ON TRACK TO BE ONE OF AMERICA'S MOST DESIRABLE EDGE CITIES

Since the King of Prussia District's (KOP-BID) creation in 2010, King of Prussia (KOP) has seen a dramatic transformation over the last seven years. As one of the Mid-Atlantic Region's best locations for business, KOP continues to be suburban Philadelphia's largest commercial, industrial, retail and hospitality center, and stands to grow into the image of one of America's most desirable edge cities.

"Upper Merion Township (UMT) created KOP-BID in 2010. Since then, UMT, KOP-BID, the County and hundreds of corporate partners have sparked a renaissance in KOP," said Bill Jenaway, Chairman of the Upper Merion Township Board of Supervisors. "We have worked together to establish a cohesive vision for the future of this great community."

Key Highlights That Show Growth and Energy in KOP:

\$1B in Economic Development Projects | These projects were recently completed or are currently under construction throughout KOP's retail, commercial and mixed-use corridors.

Commercial Office | In Q4 2010, total commercial office vacancy rate was 17.6%. In Q4 2016, that number was reduced to 11.9%.

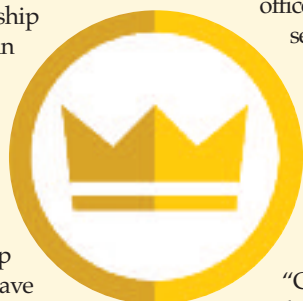
- Q4 2016 Class A commercial office vacancy was less than 8%.

New Housing | In 2010, no new housing units were under construction. In 2016, 2,500+ new, luxury, multi-family residential units were completed or under construction.

- It is projected that these properties will attract a large number of the current commuting population.
- A vast majority of the new housing units will have walkable access to retail, restaurants, hotels and commercial office buildings.

Attracting Corporate Headquarters | In 2010, KOP's profile was not top of mind for corporations. In 2016, three large companies established their corporate headquarters in KOP.

- The three companies will add a combined 1,285 new jobs to KOP and occupy nearly 400,000 SF.



Retail & Dining | KOP has become a test-market for the region, with dozens of retailers and restaurants selecting KOP as their first-to-market location.

- KOP is currently home to 6.9M SF of retail space, which accounts for 12.3% of all retail SF in Montgomery County.

Commercial Property Values | In 2010, KOP commercial property values were stagnant. By Q4 2016, commercial office real estate transactions were selling for \$250-\$300+ /per SF.

"2016 was an exciting year in King of Prussia," said Eric Goldstein, King of Prussia District Executive Director. "With impressive headlines such as 'The Hottest Zip Code in PA,' 'Crown Jewel of Development in the Philly Suburbs,' and 'Is King of Prussia the new Promised Land?' highlighting the impressive work being done in this community, we are energized by the momentum in KOP and believe that excitement is captured in our 2017 Report to the Community."

To view KOP-BID's 2017 Annual Report to the Community explore, visitKOP.com.

Additional projects that have the potential to shape the future of KOP, include:

King of Prussia Rail | The proposed project will extend the Norristown High Speed Line approximately five miles to KOP's largest employment centers. Currently in the planning stage, this rail extension will provide a public transportation connection between Center City, University City and King of Prussia.

- 55,000+ people currently commute to KOP for work. The added congestion highlights the need for better public transportation access.

KOP Business Park | The mixed-use zoning in the business park, along with KOP Rail, will allow for the 9-5 business park to transform into a vibrant neighborhood complete with a linear park, residential units, retail and more.

Interchanges | KOP-BID endorses plans developed by Montgomery County to improve the interchange at the Valley Forge exit of the PA Turnpike and create a new interchange at Henderson Road. Adding these access points will reduce congestion on local roads.



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FOCUS ON CREDIT UNIONS

Should Small Business Owners Turn To Alternative Lending?

When it comes to your personal finances, you might be familiar with names like Lending Tree or Rocket Mortgage, websites where you can quickly fill out an application and be approved for a loan in record time. These websites are part of a growing trend called “fintech” (financial technology) or alternate lending. But it’s not just for personal lending, small business owners are also turning to alternative lending for startup loans, working capital, lines of credit, or merchant cash advances.

THE REASON FOR ALTERNATIVE LENDING

Since the economic downturn of the Great Recession, traditional big-names banks have reduced their small business loans by 20 percent, according to a Harvard Business School study. This downturn was the perfect environment to open the door for online lenders offering an alternative option for small business owners who’d been denied a loan by their bank.

Phil Fry, Diamond’s Business Services Manager, knows that yet even more online lending methods are popping up every day.

“I hear their advertisements on satellite radio every morning, and I always wind up thinking, ‘If it is that easy to borrow money from them, then there has to be some catch,’” says Fry.

THE GOOD AND (MOSTLY) BAD OF ALTERNATIVE LENDING

What alternative lenders offer small business owners is a faster application and approval process. You receive funds the next day or even in a few hours... who wouldn’t want that?

What alternative lending options also offer is loans that aren’t regulated, higher interest rates and fees, and repayment terms that don’t necessarily work in your favor. Typical lending scenarios could look like this:

A merchant cash advance or other short-term loan with an aggressive payment arrangement that takes weekly or even daily dips from your incoming cash

Working capital loans with a repayment plan that is front loaded into the first few months of the loan term

Alternative lending is being compared to the sub-prime mortgage lending in the early

2000s that allowed homeowners to buy houses that cost much more than they could really afford. Just like the homeowners who couldn’t afford their mortgage or sell their home for a profit, small business owners could find themselves in trouble if their business takes a temporary downturn.

THERE IS A SAFER ALTERNATIVE

If a traditional corporate bank doesn’t seem like a good fit for your small business finance needs, there is another avenue you can investigate, your local credit union. A safer alternative to the “alternative,” credit unions offer a full-range of small business service accounts including commercial

loans, real estate loans, checking accounts, investment accounts, and business credit cards, with flexible terms, no or low fees, and competitive interest rates.

More than that, credit unions are dedicated to local decision-making and investing in the community, just like your small business is! The personal service you’ll receive by partnering with a credit union is leaps and bounds above what you’ll find at a large banking institution or a faceless online lender.

If you have more questions about your small business lending options, contact Diamond’s Business Services team at 610.326.5490.



Reality Fair volunteers from Diamond CU, Tri County FCU, and Wrigley's Office Supply pose during break between classes to show off their aprons.

Pottstown High School Students Get a Dose of Financial Reality

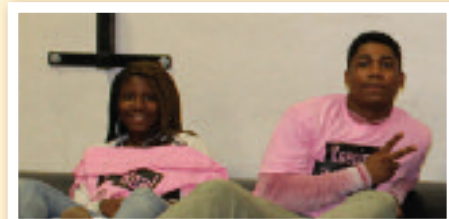
Diamond Credit Union, Tri County Area Federal Credit Union, and the Pennsylvania Credit Union Foundation sponsored a Financial Reality Fair at Pottstown High School.

During the third annual Financial Reality Fair at Pottstown High School, approximately 150 students participated in this “hands on” budgeting exercise to learn more about personal financial management in a one-day “real world” environment. In preparation for the Reality Fair, students chose a career and were provided with an in-depth budgeting sheet based on that career’s education level and salary.

Students were required to budget their money wisely to make ends meet for one month. Students visited 13 booths to find a place to live, obtain transportation, buy a cell phone, and pay for food and other essentials needed in everyday life. After visiting all of the booths, students balanced their budgets and reviewed their worksheet with a financial counselor.

John Faust, President/CEO of Diamond Credit Union and Andrew C. Pistoria, President/CEO of Tri County Area Federal Credit Union agreed that this event is a great example of credit unions working together to promote financial literacy. The team thanks the staff and students of Pottstown High School for welcoming both credit unions and making it a fantastic event.

The Reality Fair was coordinated by the marketing teams from and and was made possible with guidance and materials from the Pennsylvania Credit Union Association Foundation. Volunteers included employees from both credit unions and a representative from and Services. Souvenir T-shirts for the students were donated by Wrigley’s as well.



Pottstown High School Students show off their Reality Fair T-shirts after finishing the financial literacy exercise. The t-shirts were donated by Wrigley's Business Products and Services and given as a reward for participation.



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When Should You Consider Refinancing?

Home ownership is a long-term investment toward your financial future. But, as you grow within your home, your financial needs may change. It's important to know what options may be available.

As you continue to pay down against your existing mortgage, equity can build greatly. There can be a variety of reasons why an individual may take advantage of equity and consider refinancing their existing home.

Longtime homeowners can cut interest rates significantly while saving a bundle over the life of the loan. Someone with seven to 10 years of homeownership can find many advantages as well.

Here are a few signs it's time to use your home to put money back in your pocket:

You can cut your interest rate by a percentage point or more. The low-rate environment the housing market has enjoyed for several years won't stay that way for long. If your mortgage is in the 5 to 7 percent range, it's time to take advantage. Take a look at these examples:

For example, a 15-year, \$150,000 mortgage at 6 percent interest would accrue

about \$78,000 in interest over the life of the loan. Compare that to \$47,000 in interest at just under 4 percent on the same home and you'd save roughly \$31,000 in savings.

Consequently, you can lower your monthly payment too, making room for items like home improvements in the short term.

You may consider converting an adjustable rate mortgage to a fixed. If your interest rate is close to increasing, it's a great time to extend a lower fixed rate. Not only will you continue to save, you'll also be keeping your monthly payment predictable.

Visions Federal Credit Union makes refinancing easy with its No Problem Mortgage products, which include low interest rates and no closing costs. Visit visionsfcu.org/NoProblem to see if a refi is a good financial fit for you.

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FOCUS ON BOYERTOWN



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Enter the 5th Annual Home Garden Contest



With categories for both new and experienced gardeners, the 2017 Home Garden Contest is open to all residents of Boyertown and Pottstown Boroughs. There is even a category for kids! If you're interested in being more active, beautifying your community, and possibly winning a little extra cash, then we say... **Grow For It!** Hosted by Building a Better Boyertown, Pottstown Area Health & Wellness Foundation, and MOSAIC Community Land Trust. Registration opened March 13th, 2017 and closes June 13th, 2017.

To enter or for more details, visit www.HomeGardenContest.com

For more information about other Boyertown activities please visit www.boyertownpa.org or contact Emma Dinnocenti, Building a Better Boyertown, Main Street Assistant Manager, at 610-369-3054 or assistant@boyertownpa.org. If you'd like to volunteer for this event or participate in future events in downtown Boyertown call 610-369-3054 or e-mail assistant@boyertownpa.org

Ribbon Cutting Celebration for Barn Fresh Vintage Market

Boyertown, Pennsylvania.

On Friday March 31st, 2017 at 4:00 PM a ribbon cutting was held for the grand re-opening of **Barn Fresh Vintage Market** in Boyertown. Hosted by Building a Better Boyertown and the TriCounty Area Chamber of Commerce, the ribbon cutting event is part of the organizations strategy in supporting local business. The address for the business is 311 County Line Road, Boyertown, PA 19512 situated directly from route 100.

For more information about available properties and other Boyertown activities please visit www.boyertownpa.org or contact Emma Dinnocenti, Building a Better Boyertown, Main Street Assistant Manager, at 610-369-3054 or assistant@boyertownpa.org. If you'd like to volunteer for this event or participate in future events in downtown Boyertown call 610.369.3054.

ABOUT BUILDING A BETTER BOYERTOWN: BBB is a non-profit Main Street Revitalization Organization that is dedicated solely to the revitalization of the designated Downtown Boyertown community. We provide Outreach, Business Retention Assistance, Business Recruitment for vacant properties, Visual Merchandising Assistance, Façade Grant Assistance, Promotional Activities and Events, and more, per the National Main Street's Four Point Approach to communities. BBB is a strong advocate for the Boyertown Community initiative and is active in many strategic partnerships which promote revitalization and reinvestment in the community.



Barn Fresh Vintage Market



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Thrivent Named a 'World's Most Ethical Company'

Thrivent Financial recently announced that it has been recognized by the Ethisphere Institute, a global leader in defining and advancing the standards of ethical business practices, as a 2017 World's Most Ethical Company®.

The World's Most Ethical Companies designation recognizes those organizations that have had a material impact on the way business is conducted by fostering a culture of ethics and transparency at every level of the company.

For six years in a row, Thrivent's commitment to operating with ethical business standards and practices has been highlighted by this honor. This continued recognition ensures long-term value to members, employees, suppliers, regulators and investors. Thrivent is one of only seven companies in the Financial Services category honored this year.

"For the last six years, Thrivent has been honored to be named a World's Most Ethical Company," said Brad Hewitt, CEO of Thrivent Financial. "As we serve our members and strive to be an ethical company through our actions and business practices, we are honored to be recognized as leaders."



"Thrivent lives out its mission of helping Christians be wise with money and live generously every day in the ways they manage their business, serve their members, invest in their communities, and engage with their employees," stated Ethisphere's Chief Executive Officer, Timothy Erblach. "Congratulations to everyone at Thrivent for being recognized as a 2017 World's Most Ethical Company."

The World's Most Ethical Company assessment is based upon the Ethisphere Institute's Ethics Quotient® (EQ) framework which offers a quantitative way to assess a company's performance in an objective, consistent and standardized way. The information collected provides a comprehensive sampling of definitive criteria of core competencies, rather than all aspects of corporate governance, risk, sustainability, compliance and ethics.

Scores are generated in five key categories: ethics and compliance program (35%), corporate citizenship and responsibility (20%), culture of ethics (20%), governance (15%) and leadership, innovation and reputation (10%) and provided to all companies who participate in the process.

The full list of the 2017 World's Most Ethical Companies can be found at <http://ethisphere.com/worlds-most-ethical/wme-honorees/>

Thrivent Financial is looking for talented individuals to join the organization. Those interested in a career with Thrivent Financial can visit www.thrivent.com/careers.

Thrivent Financial is represented in the Boyertown area by Boyertown Financial Associates, which includes: Dawn L. Johnson, 11 E. Philadelphia Ave., 610.367.1904. Beth E. Bebb, ChFC, CASL, FIC, 11 E. Philadelphia Ave., 610.367.1904.



"The Team" at Everything Printing & Shipping Center

Pictured Left to Right: Karl Arrenon, Zach Ralph, Ben McCluskey, Lee Levensgood and David Gomolka.

Everything Printing & Shipping Center

Everything Printing & Shipping Center provides a wide variety of services from printing, to bulk mailing, to retail shipping . . . too many to list. A large number of services are provided same day or next day, even while you wait. "Everything" is a hard name to live up to, but the team at Everything Printing works hard to make that happen.

Everything Printing & Shipping Center was started in 2004 by Lee Levensgood, local resident and Boyertown Graduate.



The goal was and still is to provide excellent services that support the growth of local businesses, local organizations, business people and those involved in home-based businesses. Quality work, friendly and knowledgeable service, fast turnaround and customer satisfaction are the foundation of Everything Printing. Additional information is available at www.EverythingPrint.us.



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FOCUS ON BOYERTOWN

PA Industrial Equipment, Inc.

It's our 40th anniversary! PA Industrial Equipment Inc. is a full service forklift and material handling equipment dealership started in 1977 by Roy Bramm Jr. Although we started out just repairing forklifts, we have grown to offer new and used equipment as well as parts, forklift rentals and operator training. We now have locations in Boyertown, Pa. and New Holland, Pa. to better serve all of our customers.

Service has always been and remains our number one focus. Our service techs all have 10 or more years' experience in the industry and are factory trained. Our goal is to keep our customers' equipment running efficiently and cost effectively. This means that we respond quickly to breakdown calls. Because of our well-stocked service vans, equipment is often repaired on site with little down time. For more extensive repairs, PA Industrial Equipment Inc. will haul your forklift to one of our well-equipped, modern shops and provide a low cost rental forklift for the duration of the repair. For customers who maintain their own fleet, PA Industrial Equipment

Inc. has a full parts department to assist you in sourcing parts for any make or model of forklift.

PA Industrial Equipment Inc. offers additional service options for our customers, including planned maintenance contracts and full maintenance contracts. Planned maintenance involves our technician coming on site at regular intervals to perform basic maintenance like oil changes and safety inspections. Planned maintenance schedules can be established for intervals of 30 days, 90 days or even annually depending on the forklift usage. For customers who prefer to budget in advance, Full Maintenance contracts can be established in which the customer pays one monthly fee to cover any repairs needed on their forklift(s). Our sales and service representatives will be happy to discuss these options and help the customer determine what method is most appropriate.

Sometimes a new forklift needs to be purchased. PA Industrial Equipment Inc. can help you with: New Forklifts; Used Forklifts — all makes and models; Electric Pallet Jacks



and Narrow Aisle Lifts; Scissor and Boom Lifts; and Floor sweepers and scrubbers.

Our used inventory is comprised of trade-in units and late model off lease equipment. Units are thoroughly inspected in our shop and sold with warranty. If you aren't sure what specifications will work best for you, PA Industrial Equipment's sales team can do an on-site survey and recommend the forklift that will perform best for you at your location. Financing options are available to suit most customers' budgets.

For customers not ready to make a purchase or who have a seasonal need, PA Industrial Equipment Inc. provides short and long term rental equipment. We deliver and pick up all equipment with our own delivery truck which allows for ground delivery as well as delivery to a loading dock. Our rental fleet consists of new and late model forklifts and scissor lifts that are well maintained and won't leave you hanging!

The safety of our employees and yours is of the utmost concern at PA Industrial Equipment. That is why we offer two forklift operator training options. For customers looking to keep training in house, we offer a complete OSHA compliant training kit. The kit includes an instructional DVD, training materials, a written test and certification cards for 25 operators. PA Industrial Equipment Inc. can also provide a trainer on-site to work with your employees to complete an OSHA compliant training. On-site training includes instruction, a written test and a driving test done at your site with your forklifts. Prices vary depending on the number of employees that need training. Scissor lift training is also available.



For more information on forklift service, forklift training or equipment rentals, our staff is waiting to help you in Boyertown at 610.369.9778 or New Holland at 717.355.2110.

In conclusion, all of us at PA Industrial Equipment would like to thank our customers for allowing us to celebrate 40 years in business! Let us use our experienced techs and sales team to help YOU achieve your business goals for the next 40 years and beyond!





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ADVENTURES IN STATE BUDGET WONDERLAND



By Bob Dick, Commonwealth Foundation

In Lewis Carroll's classic wonderland tale, Alice famously asks the Cheshire Cat, "Would you tell me, please, which way I ought to go from here?" "That depends a good deal on where you want to get to," the feline answers. The response was meant for Alice, but it could equally apply to those asking what's next for Pennsylvania.

Fortunately, the state House is more decisive than Alice. House lawmakers opted for the path of fiscal responsibility by passing a budget that confronts state government's spending habit head-on while rejecting tax hikes. Gov. Wolf's proposed budget also recognized the need to streamline government but still included large spending increases and \$1 billion in higher taxes, averaging \$315 per family of four.

While the gap between the two visions is wide, the sides are dramatically closer than prior years, signaling an on-time budget is possible. Gov. Wolf even set a conciliatory tone by dubbing the House's fiscally conservative budget a "good starting point."

As the budget heads to the Senate, where should lawmakers go from here? That depends on where they want Pennsylvania to "get to." To put our state on a trajectory of economic growth and opportunity for all, they should ensure the budget holds to the following principles.

No Tax Hikes

Were the House budget to become law, Pennsylvanians could breathe a sigh of relief that their state tax bills would not increase. Given state residents already bear the 15th-highest state and local tax burden in the nation—a crushing load that contributed to the commonwealth's popula-

tion shrinking last year for the first time in 31 years—"no tax hikes" are three words Pennsylvanians want to hear.

Notably, lawmakers rejected tax increases despite facing a revenue shortfall that has already reached \$679 million this fiscal year. To bridge the gap, lawmakers are reportedly considering options including gambling legalization, partial liquor privatization, and one-time revenue shifts.

While long-term reforms are preferable, these options are better than tax hikes. As budget negotiations continue, lawmakers should remain firm in opposing higher taxes on working Pennsylvanians.

Spending Intervention

In a welcome departure from recent budgets, the House budget keeps spending growth below the rate of inflation plus population changes, as outlined in the Taxpayer Protection Act. For the past 47 years, state spending has tracked consistently upward at an unsustainable pace, increasing by an inflation-adjusted 189 percent or \$4,103 per person.

By controlling the rate of spending growth, lawmakers are drawing a line to protect personal and family budgets across the commonwealth.

(Continued on page 23)



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Based in Royersford, LMS has a strong tie to the local community. In an effort to give back, LMS provides heavily discounted services to local non-profits, and awards a full website package to a worthy non-profit organization each year.

To date, LMS has developed more than 300 websites for its clients. This is in large part due to their affordable pricing and payment flexibility. They offer monthly payment options, which allows businesses to spread the investment out over 12 months instead of making a large one-time payment.

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LMS is a Google Certified Partner, and CEO David Akers is one of a handful of individuals across the country to earn the designation of Google Partner Specialist, meaning he has successfully passed the Google AdWords Advertising Exams in six areas of focus.

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ADVENTURES IN STATE BUDGET WONDERLAND

(Continued from page 21)

Corporate Welfare Cuts

Pennsylvanians deserve a budget that works for all, not just the politically connected. Our state leads the nation in corporate welfare spending, yet has little to show for it. While the House budget does not leave wasteful business subsidies entirely by the wayside, it reduces them by more than \$56 million, with even more cuts possible.

By recognizing government should not pick winners and losers, the House budget takes an important step toward expanding opportunity for all job creators and workers. Lawmakers should keep steady on this path and work to further reduce corporate welfare handouts—like the \$250 million taxpayers send to the horse racing industry every year.

A Reimagined Government

As lawmakers and Gov. Wolf recognize, moving Pennsylvania forward will require reimagining state government. The House budget starts down this road by expanding on last year's progress toward ending government's liquor monopoly and beginning to

tackle critical human services and corrections reforms.

Any discussion of state spending must also include our public pension system. Both the House and Senate are taking steps toward structural pension reform that will increase options for public workers while respecting taxpayer dollars. Making this reform a reality is critical to our state's future.

During her adventures in Wonderland, Alice didn't much care where she ended up, so the Cheshire Cat said it didn't matter which way she went.

Unlike Alice, Pennsylvanians care about what lies ahead. They want a state where their families and communities are set up for success.

By controlling spending, rejecting tax hikes, and pursuing structural forms, lawmakers can pave the way for opportunity and economic growth and define the next chapter in Pennsylvania's story.

Bob Dick is a senior policy analyst with the Commonwealth Foundation, Pennsylvania's free-market think tank.

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ROUTE 422 BUSINESS ADVISOR GOLF GUIDE

Spring Hollow Golf Club

Spring Hollow Golf Club, 3350 Schuylkill Road (Route 724), Spring City, is a challenging, 18-hole public Golf Course with a full-service restaurant and banquet facilities that opened in 1994 in beautiful Chester County. Spring Hollow Golf Club is truly a hidden treasure of the Tri-County Area. The golf course was designed Architect John Thompson who created a layout that blends in the features of this one time dairy farm. The frequent elevation changes and multiple sets of tees affords players not only challenging shot selections, but also beautiful views of the surrounding area.

The Grille is the full-service restaurant at Spring Hollow. With its comfortable setting it is a great place to meet friends after work or to have a relaxing sit-down dinner. In the warmer months, you can dine outside on the covered deck or on the patio while overlooking the golf course.

The Banquet facilities at Spring Hollow can be used for Social functions, Weddings, Business meetings, Golf Outings and many other types of events. For additional information, please call 610.948.5566.

Hickory Valley Golf Club

Welcome to Hickory Valley Golf Club, featuring Pennsylvania's "BEST 36 Holes." Hickory Valley Golf Club, located in Gilbertsville, boasts 36 Championship Holes on two exquisite courses — The Presidential and the Ambassador.

The flagship of Hickory Valley, the **Presidential Course** combines something new with something old, as the layout incorporates nine of the original 27 holes with a memorable trip through an abandoned nursery over the new nine holes.

The Presidential first will capture your imagination as it escorts our guests across wide fairways, large undulating greens and vast array of bunkers, lakes and environ-

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mentally sensitive areas. Including the signature Par 4 Second, a 450-yard gentle dogleg to the right that requires a long and accurate tee shot, setting up a carry to bunkered green guarded on the right by a large pond. As you make the turn to the back nine, the course tightens just a bit. The closing on the Presidential can be most challenging and require your undivided attention, as you may be faced with three of the best finishing holes you'll find anywhere.

The rewards and acknowledgments of quality of The Presidential are vast — a prestigious *Golf Digest* 4-star rating since opening in 1996, a *Golf Styles Magazine* "Top 100 Golf Course," and a *ZAGAT Survey* "Must Play."

Although shorter in length at 6,450 yards than its sibling, the elder statesmen Ambassador more than makes up for it in a classic mature design. What seems benign on the scorecard is not the case, as the routing weaves its way through massive 70-foot high hardwoods to gently rolling greens that slope from back to front. Continuously

praised from both the occasional as well as the accomplished golfer, the Ambassador is a course for all ages and levels of ability. The Ambassador offers impeccably conditioned fairways and some of the smallest and smoothest putting surfaces in the region.

Ever the cordial diplomat, The Ambassador does have its own version of "golf hardball" when making a strong stand for it, including the 610-yard par five 9th hole and the 465 yard par four 13, where many a quality round has gone astray...

Ranked by *Golf Digest* at three and half stars, the Ambassador will thrill you with its natural beauty and creativity.

Lessons and Golf Shop

Hickory Valley Golf Shop is stocked with golf balls from Titleist, Callaway, Bridgestone, Taylor Made, Precept and others. Clothing from Ashworth, Ahead, Antigua." For golf clubs, see Ping Certified" Head Golf Professional and Director of Golf Operations, Steve HOLAUCHOCK for a person-

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al fitting. Teaching golf is one of Mr. Holauchock's passions, as he has worked for *Golf Digest Magazine* in the past as an Associate Instructor throughout the country.

Hickory Valley Golf Course is located at 1921 Ludwig Road, Gilbertsville, PA 19525. For additional information, please call 610.754.7733 and visit www.hickoryvalley.com.

Arrowhead Golf Club

Arrowhead Golf Club, a mature and challenging public golf course with 27 meticulously maintained holes nestled in a serene woodland setting, is conveniently located in Douglassville, just five minutes from the intersection of Routes 422 and 662 North.

There is a fully stocked Pro Shop at Arrowhead Golf Course. You can buy anything from the golf balls and golfing supplies you need in order to play a round to the clubs, bags, clothing, and accessories that you need to either begin the sport or upgrade your tools of the trade. You can also visit the online store and obtain online coupons at www.arrowheadgolf.net.

Arrowhead has a snack bar at the Pro Shop where you can get sandwiches and sodas at any time during the day. They also have a Snack Shop at the 10th hole where you can get sandwiches on the weekends or use vending machines during the week. There are restrooms at the Snack Shop as well.

Having an outing for your business, or a fundraiser for your favorite organization? Arrowhead has plenty of room for social and industrial leagues, daytime and evening. The course can accommodate up to 200 golfers, playing on 18 holes with carts, or more players if some are willing to walk. The covered pavilion has three open sides, and will seat up to 150 people. The use of the pavilion is at no charge. Arrowhead is happy to provide catering for your event, or you can provide the catering yourself.

You are invited to visit Arrowhead and find out why they are one of the leading public golf courses in Southeastern Pennsylvania. If you would like information about outings or anything they have for sale, or if you need advice about buying equipment or supplies, please call Arrowhead at 610.582.4258. And visit Arrowhead online at www.arrowheadgolf.net.

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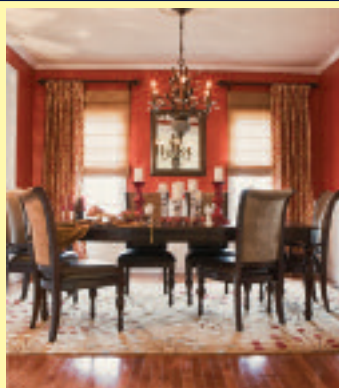
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ROUTE 422 BUSINESS ADVISOR DINING GUIDE

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Ye Old Coventry Pub

Good Food, Good Friends and Good Times has been the motto of the Coventry Pub for many years. Conveniently located South of Pottstown and North of Bucktown on Route 100, the Coventry Pub was originally a farmhouse, and started as a pub in 1960. Ye Old Coventry Pub is famous for its hand carved roast beef — cooked and carved from a standing beef roast, and home-made snapper soup. In addition, the Pub features a full lunch and dinner menu, and a variety of sandwiches and salads, as well as a comfortable bar. The friendly Pub is a perfect place to watch sports and chat. The Pub also has a separate dining room, and we have patio dining — weather permitting — dogs are welcome to sit out at the patio.

Daily specials: Every Monday— special "2-for-dinners" with five choices — chef special dinners; Tuesday — Taco Tuesday; Wednesday — Burger Day specials; Thursday — Clam special & Trivia, 8-10 P.M. featuring fun and prizes. Weekend dinner specials include Prime Rib; Saturday afternoon — Soup and Sandwich special; Sunday — Family Day-Wert's Birch Beer on tap from 1960s, a local favorite from Topton; Shepherd's pie and children's menu.

The Coventry Pub features 11 drafts with three rotating seasonal taps. There is always a draft and cocktail special. Check out our Facebook page for daily specials and events. For more information, please call 610.323.5790.



Gettin Crabby At The Crab Barn

At Gettin Crabby At The Crab Barn, 2613 Hampden Blvd. in Reading, we offer delicious seafood and a large craft beer selection for Berks County and the surrounding area. From our succulent crab legs and lobster tails to our steamers and sandwiches, you'll be extremely satisfied with every bite.

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BUSINESS PROFILE

Marco Motors

Marco Motors, located in Collegeville, is celebrating 37 years in business as independent Volvo specialists, providing foreign and domestic auto repairs.

Family owned and operated, Marco Motors was started by Howard and Cathy Maris in 1980, and now their sons David and Chris are keeping the tradition going strong. When it comes to your vehicle's repairs, make sure it has the service it deserves. Our automotive and air-conditioning repair experts have been serving the community for more than 37 years. Let us provide your vehicle with the level of care it deserves.

Marco Motors Inc. is a Bosch Service Center and specializes in foreign & domestic automotive services. Our experts deliver real results to drivers just like you, day in, day out, and our shop is specifically equipped to service Volvo & European cars. In addition, our ASE Master Technicians service most other foreign and domestic vehicles.

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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.

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

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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

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

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.

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.

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!

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; Real 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

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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 Tacynec**, 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

Summer Consignment tickets are here!

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

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

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.**



THANK YOU

April's Email Sponsor:



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



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LUNCHEON

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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.

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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

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

SILVER SPONSORS

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



Over the past 87 years, Boyerstown 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, Boyerstown 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.BoyerstownOil.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 Boyerstown. 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 nonprofit's 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:



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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.

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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.

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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

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Boyertown, 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:



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

RIBBON CUTTINGS



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



State Farm –
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Agent,
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TriCounty
Active Adult
Center,
288 Moser Rd.,
Suite 1,
Pottstown, PA
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Pottstown Dance Theatre Will Return to the Olympic Games

The Pottstown Dance Theatre, the ONLY school in the region that was invited to and performed in London during the 2012 Olympic Games, will return to the Games in Tokyo for 2020. The dancers are excited but are not waiting around for this event in order to perform on a world stage. Members of the Repertory Ensemble will be performing at Carnegie Hall in New York City in January of 2018. The school works year round to keep dancers performing and at their best levels both technically and artistically.

The school was founded in 1964 by Phyllis Dersh Rudzitis. In 2001, international dance artist Michelle Jones Wurtz became the new director. Since then, she has taken students to the international dance festival in Poland, to Lincoln Center in New York, to Carnegie Hall in New York, and most notably to London during the

2012 Olympic Games. Dancers are encouraged to become artists in their own right and have many performing opportunities locally and on international stages. Students learn an art form while developing friendships that often last a lifetime.

The school is currently accepting registrations for their summer classes and camps. Beginning June 17, there will be a weekly morning ballet class from 10:30-12 followed by pointe technique from 12-12:45 for various levels. The first summer daily camp begins on June 19 and the regular evening classes begin on July 10. **DANCERS FOR THE 2020 OLYMPIC GAMES ARE NEEDED AS ARE DANCERS FOR CARNEGIE HALL.** For more information and to register please call the school at 610.323.2569. You can also visit the school's website at www.pottstowndance.com.

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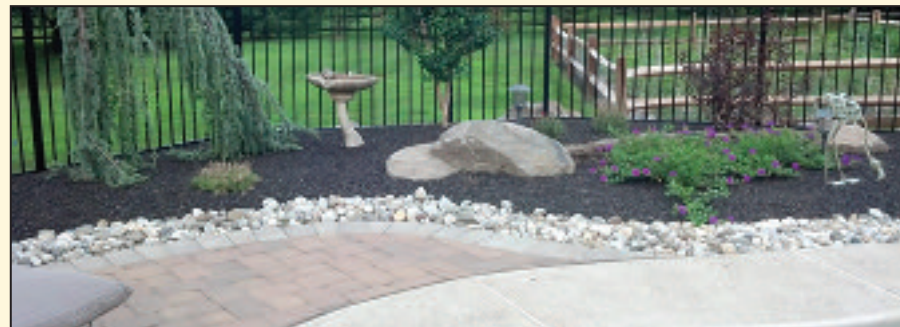
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“These will help ensure that your medical decisions and estate will be handled in the manner you wish. It is essential to have these advanced directives in place and to discuss your wishes regarding medical care and end of life with your family and your doctor,” explains Theresa DeLaine, Business Development Specialist ManorCare Health Service – Pottstown.

ManorCare Health Services-Pottstown is offering a free brochure, *Advanced Directives – Why It's Important*, which contains tips on paper planning and securing your directives. For a free copy, please call 610.323.1837.

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Why I Joined Rotary?

By Nick Yannessa

Before I tell you why I joined the Pottstown Rotary Club, I would like to tell you about myself. My name is Nick Yannessa. I am a 2006 Graduate of Pottsgrove High School. While attending Pottsgrove, I attended Western Montgomery Career and Technology Center for Automotive Technology. After that, I attended Northampton Community College for Automotive Technology, receiving an A.A.S. in 2008. I then transferred to Pace University receiving a B.B.A in Management/Entrepreneurship in 2011. My school was mere blocks from Wall Street, so I had a front row seat to the "Crash of 2008." The New York job market wasn't the best, so I came back to Pottstown. I started working full time at our family's business, Wheels In Motion; helping it grow and move to our new location at 525 E. High St. (Former Dames Chevrolet). We offer Auto Repair, Auto Body Repair, and Auto Detailing among other services.

The reason I joined Rotary: Dave Czarnecki. I had heard of the Rotary but never knew much about it. Dave has known my family before I was even born. He had encouraged me to come to a few meetings because "we need younger members." He also thought it would be beneficial for me to grow personally and professionally. After going to a few meetings and talking to everyone, I really started to enjoy it. Everyone talks about the negative around Pottstown and the rest world, and it was great to meet a group of people making Pottstown and the world a better place. There truly is power in numbers. Being able to join an organization that you can learn from, while helping others, is a truly rewarding experience. It also doesn't hurt being the only "car guy" in the group. At one point or another, a member has a car issue that they need help solving and I would like to think having me as a resource has been beneficial.

In my free time, I like to read, watch the Eagles and Sixers, enjoy my 1961 Impala and 1996 Cadillac, model trains, work out, and ride my bicycle. I like to travel and find myself going to Atlantic City, Philadelphia, and NYC most often. I also enjoy the outdoors, going to museums, concerts, and of course my two black cats (Mother and Daughter) among other things. I have a girlfriend Mary, 6-year-old son Seth, and we are expecting a daughter Aurora Rose in June.

I am excited to see what the future brings for my family, business, and life in general. I am still hoping for that elusive Eagles Super Bowl win! I know that whatever life brings, being a Rotarian will be a part of it.



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LEGAL PERSPECTIVES

By Julie J. Marburger, Esquire, Wolf, Baldwin & Associates, P.C.

Just the word "divorce" is scary enough for most people, without even the consideration of what the process entails.

Add in the myriad issues and problems that could crop up and most people find the entire process to be draining and frustrating. Having an understanding of the process and a lawyer whose practice style aligns with your goals can help alleviate some of the headache involved.

Pennsylvania has two broad categories of divorce – fault and no fault. Under Section 3301(a) of the Pennsylvania Divorce Code, the fault section, the court may grant a divorce to the innocent and injured spouse whenever it is judged that the other spouse has: committed willful and malicious desertion; committed adultery; endangered the life or health of the injured and innocent spouse; knowingly entered into a bigamous marriage; been sentenced to imprisonment for a term of two or more years upon conviction of having committed a crime; or; offered such indignities to the innocent and injured spouse as to render that spouse's condition intolerable and life burdensome. Most cases do not proceed under a fault divorce because it is time-consuming and costly. In addition, if the court does not find that the injured spouse meets the burden of proof, the divorce will not be granted.

As for no-fault divorce, there are two subcategories, irretrievable breakdown and separation. Under Section 3301(c) of the Pennsylvania Divorce Code, the court may grant a divorce when the marriage is irretrievably broken, 90 days have elapsed from the date of commencement of the divorce proceedings, and each of the parties consents to the divorce. Under Section 3301(d) of the Pennsylvania Divorce Code, the court may grant a divorce where a complaint has been filed alleging that the marriage is irretrievably broken, the parties have lived separate and apart for a period

of at least one year and that the marriage is irretrievably broken.

When filing a divorce complaint, in addition to the count for divorce, several other counts or claims are usually included. The most common counts are equitable distribution and APL/Alimony. Equitable distribution is the division of the marital property. When dividing the marital property, the courts consider the following factors:

- (1) The length of the marriage.
- (2) Any prior marriage of either party.
- (3) The age, health, station, amount and sources of income, vocational skills, employability, estate, liabilities and needs of each of the parties.
- (4) The contribution by one party to the education, training or increased earning power of the other party.
- (5) The opportunity of each party for future acquisitions of capital assets and income.
- (6) The sources of income of both parties, including, but not limited to, medical, retirement, insurance or other benefits.
- (7) The contribution or dissipation of each party in the acquisition, preservation, depreciation or appreciation of the marital property, including the contribution of a party as homemaker.
- (8) The value of the property set apart to each party.
- (9) The standard of living of the parties established during the marriage.

(Continued on page 49)

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Bon Homie Adult Day Center – Part of the Community Experience

What is a community? A question that we as a company have come to wrestle with in the last few months. Community is a unified body of individuals or group of people with common interests or characteristics.

Many of us consider our neighborhood, our church, our work environment, and our social groups all separate communities in which we are involved. Sometimes they overlap and sometimes they are separate entities within our life experiences.

This year, the Office of Developmental Programs has developed a new service definition, Community Participation Supports, to the waivers that support the clients we serve in our day program. The goal and scope of these supports is to ensure that individuals receiving services through Home and Community Based Service programs have full access to the benefits of community living and to further expand the opportunities for meaningful community integration. This service definition requires providers of waiver recipients (more than three quarters of our client population) to pursue a more community based participation aspect to their program. The expectation of this service definition is to require that day programs take the individuals served under these waivers out

into the community throughout the week. Our concerns with this requirement is threefold: it will require us to focus on two very different programs resulting in a compromise to both, it will require us to add additional staff to care for our medically fragile clients out in the community, and it would require us to acquire, insure, and maintain vehicles or contract for transportation services. The question we are left to ask, “by whose definition and experience of community is this decision based on; and more importantly, is this in the best interest of the clients that are very happy and safe with the community they participate in at Bon Homie, Ltd., as are their caregivers?

For those who are not familiar with Bon Homie Adult Day Center, we opened as an Adult Day Care Center in 1992 for the aging population; soon after we realized there was a group of adult developmentally disabled individuals that were also seeking day care services, and added the Adult Training Center License to be able to meet their needs as well. Over the years, we have progressed from a small day care program for the aging, and have emerged into a diverse community that serves aging adults, adults with developmental disabilities, those that have suffered life altering injuries, and those with chronic illnesses that affects their

ability to safely be home alone. Here they are offered activities, assistance with activities of daily living, nursing services, dietary assistance, some even receive PT/OT services, but perhaps most importantly is the sense of community they receive, this is their community where they form friendships and bond over common interests with each other, the staff, and the volunteers that come in. We, and many of the families we serve, have concerns over the ability to provide adequate care and services to these individuals out in the community and question whether some of the proposed outings are of substantial benefits to these individuals.

Over the years, Bon Homie has not only served the clientele that utilize our services but also the community in which we are located. We bring in local entertainment groups and school performers to entertain our clients. Our doors have been opened to several organizations and individuals to complete their outreach and community service projects. From individuals doing community service hours for church, to groups of students coming from school to help with certain endeavors over the course of a semester. We’ve hosted individual students working on work study and office skills, and vocational students seeking a transition into the work world, as well as retired individuals looking to put their free time to use. In addition, we find more colleges reaching out for individuals to gain community health experience for their social work and nursing programs. All of these visitors help our clientele to have a voice and tell their story, to showcase the abilities they have, and to make the people that visit see them as more than their disability and to hopefully go out into the rest of the community willing to start a conversation or offer a helping hand to those like them.

In the future, we are hoping to forge even more relationships with schools, community youth and adult groups, and individuals that would like to bring their abilities and specialties to the community of Bon Homie. We have created a nonprofit in June of 2016 to help support

these efforts; we call it the **Bon Homie Better Days Foundation** and it is designed to support individuals through activities focusing on community interaction and to promote more complete and healthy living styles. This was started primarily to start implementing the increased community involvement that was at the time being proposed by the Final Rule.

One of the first areas that the foundation will focus on is a program we call “The Shed”. This small, on site structure with a greenhouse attached, will be located on our property. It will be an avenue for individuals to see the goods and projects they worked on, displayed and available for purchase. Items may include home grown vegetable plants, flowers, crafts such as greeting cards, gift tags, and holiday ornaments, wood and slate projects and sewing projects. Baked goods, coffee and seasonal drinks may also be offered at “The Shed”. We look for this opportunity to give everyone that chooses to participate a feeling of responsibility allowing them to focus on communication, money handling and organizational skills, as well as community interaction. We hope they will feel a sense of pride and ownership.

As part of this outreach program, we are looking to develop a community volunteer program. These volunteers will be part of a group that staff can rely on to assist in various areas of the program. They will be scheduled on specific days and times. They may also work with specific individuals. Additional therapies and exercise programs, including a walking club, and educational programs are planned to improve and maintain a healthy life style. Individuals will be able to track their progress and growth as they participate in these programs.

For information on our programs you can visit <http://www.bonhomieadc.com> and for more information on The Final Rule you can visit the PA department of Human services website.

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LEGAL PERSPECTIVES

(Continued from page 47)

(10) The economic circumstances of each party at the time the division of property is to become effective.

(10.1) The Federal, State and local tax ramifications associated with each asset to be divided, distributed or assigned, which ramifications need not be immediate and certain.

(10.2) The expense of sale, transfer or liquidation associated with a particular asset, which expense need not be immediate and certain.

(11) Whether the party will be serving as the custodian of any dependent minor children.

Typically, when the court addresses equitable distribution, it will essentially add up the values of all the marital assets and subtract the liabilities to determine the value of the marital estate. Once the value of the marital estate is determined, the estate will be divided. Assets and debts will be allocated in accordance with whatever percentage the parties have agreed upon or the court has found appropriate based on the equitable distribution factors. A good portion of cases in Pennsylvania are split 50/50, but that is not the case in each circumstance.

The other common count is for APL and alimony. APL is short for Alimony *pendente lite*, which is support for the duration of the divorce proceedings. APL is awarded to equalize the parties' ability to maintain or defend the divorce action. The general formula to calculate APL is to subtract the lower earner's monthly net income from the high earner's monthly net income. The difference is then multiplied by 40% to arrive at the preliminary support amount.

Alimony, on the other hand, is an order for support after the divorce is finalized. Alimony is not calculated on a formula but the courts take into consideration sev-

enteen factors when considering an alimony award. These factors are:

(1) The relative earnings and earning capacities of the parties.

(2) The ages and the physical, mental and emotional conditions of the parties.

(3) The sources of income of both parties, including, but not limited to, medical, retirement, insurance or other benefits.

(4) The expectancies and inheritances of the parties.

(5) The duration of the marriage.

(6) The contribution by one party to the education, training or increased earning power of the other party.

(7) The extent to which the earning power, expenses or financial obligations of a party will be affected by reason of serving as the custodian of a minor child.

(8) The standard of living of the parties established during the marriage.

(9) The relative education of the parties and the time necessary to acquire sufficient education or training to enable the party seeking alimony to find appropriate employment.

(10) The relative assets and liabilities of the parties.

(11) The property brought to the marriage by either party.

(12) The contribution of a spouse as homemaker.

(13) The relative needs of the parties.

(14) The marital misconduct of either of the parties during the marriage.

(15) The Federal, State and local tax ramifications of the alimony award.

(16) Whether the party seeking alimony lacks sufficient property to provide for the party's reasonable needs.

(17) Whether the party seeking alimony is incapable of self-support through appropriate employment.

(Continued on page 50)

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LEGAL PERSPECTIVES

(Continued from page 49)

The process for the divorce proceedings can take months or it can take years. Once the divorce is filed, the parties typically undergo discovery, which consists of the parties gathering and exchanging information. There are two types of discovery that can be conducted – informal and formal. Informal discovery means the parties cooperate with one another and provide documents and statements regarding assets and liability. Formal discovery consists of Requests for Production of Documents and Interrogatories. Interrogatories are a list of questions sent to a party that must be answered under oath.

After discovery is complete, most divorce cases proceed into the negotiation phase. During this time the parties will typically exchange offers in an attempt to settle the case. If the parties are able to reach an agreement, a document will be drafted that reflects the agreement and the divorce can be finalized. If the parties are unable to reach an agreement, one party will usually file to have a master appointed to the case. The master will attempt to

facilitate an agreement and if he or she is not able to they will conduct a hearing. The master will then issue a recommendation as to how the case should be resolved. Typically, the economic claims of equitable distribution and alimony must be resolved before a divorce can be finalized.

Unfortunately, for most people, the process of divorce is one of the most difficult and trying experiences in a person's life. Anyone who is considering or going through a divorce should consult with an experienced local attorney to ensure that his or her rights are being protected. The right attorney can be an advocate for a person going through a divorce and alleviate much of the stress that comes from navigating an unknown and emotionally charged situation.

Julie J. Marburger, Esquire, is an attorney at the law firm of Wolf, Baldwin and Associates, P.C. She practices in the firm's Reading, Pottstown and West Chester offices. In 2014, she received the Select Lawyer award for her practice in Family Law. In 2016, she was named as a "Rising Star" by Super Lawyers Magazine in the area of Family Law. She may be reached by telephone at 610.374.2400 or by e-mail to jmarburger@wolfbaldwin.com.

HOOPS OF CHANGE



CHANGE

By Barry Cassidy

I have been given the liberty to change my column to write about CHANGE. I believe that I am the only officially recognized agent of change in Pennsylvania. I have the necessary skill set to write about change. Elements of change are everywhere around us, as we interact with media, institutions and individuals. I hope to be able to comment intelligently about changes that happen to and around us. Some of what I write is going to make people uncomfortable, but that is what change is all about.

I have been writing about immigration and wage slavery of what seems to be an emerging underclass of undocumented individuals. To a great extent, people just want to fit in and go to work and get paid. America is a great melting pot. Elements of culture that are particularly identified with a single nationality group or racial group that are deemed to be exciting or interesting, will weave into American popular culture.

Last week there was a story in the news where, at a basketball game at Hampshire College, the visiting team from Maine was physically attacked because of their hairstyle. Charges of cultural appropriation lead to criminal assault charges against a young Latina woman. She felt so strongly that the team wearing hair in braids were stealing her culture, she physically attacked a member of the team.

This comes on the heels of an incident at Pitzer College where white women were accused of cultural appropriation because they wore hoop earrings. There was a campus wide effort to stop the white girls in hoops. Many know that I have an interracial marriage and I realized that I bought my wife hoops... she doesn't wear them. Over the weekend, I was wondering if the reason she did not want to wear them was that she thought I reinforcing a stereotype, or was she culturally appropriating my

whiteness. I never thought of her as black, but more just as my wife.

I started to wonder about what is white culture, and could people of color appropriate white culture. I imagined myself walking up to people and telling them they are acting too white. Attacking a black person in an argyle sweater because the penny loafers took him over the top in cultural appropriation.

America is a melting pot and we should be looking to embrace cultural differences and use them as our own if we like them. It is a freedom of expression and a creative justice for our own style or swagger. It is about being an American.

Australian singer Iggy Azalea recently was condemned as sounding too black in her presentation. At the same time, we enjoy Van Morrison and Mick Jagger's imitations of black blues music. Rumors that someone complained about cultural appropriation at Altamont provoking the Hells Angels that day are... false.

Cultural appropriation will always seek to culturally divide us. Sets the black from the white. You're black you act black. You're white you act white.

(Continued on page 52)

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CHANGE

(Continued from page 51)

This could go to nationalities too, act as you would in whatever country that represents your ethnic interests. I do not think that people are trying to act black, white or Latino if they are something other than that group.

I instead think it is more like a Cultural Kavorka! "The lure of the animal" which was provoked by Cosmo Kramer once in a TV show. The wanting to imitate something you saw is not a crime. It is an kavorka-like inner desire to embrace that culture. It provokes white women to wear hoops which it seems like they have done for generations. Although I tend to remember Angela Davis wore some nice hoops.

I am not sure what to make of cultural appropriation because, after all, we are all Americans... except for Iggy. I am trying to figure out is it even possible to call someone out for being too white? Is that a double standard? Being a white male, if I need to act white I am not even sure what that means.

Then there is the case of Rachel Dolezal. She passed for black and was the head of a local NAACP until they

found out she was culturally appropriating her race. She says she feels that way, she feels black. How is that any different than a male being trapped in a female body? We think it is good for that person to be able to live it as they feel it, but she can't? It is no different.

As an agent of change, I always look for consistency of argument and here in the case of cultural appropriation it just does not ring true. People of color should not be expected to act as a stereotype, and white people should not have to act white. Although I am still having a hard time thinking about what is acting white.

My grandfather was an illegal from Italy, and although he and my grandmother spoke Italian all the time, none of their kids spoke Italian. They were American, damn it! But every Sunday we ate spaghetti, while my dad waited for the roast to come out. He was Irish and he was probably unconcerned about usurping the Italian culture, but more in reinforcing his Irish-ness. Maybe it never occurred to any of us as we were living life as it was dealt to us.

(Continued on page 54)



DeWalt BREWING COMPANY Moving to Atlantic City

FAMILY OWNED AND OPERATED

Christopher DeWalt started the DeWalt Brewing Company in Reading as a way to share his passion and create a business that could provide opportunities for his family and community. After working many years in the construction and Telecommunication industries, he decided to create a business to achieve these goals. The DeWalt Brewing Company is built on the foundation of faith, and Christopher's chief belief is that all things can be achieved through faith.

Recently CEO Christopher DeWalt made the decision to relocate DeWalt Brewing Company to Atlantic City, N.J. after the state awarded the brewery about \$1 million in tax credits over the next decade.

DeWalt Brewing Company will open its Atlantic City headquarters next door to the Little Water Distillery in the Northeast Inlet.

"We're excited about the prospect of being part of the turnaround of Atlantic City," DeWalt said, thanking city officials, the Atlantic County Improvement Authority and the Greater Atlantic City Chamber of Commerce.

The brewery plans a grand opening in July, but the craft beer could arrive to the city sooner, possibly June, DeWalt has said. He plans to bring 15 employees to the city by the end of the first year, and employ 85 to 100 workers after a decade.

DeWalt's move was contingent on receiving state tax credits the company applied for. The New Jersey Economic Development Authority board approved Grow NJ tax credits of up to \$108,795 annually over 10 years on March 16.

HAND-CRAFTED MICRO BREWS DESIGNED FOR TASTE, SMOOTHNESS, AND QUALITY

The brewery currently has three beers — a German-style lager, an India pale ale and a mixed berry apple cider, according to its website. DeWalt, 50, plans to reveal three more recipes when it moves to the city.

Each beer recipe uses only the finest hops, wheat, barley, and other ingredients to combine for a fine tasting brew. The smoothness of each taste is unsurpassed and sure to leave you lingering for more.

Did you meet Mixed Berry Hard Apple Cider? After a long day, you deserve the best! Pop open a DeWalt Brewing Company's® Mixed Berry Hard Apple Cider. You will be instantly taken away as you notice its fruit flavor aroma. It has a slightly sweet taste.... but not too sweet. It contains a mixture of cherry, strawberry, blackberry and apple flavors. A combination that's sure to quench your soul.

DeWalt Brewing Company offers Special Occasion Packages for your specific needs.



For additional information, please visit www.dewaltbrewing.com.



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CHANGE

(Continued from page 52)

In a world where globalism seeks to win out over nationalism, in many cases cultural appropriation ideology is embraced by globalists. This seems like a contradiction in terms, that you can be a globalist and worry about cultural appropriation. It may be true that a racist view (stealing my race/stealing my nationality) is now politically correct. Is that correctness based upon broad interpretations in word usage and racial folkways or in the case of cultural appropriation, the prevailing wind from Vichy?

It is not contradictory if you are a nationalist in a very general sense, if you think of it as nationality rather than national state. I would think that the Greeks are happy we culturally appropriated the Olympics. That is an example of an ancient cultural event that was so powerful that the world accepted it as its own.

I believe what I am watching is blurring the lines of what has traditionally leftist or right wing thought. Cultural appropriation takes a separatist view by limiting verbiage and cultural expression in a manner associated with similar

actions by right wing Arian separatists. Considering that America is a melting pot, should there be any tolerance for these kinds of actions? By supporting a separatist view, are we really helping anyone or are we acting to limit our own social expression? If something is an art form, we need to accept it as art, if it is fashion, we need to accept it as fashion. Hoops and all.

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LIMERICK GENERATING STATION REFUELING OUTAGE POWERS LOCAL ECONOMY

Influx of 2,000 workers to the nuclear plant is good for local businesses and the regional economy

Operators at Exelon Generation's Limerick Generating Station removed Unit 2 from service just after midnight on Sunday, April 23, to begin a planned refueling outage at the nuclear plant. The refueling and maintenance outage supports another two years of producing reliable, clean, safe power for Pennsylvania homes and businesses.

As Limerick begins its outage, more than 2,000 highly skilled workers, many from local union halls, will converge on Montgomery County, filling nearby hotels to capacity and increasing foot traffic in restaurants and shops, bolstering local businesses during a typically slower period.

"When supplemental workers come to Limerick for the refueling outage, it means additional business for our community," said Tri County Area Chamber of Commerce President Eileen Dautrich. "Area businesses welcome the additional workers, who take advantage of all the amenities we have to offer, whether it's our restaurants, hotels or shopping."

Refueling outages allow workers to perform detailed inspections, equipment upgrades and maintenance that cannot be completed while the reactor is operating. Workers at Limerick will replace about one-third of the fuel in the Unit 2 reactor and will perform more than 16,000 inspections, maintenance activities and other tasks.

The work is designed to enhance the unit's ability to provide the region with safe and reliable carbon-free electricity. Limerick Unit 1 will continue to generate electricity during the Unit 2 refueling outage.

"We remain committed to the safe and reliable operation of Limerick Generating Station," said Rick Libra, site vice president at Limerick. "The highly skilled professionals joining us for the refueling outage share our commitment to safe operations and will help us continue providing the region with clean energy for years to come."

At full power, the facility's two generating units produce more than 2,300 megawatts of electricity, enough to power more than 2 million typical American homes. Approximately 50 percent of the carbon-free power in Pennsylvania is produced by Exelon's three nuclear facilities in the state. Limerick Generating Station is located in southeastern Pennsylvania, about 20 miles northwest of Philadelphia in Montgomery County.

Exelon Generation, a subsidiary of Exelon Corporation (NYSE: EXC), is one of the largest, most efficient clean energy producers in the U.S., with a generating capacity of more than 33,300 megawatts. Exelon Generation operates the largest U.S. fleet of carbon-free nuclear plants with 20,200 megawatts of capacity from 23 reactors at 14 facilities in Illinois, Maryland, New Jersey, New York and Pennsylvania. Exelon Generation also operates a diverse mix of wind, solar, landfill gas, hydroelectric, natural gas and oil facilities in 16 states with more than 13,100 megawatts. Exelon Generation has an industry-leading safety record and is an active partner and economic engine in the communities it serves by providing jobs, charitable contributions and tax payments that help towns and regions grow. Follow Exelon Generation on Twitter @ExelonGen and @ExelonNuclear, view the Exelon Generation channel on YouTube, and visit: <http://www.exelon-corp.com/companies/exelon-generation>.

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Throughout the year, our organization hosts exclusive events for our members and partners. They are an opportunity to engage, to learn and to network. Events include our monthly training sessions, quarterly networking events, our Tourism Rally Day each May and our Annual Luncheon in October. You will also receive invites to other special events, webinars and more throughout the year. Check out our upcoming events and be sure to mark your calendars today:

MEMBER ORIENTATION & EXTRANET TRAINING

May 2, 8:30 AM

Where: Valley Forge Tourism & Convention Board Office; 1000 First Ave, Suite 101, King of Prussia, PA 19406.

What: An opportunity for all members, both new and old, to learn more about the Valley Forge Tourism & Convention Board and what we can do for you. Members also receive training on how to use the member Extranet.

TRAVEL RALLY DAY

May 15, 11:00 AM to 12:30 PM

Where: Philadelphia Cricket Club, 6025 West Valley Green Road, Flourtown, PA 19031

What: Join us for our annual celebration of tourism in Montgomery County! All members are invited for this FREE event, including lunch, networking and dynamic speakers from the tourism and hospitality industry. This year's theme is "The Faces of Travel" and as always, it will be an event to remember. For the second year in a row, our Travel Rally Day is held in conjunction with the Montco Golf Classic.

MEMBER ORIENTATION & EXTRANET TRAINING

June 6, 3:00 PM

Where: Valley Forge Tourism & Convention Board Office; 1000 First Ave, Suite 101, King of Prussia, PA 19406.

What: An opportunity for all members, both new and old, to learn more about the Valley Forge Tourism & Convention Board and what we can do for you. Members also receive training on how to use the member Extranet.

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The Phoenixville Regional Chamber of Commerce is an independent organization serving the business interests of Northern Chester, Western Montgomery and parts of Delaware Counties.

The Chamber's mission is to "advance the principles of free enterprise by providing the leadership which will enhance the economic climate of the region, address the priority needs of its members, and interact with other individuals and organizations for the overall benefit of the business community."

UPCOMING EVENTS

Young Professionals Networking Event (YPN) with the Phoenixville Jaycees – May 2

The Phoenixville Chamber and the Jaycees have worked together to form a Young Professional Networking Group in the Phoenixville Area. This event series has been formed for business minded people aged 21 to 40 to gather in a relaxed atmosphere with like-minded individuals. YPN meets the first Tuesday of every month.

Join us to network with other young professionals. Refreshments will be provided with a Cash Bar!

Be sure to bring plenty of business cards!

Time: 6:00 – 9:00 PM; Cost: Free!

Location: Bluebird Distillery, 100 Bridge Street, Phoenixville, PA 19460

May Monthly Membership Meeting – Luncheon- May 9

On the second Tuesday of each month, join the Chamber for its monthly membership meeting. These meetings are your opportunity to network with your fellow chamber members, stay up to date on news from the Phoenixville Regional Chamber of Commerce, and hear from an informational speaker who will give you new ideas to apply to your business/organization!

Time: 11:30 AM - 1:00 PM; Cost: \$20 pre-registered, \$25 at the door. \$30 for non-members.

Location: University of Valley Forge, 1401 Charlestown Road, Capece Hall, Room 6, Phoenixville, PA 19460

Chamber 101: A Comprehensive Membership Orientation - May 16

This event offers new, existing, and potential members a face-to-face opportunity to make connections with other Chamber members and staff as we provide an overview of the various tools available to market your organization.

If you are contemplating membership in the Chamber, a new employee of an existing member business, or just want to catch up and reconnect with the Chamber, you should attend Chamber 101.

We will discuss how we promote and serve our members through policy work, advocacy, and partnerships. Learn how we serve the business community and your individual business.

Don't miss this chance to learn how you and your employees can take advantage of all the benefits your membership in the Phoenixville Regional Chamber of Commerce has to offer! Designed for both new and longstanding members, the Chamber 101 session will provide an overview of the various tools available to market your organization.

Special thanks to our Chamber 101 Sponsor, Phoenix Tax Consultants "The Tax Tacklers"!

Time: 8:30 – 9:30 AM; Cost: Free

Location: Royal Bank America, 124 Main Street, Phoenixville, PA 19460

Membership Appreciation Event – May 18

Celebrating our Members! Membership Appreciation Event. Come join us for a beautiful summer evening in downtown Phoenixville and enjoy networking, light fare provided by Uncle B's BBQ Shack and Petrucci's Ice Cream & Water Ice.

Prizes from our members graciously provided. Event for Members only.

Time: 5:00 PM; Cost: Free

Location: Chamber Clearing, 171 East Bridge Street, Phoenixville, PA 19460

First Friday

Phoenixville's "First Friday" of the 2017 season is Friday evening, May 5, from 6-10 PM. Every month we showcase the eclectic feel of Phoenixville. Enjoy live music, theatrical performances, local artists, & fun surprises! Walk around and explore some of our arts venues, small shops, unique boutiques and outstanding restaurants. First Fridays are a great time to experience the beauty of the Borough and all that the Historic Downtown Area has to offer. Gather your friends and family, and join us every First Friday each month through October at 6-10 PM. For more information on tabling, being a live entertainer, sponsorship, or general event information, please visit www.phxfirstfriday.com.



Food Truck Festival

The Phoenixville Food Truck Festival is back on May 6, 2017! Food fans will have a chance to sample a wide variety of mobile cuisines from over 30 food trucks and food vendors. Gourmet food enthusiasts can also enjoy a sampling from Phoenixville's trendiest restaurants along Bridge Street.

The Phoenixville Food Truck Festival takes place, rain or shine. Over the past four years, the Food Truck Festival has consistently drawn thousands of "foodies" to historic downtown Phoenixville. With a collective mix of food trucks from Chester County and Philadelphia, the festival promised to be a day of delicious street eats to satisfy the savory, sweet and even the hard to please taste buds. For more event information, please visit www.phoenixvillefoodfestival.com

REGIONAL CHAMBER ROUNDUP

PERKIOMEN VALLEY CHAMBER OF COMMERCE



351 E. Main Street, Collegeville, PA 19426 • 610.489.6660
• info@PVchamber.net • www.PVchamber.net

Welcome to the Perkiomen Valley Chamber of Commerce!

Creating opportunities for members to connect with business professionals, mentors, and potential customers, the Chamber helps members improve business and create a thriving community for themselves and their employees in which to live, work, learn and play. We can help grow YOUR customer base in Collegeville, Limerick, Lower Frederick, Lower Providence, Perkiomen, Skippack, Schwenksville and Trappe. For more information, contact Executive Director, Renee Blomstrom, 610.489.6660, renee@PVchamber.net. OR, visit: www.PVchamber.net.

UPCOMING EVENTS

Visit the PV Chamber Website www.PVchamber.net for complete list of upcoming events, registration links and details.

May 5, 2017 – Leadercast! Regional Chamber Event

Leadercast is a day-long leadership development event, broadcast live via simulcast from Atlanta, GA, serving individuals and companies that want to become intentional about raising their standard of leadership. This year's theme, "Powered by Purpose," will give you the tools to allow you to define what drives and empowers you. Member pricing (save \$25/ticket) for members of PV, Spring Ford, Upper Perk, Tri-County and Phoenixville chambers. visit www.pvchamber.net for ticket information.

Event Time: 9:00am - 5:00pm; Location: Morning Star Fellowship, 100 Limekiln Rd., Bechtelsville, PA 19505

May 25, 2017 - Business Owner Roundtable

The PV Chamber welcomes **business owners and key decision makers** to participate Business Owner Roundtables. Each monthly session facilitates peer-to-peer discussions that drive solutions for important business issue. May Topic: **Marketing to Millennials**

Time: 11:30 a.m. - 1 p.m. Limited to 18 attendees, PVCC members-only. Cost: \$25. Spring Ford Country Club, 48 Country Club Road, Royersford.

Next meeting - June 22nd

June 28, 2017 - New Member Orientation

Wednesday, June 28th, 8:30am – 9:30am at the PVCC office, 351 E. Main Street, Collegeville.

sponsored by

All welcome to attend!  New members, prospects and members are invited to an informational session to learn how to maximize your Chamber membership and meet Board and Ambassador representatives! Pre-registration is required. More details, contact Renee Blomstrom at 610-489-6660 or email renee@PVchamber.net. Register online www.PVchamber.net

SAVE THE DATES!

June 21st – Mixer at International Montessori School, Royersford.



September 14 – Business Expo - Dow Collegeville



October 11 – PV Chamber Business Expo @ Pfizer

visit www.pvchamber.net for details

Sponsorship Opportunities



June 12, 2017 – PV Chamber 32nd Annual Golf Outing

This is your opportunity to entertain clients and guests during a full day of networking and golf at the area's premier **private** golf course! Golf packages include greens fees, cart, lunch, beer and refreshments all day, snacks at the grove, golfer goody-bag, dinner and awards ceremony. Great sponsorship opportunities are available to meet every budget, or you may customize a sponsorship package to align with your specific marketing needs. Advance and event recognition for your business with a golfer four-some, raffle/door prize donations or contribute to the golfer goody-bags. Not a golfer? You can still join the fun by attending the networking social (dinner and awards ceremony) or volunteer some time at one of the prize holes! Sponsorship packages starting as low as \$100. *Call the Chamber to add your name to the list of sponsors!* Register Online: www.perkiomenvaleychamber.org/event/pvcc-annual-golf-outing/

Title Sponsor Keyser Miller Ford



Supporting Sponsors: Trappe Tavern, Pizza Stop, Signarama Limerick, Kelly Insurance Group, Service King, Maillie LLP

Spring Ford Country Club, 48 Country Club Road, Royersford

11:00am Shotgun Start followed by dinner reception/awards ceremony

Golf and Sponsorship Details and Registration on www.PVchamber.net or contact Renee Blomstrom to discuss a custom package!

The Chamber is seeking donations for Golfer Goody Bags, Raffle Prizes and Golf Prizes!

August 2, 2017 – PVCC Night at the Fightin' Reading Phils

Sponsorship Details:

- Your logo on 10,000 tickets distributed in the Perkiomen Valley!
 - Receive 400 tickets for YOU to gift to clients, friends and family
 - A Ceremonial First Pitch for each sponsor
- Sponsorship Cost: \$395



POST EVENT

April 5, 2017 Ribbon Cutting at The Head and Spine Pain Center 350, West Main Street, Trappe, PA. Front Row (l to right): Bruce Zanar; Cheryl Kreider (PVCC Chairman); Trappe Borough Mayor Connie Peck; Dr. David Newman; Tanya Newman; Paxton Newman; Sawyer Newman. Second Row (l to right): Donna Schmidt; Bob Clark; Regan Newman; Christine Schmidt; Glenn Schmidt; Corey Bowlin.



WELCOME NEW PV CHAMBER MEMBERS!

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Daily Bread Community Food Pantry

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610-489-5540

www.dailybreadcommunityfoodpantry.org

Millers Insurance

Jeffrey Kozol
255 W. Uwchlan Avenue, Downingtown
(610) 269-4500
www.miainc.com

PV Pet Eatery

Gordon & Susan Kriebel
130 W. Main Street, Trappe
(610) 454-0045
www.pvpeteatery.com

Sponsor of Barktoberfest May 20th @Waterworks Park

SAS Shoe

Joe Wright
121 Market Street, Suite 6
Providence Town Center, Collegeville
484-902-8699
www.sasshoesphiladelphia.com

Visit the Chamber's online directory for a complete list of members

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REGIONAL CHAMBER ROUNDUP

SPRING-FORD CHAMBER OF COMMERCE

Building a Better Community Through Business

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The Spring-Ford Chamber of Commerce is a community-focused business advocate. We strive to help our member businesses grow while improving the community in which we all live and work.

The Chamber consists of local businesses whose main objective is to run a successful business. We are a great resource for members, not only because we offer the opportunity to network and brainstorm with fellow members, but also

to have exposure to the local community, your customer, through our continued involvement in community events and charitable endeavors. Visit www.springfordchamber.com for Chamber Events, Press Releases, Online Newsletters and more!

Welcome our Newest Members

Phoenixville Area Senior Center • JF Publishing and Marketing • Millennium Administrators

Spring-Ford Notes

- The Chamber will be hosting their 2nd annual Bingo Bash on Friday, May 5, 2017 at the Gymnasium at Sacred Heart Parish in Royersford. This event benefits the Education Fund for the Spring-Ford Chamber that awards scholarships to area graduating seniors. \$25.00 includes 14 rounds plus 2 special rounds of Bingo. For more information please visit our website at www.springfordchamber.com
- Congratulations to LeRoux School of Dance that recently moved into their new location at 70 Buckwalter Rd, Royersford.
- Congratulations to Aqua Doc's for having their grand opening celebration on March 30th at their new Limerick location on Ridge Pike.
- Thank you to Ambler Savings Bank for hosting our April Network Before Work which hosted over 30 chamber members.

UPCOMING EVENTS

RSVP for all events online at www.springfordchamber.com

May 2, 2017 - Network Before Work

Chic-fil-A
70 Buckwalter Road, Royersford
8:00 a.m. to 9:30 a.m.
Free for Members; \$10 Non-Members

May 3, 2017 - Chamber Mixer

Aqua-Docs, Limerick
123 West Ridge Pike, Limerick
5:00 p.m. to 7:00 p.m.

May 5, 2017 - Annual Bingo Bash,

Sacred Heart Catholic Church
838 Walnut Street, Royersford
6 p.m. Doors Open; 7 p.m. Games Begin
\$25 per ticket: Includes 15 rounds of bingo & 2 special rounds
Silent Auction, Beach Bar Raffle, Balloon Raffle

May 11, 2017 - Chamber Luncheon

Copperfield Inn at Lakeside
594 W. Ridge Pike, Limerick
11:30 a.m. to 1:00 p.m.
Legislative Luncheon
PA. State Representative Tom Quigley
PA. State Representative Marcy Toepel
\$25 for Members; \$35 Non-members
***Chamber 101**
Immediately following Luncheon
1:00pm-2:00pm

May 18, 2017 - Shark Think Tank

Copperfield Inn at Lakeside
594 W. Ridge Pike, Limerick
11:30 a.m. to 1:00 p.m.
\$25 for business owners only*

May 20, 2017 - Chamber Mixer

Swede Family Chiropractic Birthday Celebration
Waterworks Park
220 W 1st Ave, Collegeville
10:00am – 3:00pm
Free to Attend
Vendor spots available

May 23, 2017 - Learn, Lead Excel Workshop

8:00 a.m. to 9:30 a.m.
542 North Lewis Road, Limerick
Free for Members; \$15 Non-members
Speaker-Donna Botti, Delos
2017 Trends in Social Media and Digital Marketing
*Rescheduled from February Luncheon

Fashion Show

On Thursday April 6th, the Women In Networking committee hosted its Annual Fashion Show at The Sunnybrook Ballroom. This year's donation recipient is The House, Phoenixville Women's Outreach. The House is a transitional housing program for homeless and low-income single women in the greater Phoenixville area. In addition to safe housing, they provide their residents with support services and counseling to enhance skills, achieve self-sufficiency and move from crisis to independence and beyond.

This year's event raised over \$2000 for The House, with activities such as our Fashion Show, Basket Raffle and 50/50 drawing. A special thank you to Denise Harrison of Patriot Pest Solutions who chaired the committee, Sandy Richards of Weitzenkorn's Men Store who provided all of the men's fashions and accessories and to Crystal Scott at Dress Barn in the Philadelphia Premium Outlets for providing the women's fashions. A special throw out to the Sunnybrook ballroom for doing an amazing job as well. Thank you to everyone who made donations to our basket raffle this year, it made the event such a wonderful success. We hope everyone that came out that day had a wonderful time and will plan to attend our event next year. Our amazing models for the 2017 fashion show were as follows: Holly Parker, TriCounty Community Network; Kathy Riggs, Dynamic Physical Therapy; Liz Peters, TriCounty Federal Credit Union; Mindy Lipsky, Innovative Coaching Services; Kelly Stento, LeRoux School of Dance, Gina Stango, Rouse Chamberlin Homes; Lisa Hollenbach, Spring Valley YMCA; James Harrison, Patriot Pest Solutions; Doug Swede, Swede Family Chiropractic; Todd Rogers, Agents of Efficiency; Mike Stopyra, Bonnie Pappas Team Springer Realty Group and Steve Oehlert, Oehlert Brothers Heating and Cooling.



FOCUS ON SUCCESSFUL SPRING-FORD CHAMBER MEMBERS

Three Peas in a Pod Florist and Gifts



Three Peas in a Pod Florist and Gifts is celebrating its 25th year in business. This unique shop has seen many changes in its customers over the years. "In 1991, our first year here, we served farmers in mucky boots and local factory workers. Now it is suburban families with kids in school and sometimes, country club

memberships," said co-owner Gail Wellington. The shop offers quality gifts and flowers in a friendly atmosphere. "Our talented designers create fresh, silk and dried flower arrangements for homes, businesses and special events."

Co-owner and head designer, Heidi Swartz, has over 30 years experience in the florist industry, having worked in several shops in the USA and in England before coming to Royersford. "I wanted to own a business where we could become an integral part of the community and help people mark significant events in their lives," said Heidi. She personally designs and creates flowers for corporate events, every day occasions, weddings and funerals. "We stock a large variety of flowers and create both traditional and unique designs." Her experience enables her to help you to make the perfect choices to realize your vision and help you stay within your budget.

Three Peas in a Pod also offers gifts, hand crafted pottery, hand painted glassware, traditional and unusual plush toys, balloons, fruit and/or snack baskets, teapots and teacups and many other delightful handcrafted gifts. They emphasize customer service, pride themselves on the freshness and quality of their products, and guarantee your satisfaction. On a daily basis, the shop serves Collegeville, Limerick, Linfield, Parker Ford, Phoenixville, Pottstown, Royersford, Sanatoga, Spring City, and Trappe but can arrange delivery almost anywhere in the world. Three Peas in a Pod is family owned and operated and is incorporated as GHS, Inc.

Three Peas in a Pod, Florist & Gifts is located at 442 N Lewis Rd., Royersford, PA 19468; 610.948.7190; www.threepeasflowers.com.



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