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GREAT THINGS ARE HAPPENING AT THE COVENTRY MALL!

Pennmark Management purchased the **Coventry Mall** in April 2016, and in the year since, the landscape has drastically changed. Occupancy has risen 89 percent, and those numbers will be changing even more with the addition of a few more pieces. Since the purchase, the following stores have been added: **Bentley's Skateboard Shop, Captured in Coventry, Krav'n Comics, Gabe's, Society of Burgers, Salad Society, Coventry Parlor** and **Terror Labs**. These stores are already in place, and are operating daily. In addition we have also created a new mall entrance, located directly off of 724, next to Gabe's.

In the recent weeks, there has been some movement in stores to put Coventry Mall, located at 351 West Schuylkill Road (just off the Route 724 exit on Route 100) in position to add some new tenants. Habitat has moved directly beside the Mall office, in order to allow for **Coventry Corners** to double in size over the next couple months! **FYE** will be moving closer to the food court, and this move will make room for the addition of **Anytime Fitness** this fall. **Community Health and Dental** will be taking 30,000 SQ FT, and look for construction to begin in the coming weeks. Also **Jo-ann Fabrics** will be taking 14,000 SQ FT, and creating a larger footprint in the community!

The plan is described as "attacking the four corners" says Pennmark's CFO Robert Sichelstiel. The addition of Gabe's, Anytime Fitness, Community Health and Dental, and JO-ANN's, seals the four corners. Now that the four corners are set, we can begin to focus our efforts on filling in the rest of the mall. We are currently looking to put in a brew pub, to complement the new entrance, as well as **TGI FRIDAYS**.

One last piece of the puzzle was the creation of the **Coventry Mall Community Room**, located directly off the food court. The purpose for this space is to give the community an area that they can use free of charge. The only stipulation is that there can be no outside food or drink—all food and drink needs to be purchased thru the food court tenants. There has been a steady rise in the use of this space, with everything from a birthday party to a corporate board meeting.

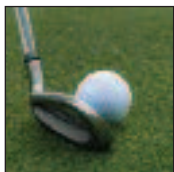
Finally, Pennmark has made a change in the Mall Management. **Justin Bartholomew** is the New Mall Manager and Director of Marketing. He joined the team in early April, and has started making an immediate impact.

Look for a continual schedule of activities and events at the Coventry Mall directed at bringing the community together!





Cover Story: *The Victory Bank team offers a full array of products, including commercial and industrial loans and equipment loans, receivables financing, and residential mortgages — all with a superior level of quality, commitment and security that has made this local bank grow and succeed.*



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



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

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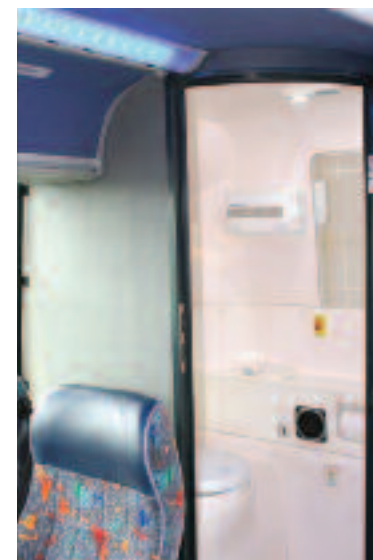
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The Victory Bank deeply believes that, more than anything else, it has been the quality and commitment of its team of bankers that has made the company grow and succeed. In past generations this may not have been as true as it is today. At one time banks served primarily as a “security intermediary,” a place to keep your hard money safe from theft. People chose a bank because it had a substantial vault and safe deposit boxes. Over the years, banking transformed and became more about service, as the country became blanketed with bank branches and as ATM machines popped up like dandelions on the front lawn.

But today, people rarely handle much money except in electronic form. Most deposits are made electronically, and what could be easier than paying your bills from your phone or iPad, anywhere and anytime? The service, security and convenience that banks provide today are much more about electronic systems and cyber security than anything else.



PHOTOS BY RICK BLANCO PHOTOGRAPHY



Richard Graver & Joe Major

PHOTO BY STYLISH IMAGES PHOTOGRAPHY

So — given the way banking has changed and become more electronic, why does The Victory Bank focus so much strategic attention on the “people side” of banking? Some might argue that people do not matter much anymore, but for several reasons, they believe that developing a superior group of bankers is *more important than ever*, and that strategy has been the bedrock of the bank’s success to date.

The industry has become very systems dependent, meaning that the client experience depends on the constant flawless operations of technology and systems, and the accurate and secure flow of information. What the clients do not see is that

these systems are NOT flawless, and require the non-stop supervision, intervention and management of skilled people to keep things running safely and smoothly; and “Because of those changes,” says Joe Major, Bank Leader and CEO of The Victory Bank, “people choose to bank with us mostly *because they trust us to look out for their best interests*, not because we have a vault or some ATM machines. We add value for our clients by conducting our business in an utterly trustworthy manner, by becoming valued consultants for most of them, serving as an integral part of their businesses and personal lives.”

(Continued on page 8)



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COVER STORY

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DIFFERENCES YOU CAN FEEL

The Victory Bank was founded to serve as a “niche” bank, with special expertise in serving the local business and professional communities. “It is our goal to provide our clients with a very high level of skill and expertise in this regard, to strive to operate more effectively and efficiently in this area than any other bank in our marketplace,” says Joe Major. To reach this challenging goal, The Victory Bank has hired and trained an elite team of bankers who they believe really know how to do the work. While their retail bankers and team of commercial relationship managers are the most visible parts of the team, backing them up are bankers with extensive experience in areas like credit and underwriting, deposit operations, IT and on-line banking, loan documentation and servicing, accounting, regulatory compliance, security, finance and management.

It is important to consider that populating a bank with a superior work force is not easy, and will not happen without dedication and discipline. Offering common work-place platitudes, and proclaiming that, “our people are our most important asset,” does not create a high-quality team. The leadership team of The Victory Bank has committed a substantial amount of resources to that process, and relentlessly work to fill every position in the bank with a committed, energized and engaged expert in that field. “Recent market disruptions caused by the sale of other well-known local banking companies have opened the doors for us to recruit new and highly-qualified members to our team,” Joe Major explains. “In addition, we have built customized development plans for all of our bankers. We invest hundreds of hours every year in training and education, in the constant pursuit of building a superior team of bankers, a team that can provide our clients with notably superior advice and service.”

Victory also believes that its clients should be treated with the utmost respect, and that their dealings with them must be a positive, even a joyful and uplifting experience. “We seek out team members who are naturally caring, energized and engaged, and for whom the intrinsic rewards of doing a great job for our clients resonate deeply,” says Richard Graver, Chief Delivery and Lending Officer.

You may have noticed that the number of small local banks headquartered in the region and serving the local economy has dwindled in recent years. Once familiar names like Eagle National Bank, Conestoga Bank, Harleysville National Bank, Continental Bank, and Susquehanna Bank, First Niagara, Penn Liberty, and National Penn Bank have all been absorbed, merged or otherwise transformed into extensions of larger institutions headquartered outside the region. Unfortunately, the loss of locally owned and run banks can have a negative effect on the local economy. Often, the personal connections that those good corporate citizens had with local charities and the health care industry are diminished when the headquarters are not local.

Fortunately, there remains one exceptional local bank committed to our region that is focused on providing banking services as well as providing capital to local businesses and professional practices in Montgomery, Chester and Berks counties. Bucking the merger trend, **The Victory Bank**, headquartered at 548 N. Lewis Road in Limerick, recently celebrated its ninth anniversary as one of the region's strongest independent local commercial lenders. The Perkiomen Valley Chamber recently named The Victory Bank “Medium Business of the Year 2017” at their annual “Best of the Valley PV Stars Awards Gala” event, and was also named the winner of the “2017 Happening List” by Montco Happening.

(Continued on page 10)

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COVER STORY

(Continued from page 8)

With just over \$210 million in assets and over 7,000 customers, The Victory Bank is poised for continued growth in 2017 and beyond, offering a full array of banking products and services, including commercial and industrial loans and equipment loans, receivables financing, residential mortgages, and they recently added student loan debt refinancing.

The Victory Bank has been extraordinarily successful in its nine years of operation precisely because they are not part of a financial conglomerate, and they are not obsessed with growing into the biggest bank around. Their values-based company was started with the core mission and commitment to deliver a client experience unmatched in the banking industry, and The Victory Bank's entire team is passionately focused on delivering on that promise, each and every day.

"Our place is to be a specialty bank focused on small businesses, professional practices and municipalities, and we're strictly local," Joe Major says. "We try to keep our cost structure low and be as high tech as we can be, while at the same time delivering an exceptionally high level of service and advice, by investing in our team."

"We've provided over \$458 million in loans since we've opened," adds Rich Graver. "The majority of those loans are right here in our back yard, creating summer jobs for kids in high school and creating jobs for local businesses in this market. We're not taking the money to Canada or Cincinnati or Atlanta. It's staying right here."

As a local bank with extensive experience and intimate knowledge of communities throughout the region, The Victory Bank's focus on customer service is unparalleled. In addition to their Limerick headquarters, The Victory Bank also serves Berks County business clients through a loan office at 200 Spring Ridge Drive, Suite 206 in Wyomissing, led by Tony D'Antonio, SVP, Commercial Relationship Manager.

BUILDING A SUPERIOR TEAM OF BANKERS

"Providing superior service, what we call the client experience, isn't just about service," Joe Major explains. "It's about knowledge and advice and partnership. We'll come in and look at your business. We will help you. We'll get you the capital you need. We'll get you to where you need to be. We're going to coach you to get your business structured and capitalized the right way, so that you're safe and it's a good loan for the bank. The client experience is about good advice and about a valuable relationship with people you can trust," he said.

"We have to be laser-focused on making that experience exceptional every time," adds Rich Graver. "We hire people with that in mind. We spend more on our people than other banks because we want to have the '9's and 10's' of the world who are going to be consistent every time."

"Our people are our most important asset," Joe Major concurs. "We spend an inordinate amount of time hiring people. For a company our size, for every job, we go through a long process. We look for certain characteristics. We do multiple interviews, background checks and credit checks. We put people through personality profiles to see if they fit the job," he said. "From the beginning, we promised ourselves that we would not compromise when it comes to the quality of the people who work with us."

"We have been committed to this idea of a superior team of bankers right from the start," Joe Major emphasizes. "That doesn't happen by accident. You have to make up your mind that you are going to recruit a certain way. You're going to compensate in a certain way and pay benefits. We give everybody here tremendous flexibility in terms of time off, probably unprecedented for anybody in our business. Our people know that they're part of a team, and it works really well for us. We recruit a superi-

or team, treat them the right way, and expect the best from them. We don't have to motivate people."

"It costs a considerable amount of money to have a branch location," adds Rich Graver. "I'd rather take that money and invest it in the best banker. Put the best bankers in this building, and take the bank to the customer. The client experience starts when you walk in the door," Graver said. "Look at our bank branch versus 99 percent of every other bank branch in the country. It's a completely different look. We walk that walk. We do what we say we're going to do. We don't use voice mail. A human answers the phone. Our customers, and even prospects, really take that seriously. It's a little thing, but it goes a long way. When they call, their problem is solved right there right then, rather than waiting for a call back."

"The thing we do here is we focus on the client experience," Joe Major reiterates. "That includes speed and efficiency, and the caliber of the bankers we have working here. In the long run, assembling and keeping a superior workforce is what we think will pay off the most," Major said. "If we focus on that client experience over and over and over again, the brand will kind of take care of itself. It already has. Our reputation in this community speaks for itself."

People who do business with us and the people who own this bank, our board of directors, most of them are local, they know how it is here. It's about the client experience, and what you deliver," he said.

REMOTE CAPTURE TECHNOLOGY AND MOBILE BANKING

Since its inception, The Victory Bank has been ahead of the curve on applying technology to make the banking experience as seamless and convenient as possible, offering remote capture capability and mobile banking options along with superior customer service.

"When we started, the Check 21 law was already in place," said Joe Major. "Remote capture was about one percent of the total market. In 2008 maybe 99 percent of the checks were still being passed across a teller window or drawer and processed. Today, we typically move between 70 and 82 percent of our deposits every month electronically, through remote capture, and so for us, this technological revolution in the banking business has allowed us to very effectively take care of people's needs whether they are in Reading or Allentown, or literally across the street. That's a big part of our strategy and has worked extremely well," he said.

(Continued on page 12)



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COVER STORY

(Continued from page 11)

"We have hundreds and hundreds of people using (remote capture technology) in one form or another," adds Joe Major. "It started out with commercial accounts using a dedicated scanner, and now we have people using their cell phones and their iPads to make deposits and transactions."

"We're way up the curve on it," Major continues. "We have all kinds of people using mobile technology, from 16-year-old kids to big businesses and tax authorities, and everything in between. We have people adapt to that technology, and it does change how we relate to them. It used to be that if you had 6,000 branches around the country, people had to come in there because it was the only way you could do your banking, and you could capture business that way. Today, customers never need to come in here. What does that mean? It means we need to go there. We need to get in a car and go see them."

BUILDING RELATIONSHIPS IN THE BUSINESS COMMUNITY

The Victory Bank's marketing strategy is directed at reaching out to and building relationships with members of the local business community. In addition to print and digital advertising in *Route 422 Business Advisor* and *422bizmag.com*, The Victory Bank hosts numerous mixers with many of the region's chambers of commerce.

"We like the fact that we have a beautiful building, and we have a story to tell," said Rich Graver, who is the Chairman of the TriCounty Area Chamber of Commerce. "Bringing members of the business community here and hosting a first-class catered event is money well spent, compared to some of the other things we could do with our marketing budget," he said. "Those events are how we market and how we drive business our way. We are active in all the chambers in

the area. We're active in that arena because we feel the chambers have value and provide value to the business community."

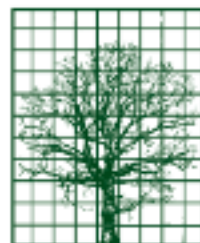
The Victory Bank employees are also very visible in the community, attending chamber and non-profit organization events, seminars and business card exchanges, and many serve on boards and committees throughout the region. The Victory Bank employees collectively spend more than 2,500 hours volunteering for charity work each year.

"We have been extremely committed to the chambers, and served on their boards," echoes Joe Major. "We go to their mixers. Their demographic is a perfect fit for us. I'm surprised when I look at the important work that the chambers do that they don't have more membership and support than they do. They are great organizations and really valuable. We're long standing big believers in that," he said.

POISED FOR GROWTH

As the overall economy, nationally and locally, continues to incrementally improve, it will create opportunities for small businesses in our region currently or potentially served by The Victory Bank. "You're finally beginning to see overall earnings and wages starting to rise if you look at the economic data," said Joe Major. "You're seeing the unemployment rate drop under five percent, but more importantly we we're seeing the actual wages finally going up," he said.

In 2016 the bank began making residential mortgage loans on a larger scale. Their mortgage operation serves local borrowers and existing clients, providing a full array of mortgage banking services and products, including Jumbo loans, FHA and VA loans, adjustable products (e.g., a so-called 5/1 ARM), and conventional "conforming," 30-year fixed rate mortgages. "Our rates are extremely competitive and we believe that our service has been excellent.



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We make sure we take care of our mortgage clients consistent with *The Victory Bank Way!*" Graver explains.

"Our commitment is the same commitment we make to everything we do — that the client experience is superior," said Joe Major. "That may mean advice, speed, and trust. We're optimistic that this will continue to be a nice add-on to our business with the important proviso that we do it our way, and we don't dilute what we are doing with our core business," he said, adding, "The mortgage business earned itself a very checkered reputation for good reasons, and unfortunately the people who wrote *Dodd Frank* had to put some pretty severe things in there, because a lot of bad actors had done things that lead to difficulty. So much of what we do is about integrity and doing things the right way. Our clients who come to us for a mortgage are going to get a competitive product price-wise, service-wise, and it's going to be done the right way, plain and simple. If not, we don't do it, he said.

"And they can talk to a Victory Bank person if there's a problem," Rich Graver said. "We're here to help people get their problems solved and walk them through that entire process. I like the fact that when a client calls us for a mortgage, now we can do it."

Likewise, the bank recently began offering a highly specialized lending product designed to refinance existing student loan debt to college graduates and holders of advanced degrees and credentials. Many former students are trying to cope with a whole series of student loans created during both undergraduate and graduate studies. These loans often have confusing maturity schedules, differing rates and a series of different payments. "Our product can successfully refinance and consolidate these obligations into one more manageable loans at reasonable borrowing rates" Graver says.

GOVERNMENT AND PUBLIC BANKING

To assist in funding their stellar loan growth, the bank has increased its efforts to build important relationships with many local institutions, like municipalities, tax offices, municipal authorities, school districts, colleges and hospitals. "This is an area the bank did not pursue when it first opened, but the bank has grown, these deposits will be used to assist with funding our robust loan growth," says Saul Rivkin, Director of Institutional Relationships for The Victory Bank.

(Continued on page 14)

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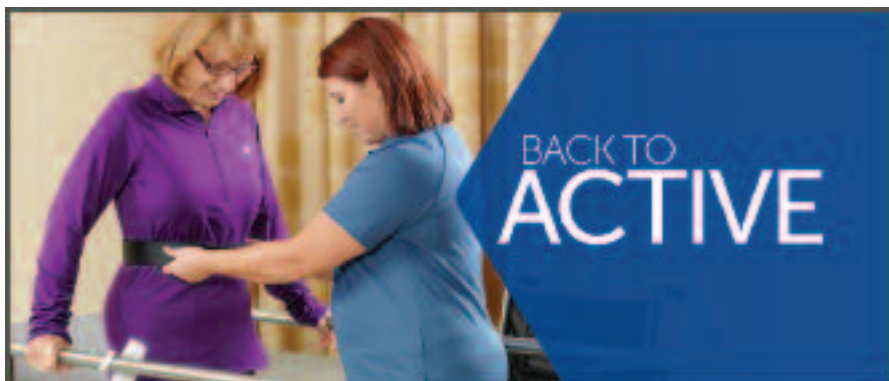
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COVER STORY

(Continued from page 13)

"Recent bank consolidations have left a big void in this area; bank offices have closed, service has declined, fees increased and there simply isn't a local presence anymore. We are able to deliver the same white-glove service as we've offered to businesses to those who need it most," Rivkin explains. "Managing these types of offices is complicated; having a local bank connection really helps their daily operations operate more efficiently."

"I enjoy meeting new people and building meaningful relationships that I know impact the communities we serve in a positive way" Rivkin adds.

"Strategically our overriding objective here remains consistent growth," Joe Major said in conclusion. "To get a fair return for your investors, you've got to be a little bigger than used to be the case. There's a lot of pressure on everybody in our industry, and our size, to get up into the next echelon," he said. "If you look at our loan and asset numbers, they're really consistent, but we have to have the capital base underneath that to continue to support that, so additional capital formation is an ongoing and essential part of our business," Major said, adding, "I think that our ability to grow

into that competitive spot and retain that superior client experience is easily doable."

"We're focusing on the positive side," adds Rich Graver. "We've been fairly consistent with our approach and our values and we all live up to our statement of purpose which is on everybody's wall and on our website. We are implementing our game plan to grow the company. We are delivering a product that is fairly priced and valuable to the customer. Our customers are well serviced. Our directors are all 100 percent engaged. They're looking for ways to refer customers to the bank, and ways for the bank to make more money with different products or different product lines. We have a pretty engaged board of directors as well as employees and stakeholders. The shareholders of our bank come in all the time to ask how we're doing," he said, adding "It's been a good nine years."

For additional information on The Victory Bank and its range of services, please call 610.948.9000 and visit www.victorybank.com.

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FOCUS ON POTTSTOWN REVITALIZATION

POTTSTOWN INVESTORS CONFERENCE

About 65 current and prospective investors gathered in the Center For The Arts at The Hill School in April to access a wealth of information about potential investment opportunities in the Borough of Pottstown.

The Investors' Conference was sponsored by The Hill School and the Hobart's Run initiative, led by Twila Fisher, Hill's manager of community and economic development. Its purpose was to encourage and facilitate real estate and business development in Pottstown. Participants on the panels and in ample networking settings included businesspeople and entrepreneurs, as well as regional government officials, nonprofit directors, and interested residents, Hill parents and alumni.

The agenda included discussions with local, successful investors who discussed their personal experiences and officials who shared insights about investment requirements and processes, as well as tax credits and other information. Participants also enjoyed a trolley ride through Hobart's Run and the Borough, where they learned about a few of the properties that are ripe for development.

Several common themes emerged during the various portions of the program, as speakers repeatedly praised Pottstown's architecture, location, existing and supportive institutions (including Borough government), affordable real estate prices, recreational areas, and growing arts and culture scene, among other amenities. Several participants emphasized that it is crucial for investors and residents to spread the word about Pottstown's benefits via social media and word of mouth.

Scott Bentley of VideoRay commented on the "cool" architectural factors of the building he purchased on High Street for his technolo-

gy-based business, as well as the natural beauty of the nearby Schuylkill River trail and resources provided by Montgomery County Community College, among other entities.

"It's a really nice place to work," Bentley said. "I don't know of anywhere else with such a combination of resources and relatively inexpensive investment opportunities."

Jay Lankford, Hill '93, of Heritage Coach Company in Pottstown, said he was very excited to set up shop in Pottstown. "There are some great restaurants here, friendly people, great architecture, great geographic location, support from the Borough – and prices [for properties] haven't yet skyrocketed as in other areas."

Lankford added that he likes being a part of the movement to "bring new life into Pottstown."

John Giannopoulos of Sly Fox Brewing Company added High Street — a very wide main street — to the list of features that make Pottstown perfect for development. "It would be great to see even more restaurants down there, and to increase the critical mass" of businesses that drive traffic to the downtown by both visitors and residents, Giannopoulos said.

Sailaja Adluru of the recently opened Cuisine India restaurant expressed how happy she is with their decision to offer their business in Pottstown. "In this town, the people love this town so much," she exclaimed. "The people here want what's best for Pottstown – not just what's best for them."

Paul Fulmer, Hill '87 and P'18, a successful developer in the Lancaster area (Champion Forge and Abacus Development), noted that revitalization of small cities like Pottstown is different from development in big cities.

(Continued on page 16)



Paula Bickelman (Find Solutions Properties LLC); Ken Zimmerman and Greg Emrick (The Zimrick Group LLC); Keith and Christa Costello (Costello Investments); Brian Kelly (Right Now Property Solutions LLC)



Chuck Gulati (SunnyBrook Ballroom, Gatsby's, Stokesay Castle); Jay Lankford, Hill '93 (Heritage Coach Company); John Giannopoulos (Sly Fox Brewing Company); Paul Fulmer, Hill '87 P'18 (Champion Forge, Abacus Development); Rick Lewis, Hill P'20 (Lewis Environmental); Sailaja Adluru (Cuisine India); Scott Bentley (VideoRay); Tom Burleigh (Rockwell Development Group)



Zachary G. Lehman, Headmaster of The Hill School; Twila Fisher, Hill School Manager of Community and Economic Development; Governor Tom Wolf (Hill '67); and Bart Harvey (Hill '67) a Director of Fannie Mae in Conservatorship, Chair of Calvert Social Investment Foundation, and trustee of several other nonprofits.

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FOCUS ON POTTSTOWN REVITALIZATION

(Continued from page 15)

"To be successful in small cities, you have to think a bit differently about what people are looking for," he said. "People visiting or looking at small city look for authenticity and great architecture They want real [ethnic] restaurants, not chain restaurants.... They want culture and entertainment."

In terms of housing-related investment, Keith and Christa Costello of Costello Investments said part of their success in the Pottstown area has involved very careful screening of tenants to ensure long-term residents who take pride in their home and pride in the town. They also make every effort to employ contractors who live in Pottstown.

"Our motto is 'Changing the face of Pottstown, one home at a time,' " Keith Costello said. "We're on the crest of something great here."

Paula Bickelman of Find Solutions Properties LLC noted that property investors should not assume that homes in Pottstown will not sell to other homeowners. By turning homes into attractive dwellings, even small places that don't offer desirable amenities like extra bathrooms and so forth can sell quickly in Pottstown, she said.

"A little bit of home ownership goes a long way," Bickelman said regarding how Pottstown can enjoy revitalization.

During the final session of the information-packed day, Pottstown Borough Manager Mark Flanders shared a long list of positive steps the Borough is taking to help attract and support investment, such as the new LERTA district; a land bank for prequalified developers; walking and biking lanes; the soon-to-arrive "closed loop" improvements to Pottstown's traffic signals system; early cooperation by codes and zoning officers, and recent tourism attractions ranging from the Carousel and Colebrookdale Railroad to Pottstown's miniature golf course, the historic Pottsgrove Mansion, and Steel River Playhouse.

Flanders also emphasized that the perception that Pottstown is crime-ridden is largely that: a negative perception. Statistics show that crime is decreasing, and recent efforts including the strategic installation of additional security cameras throughout the Borough is helping to make Pottstown even safer.

"We're on the verge of something big in Pottstown," Flanders promised.

John Kromer, an economic development consultant affiliated with the University of Pennsylvania, referred to the evidence of positive energy in Pottstown. He noted that now is the time for investors to get serious about pursuing Pottstown opportunities.

"This area has a lot of potential as an attractive real estate market," he said. Addressing his audience, he said that as potential investors, they have the opportunity to take advantage of affordable prices and available properties now, "before Pottstown really takes off," and the cost to buy good development assets in Pottstown rises.

(In addition to those panelists mentioned above, The Hill School and Hobart's Run extend their deepest gratitude to the other participants, including Chuck Gulati P'19 of Sunnybrook Ballroom, Gatsby's, and Stokesay Castle; Rick Lewis P'20 of Lewis Environmental; Tom Burleigh of Rockwell Development Group; Brian Kelly of Right Now Property Solutions LLC; Ken Zimmerman and Greg Emrick of The Zimrick Group LLC; Aliyah Furman Stanger of the Pa. Department of Community and Economic Development; and Ian Stewart of Preservation Trades Network.)

Vlahos Dunn Insurance

Over the past few months, there have been more positive articles written, meetings conducted, and conversations taking place regarding the revitalization of Pottstown then there has been for years. With a positive buzz in the air, we all agree there are many positive changes taking place, and there are a lot of new faces interested in the change.

However, there is one local company that is not so new to the area and the revitalization efforts of Pottstown. A local insurance agency, Vlahos Dunn Insurance was established in 1999 at 1976 E. High Street in Pottstown, and from the very beginning, Pottstown's revitalization has been a part of the agency. As continuous growth caused the need to move twice since then, Vlahos Dunn Insurance continues to call Pottstown home. Each time more office space was needed, Vlahos Dunn Insurance tried to accommodate the company's needs but at the same time tried to improve the community by rehabilitating foreclosed properties into new office space, which they have suc-

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cessfully accomplished. The first property was 1976 E. High Street, which sat vacant for nearly 10 years. Under their real estate management company they converted that property to approximately 5,000 sq. ft. of space. When the second move was necessary, the game plan didn't change. This property at 1954 E. High Street sat vacant for years as well. Once able to purchase that property from the bank, it was converted in commercial office space, which remains the current location for Vlahos Dunn Insurance as well as three other entities.

In regards to their role in the community, Vlahos Dunn's involvement is long standing and extensive, including their past involvement with the local chamber of commerce, their creation and funding of the local Hook a Kid on Golf camp that won site of the year in 2005 out of thousands of camps across the country, Mosaic Gardens, Phillies Fire Company, the downtown theater to name a few. But according to company President Jim Vlahos, the one cause that stands out is their work with the local veterans.

This July they will host the 8th annual golf outing. Over the years Vlahos Dunn Insurance has raised in excess of \$50,000, with all the proceeds earmarked for the veterans, and they do their best to help those veterans that are right here in Pottstown.

In 2014, Vlahos Dunn established two scholarships to the Montgomery County Community College that are awarded to local veterans to help further their education. Proceeds are also awarded to the Elks Veteran Committee that oversees a number of local causes, such as the Vietnam Wall located in Memorial Park as well as "Vets for Vets," which provides housing for newly returning Vets.

As a small business Vlahos Dunn Insurance has realized for years the importance of giving back to the community. With this in mind, they have tried to give back in places where they feel they could have the biggest impact. One of those areas has

always been the downtown. According to Mr. Vlahos, "Over the years, we have invested in real estate in downtown and years ago worked with the Steel River Playhouse. Recently, I have been attending meetings with PDIDA and it's great to see all the activity. We have always felt the need to be involved in our community, and have contributed when and where possible. But when we start to see projects like Hobart Run, Pottstown Investor's Counsel, The Beech Street Factory, you can't help but get excited about the future of Pottstown. We

have always felt that one person, group, donation or project wouldn't make an impact. But now when everyone seems to be on the same page, working towards the same goals, it's hard not to believe that Pottstown is headed towards great success. I can't wait to see what this community looks like in five years, and we at Vlahos Dunn Insurance are excited to continue our small piece to achieve the ultimate goal."

For additional information, please call 610.326.1010, and visit www.vlahosdunn.com.

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By Joseph K. Koury, Esquire



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FOCUS ON POTTSTOWN REVITALIZATION

(Continued from page 17)

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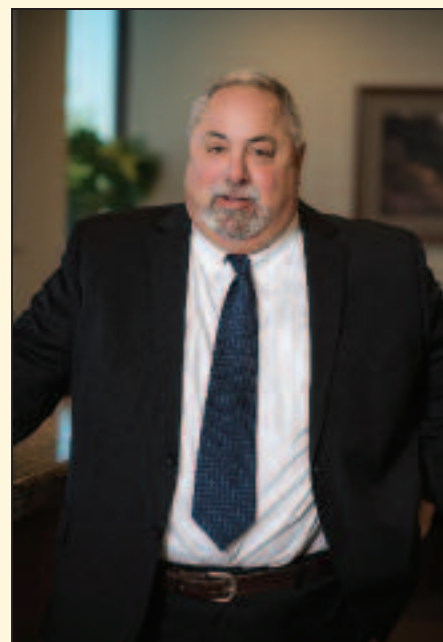
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pensation, Social Security litigation, ERISA, wrongful discharge and employment law claims. Jon has successfully represented clients in all types of litigation in the sixteen years he has been with Dischell Bartle Dooley. The cases range from representing homeowners' and businesses against their insurers in property loss cases to defending local government agencies against civil rights claims.

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Jonathan Young, Partner, can be reached at 215.362.2474, Ext. 223; Email: jyoung@dischellbartle.com. For additional information, please visit: www.dischellbartle.com. OFFICE LOCATIONS: Pottstown — 224 King Street, Pottstown, PA 19464; 610.323.3306. Boyertown — 105 E. Philadelphia Ave., Boyertown, PA 19512; 610.367.2921. Lansdale Headquarters — 1800 Pennbrook Pkwy, Suite 200, Lansdale, PA 19446; 215.362.2474.



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Philadelphia Ave Street Fair

The Berks-Mont Business Association is hosting the 2nd annual **Philadelphia Ave Street Fair** on Saturday, June 10th, 2017. The 2016 event was a huge success and 2017 is shaping up to be even bigger!

This year there offers a full line up of entertainment, including live music by The Mango Men, Kendal Conrad, Michael Kropp and the Boyertown Alumni Band – as well as a DJ providing music throughout the day. A rock wall, zip line, bungee trampoline bounce, exotic animal show, street performers and many, many food options will round out the day's offerings. Bring the whole family for a day of fun and entertainment from **11:00 am -6:00 pm** on East Philadelphia Avenue, Boyertown.

For foodies, there will be a wide variety of hometown favorites, food trucks, sweets & treats, a beer garden and an outdoor café with music. The Colebrookdale Railroad Preservation Trust will offer short jaunts on the north portion of track for \$5 per person.

Interested in being part of the excitement? Visit www.bmba.biz/pasf to register as a vendor. For additional information about the day, visit the Philadelphia Ave Street Fair Facebook page. See you at the Street Fair in downtown Boyertown on Saturday, June 10th—guaranteed fun and entertainment for the entire family! Rain date is June 11.

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The Grand Re-Opening of the Boyertown Museum of Historic Vehicles

The Boyertown Museum of Historic Vehicles is excited to announce that we are open to the public again! Concrete was poured, vehicles were re-arranged, walls were painted, lots of things were cleaned, and now we are back in business. The process was tedious, but we are anxious for you to see what we have accomplished. We could not have completed this project without our wonderful volunteers, who always step up and get the job done!

Admission to the Museum is \$8.00 for Adults, \$7.00 for Seniors and AAA members and children 15 and younger are free. We have lots of parking in our lot across the street.

The Boyertown Museum of Historic Vehicles displays over ninety vehicles of all types—from horse drawn carriages and wagons to motorcycles and cars and trucks—all built in Pennsylvania. Housed in a former factory building of the Boyertown Auto Body Works, maker of commercial truck bodies, the Museum also features the 1938 Reading Diner and a 1921 Sun Oil Gas Station. Also popular is the 1872 Carriage Factory, which features regular blacksmithing demonstrations. Group guided tours are available and eligible for a group rate. The Museum is open seven days a week from 9:30 am - 4:00 pm. For more information call 610.367.2090 or visit www.boyertownmuseum.org. Boyertown Museum of Historic Vehicles is located at 85 South Walnut Street Boyertown, PA 19512 and Facebook: <https://www.facebook.com/pages/Boyertown.Museum>


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For more information about all of our sponsors, please visit our Facebook Page at: <https://www.facebook.com/boyertownmuseum>



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CORPORATE WELFARE'S HISTORY OF FAILURE



By Bob Dick, Commonwealth Foundation

In April, the York-based medical device company Unilife filed for bankruptcy after laying off more than a third of its workforce. What makes this unfortunate circumstance different from dozens of other business challenges in our ever-changing economy? Unilife had a helping hand from you, the taxpayer.

State government handed the company more than \$6.4 million in grants and loans, betting it would thrive. Sadly, they bet wrong.

York is hardly alone. In the 1990s, Scranton spent hundreds of millions of tax dollars on county roads, museums, a stadium, a shopping mall, and an industrial park in hopes of spurring economic growth. Yet, the projects "largely failed" to revitalize the city, according to a study by the Mercatus Center at George Mason University.

These anecdotes raise an important question: Do government subsidies to select businesses help the economy?

The evidence says no. Since 2007, Pennsylvania has led the nation in such corporate welfare spending at a staggering \$6 billion, outspending its nearest competitor by nearly \$2 billion. Yet, these massive handouts to special interests have failed to boost economic growth.

From 2005-2015, the commonwealth underperformed in key economic indicators, ranking 35th in job growth, 31st in personal income growth, and 38th in population growth. In fact, the ten states spending the most on corporate welfare from 2007-2015—Pennsylvania first among them—saw less job growth than the ten lowest spenders.

Here's why. Normally, businesses make decisions based on what consumers want. But when government subsidies are on the table, businesses start competing for politicians' or government bureaucrats' favor.

Success is determined by who lobbies better, not by who makes the best product at an affordable price. The result? A few businesses "win"—though often temporarily—at their competitors' expense, and taxpayers suffer in the long run.

Consider Pennsylvania's Redevelopment Assistance Capital Program (RACP). This program gives an unfair advantage to large cities and awards grants disproportionately to businesses in Pittsburgh and Philadelphia. Workers in other cities, meanwhile, are left to pay the tab.

RACP isn't the only example. Commonwealth Foundation has identified more than \$800 million in corporate welfare in this year's state budget.

One of the biggest winners is the horse racing industry, receiving about \$250 million each year from the Race Horse Development Fund. A big chunk of this funds prize money, nearly 30 percent of which is spent outside of Pennsylvania. You can bet the house most Pennsylvania residents have not benefitted from this spending.

(Continued on page 22)



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CORPORATE WELFARE'S HISTORY OF FAILURE

(Continued from page 21)

What's more, a 2016 Pennsylvania Gaming Control Board report found attendance and wagering on horse racing dropped since 2011. Despite the perks, the industry is losing ground.

Horse racing isn't alone—Pennsylvania has given Fortune 500 companies like Aramark and Amazon millions in tax dollars while taxing small businesses, such as approximately 100 vape shops, out of existence.

With its history of failure, why is corporate welfare so prevalent? Optics, for starters. Headlines and ribbon cutting ceremonies give the appearance of growth. But this artificial "economic development" concentrates power, promotes cronyism, and siphons money from working people across the state.

When government officials divert dollars to their preferred economic projects, the net result is stagnation, not growth.

Instead of giving tax breaks and subsidies to select businesses, lawmakers should cut corporate welfare and use the savings to reduce tax rates for all business-

es. This will attract investment, create jobs, and help reverse the trend of Pennsylvanians fleeing the state for job prospects elsewhere.

Thankfully, lawmakers are on the right track. House Majority Leader Dave Reed recently said of government favoritism: "some of the [economic development] efforts in the last number of years haven't always been all that successful, whether it be stimulus packages or corporate welfare or tax loopholes."

And House Appropriations Chairman Stan Saylor has proposed eliminating corporate welfare entirely.

This isn't just talk. The House recently passed a budget reducing corporate welfare spending by at least \$56 million—with the possibility of further reductions.

Pennsylvanians deserve better than a system that favors the politically connected. Creating an environment where people can advance based on merit, not lobbying prowess, will put our state on a path toward growth and opportunity for all.

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



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HOW'S YOUR WEBSITE RANKING ON GOOGLE SEARCHES?



MASTERING SOCIAL MEDIA

By Alyse Mitten, Interlace Communications

Search Engine Optimization or SEO for short is one of those mystifying marketing pieces for business owners. In fact, one of the interesting emails I receive from clients is when they forward me an email that says, "We have noticed that your website needs help in being found when searched on Google." They wonder if they need to do anything. I always

ask them this question, "With the millions of websites online, how did they find your website?" There is usually dead silence on the other end while that question computes. Another question I ask them is, "Exactly what is it that they are claiming to get you to the top of Google?" Most claim that they can move up your website's name to the top. My recant to that is, "Why would anyone need to search your company's name?" If they know your company's name wouldn't they be able to find you without searching? And, frankly, if you don't own the first page of Google for your website when doing a search of your domain name, there IS a problem. So, before you read on, stop and search your domain name to see if YOU DO own the first page of Google. If you don't, read on. If you do, read the article anyway to fine-tune the searches that really matter, your keyword phrases.

You're back. How did you do? Let's look at a few parts of your website that YOU can learn about SEO and help your website developer.

There are several parts of your website which are very important to optimizing it for all the search engines. Some of the optimization is no longer necessary for Google but still used by other search engines, so we always include everything when building a site.

The Title of Your Website

Take advantage of the title of your website, also known as your tagline. This should not be the name of your website but

instead be loaded with your keywords to describe your business. It should include:

- Keywords phrases
- Those areas you service (Do not use counties but instead use up to three cities.)

The Description of Your Website

This is called the meta description. This description is what is shown when someone searches and finds your website. The description should also include the keywords for your website but be in paragraph form as it will appear right below your website's name when found in a search.

H1 Heading

Every page needs to have ONE and only ONE H1 heading. The H1 heading should also contain your keyword phrase for that specific page. What is an H1 heading? Say you are a realtor. The H1 heading for a property that you are selling would be the main description of the house. The H2 heading would be the rooms within the house, the H3 heading would be more detailed description of the rooms; and the paragraph is even more details about the description. H2 and H3 as well as paragraph can be used more than once. You are probably thinking, what the heck is an H1 Heading? These are the standard settings for the titles, subtitles, and body of your pages. H1 might be the font Arial in size 24pt for H1 on every page. H1 provides a way to create a consistent look on your website.

(Continued on page 25)

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Lunchtime Concert Series & Yoga Happy Hour

The workweek in King of Prussia (KOP) is about to be energized by the King of Prussia District (KOP-BID). In an effort to enhance the vibrant and active environment in KOP, KOP-BID will host a series of free events in June and July.

Now in its sixth year, **Rock Your Lunch! Summer Concert Series** takes place Thursdays in June (Friday rain dates, starting June 8). The series attracts hundreds of KOP employees looking to take their lunch hour outdoors to connect and network with their colleagues. Rock Your Lunch! features live music, free food samples from a variety of KOP's best and newest restaurants and giant yard games



from 11:30 AM to 1:30 PM outdoors in the King of Prussia business park at Arkema (900 First Ave.). An on-site caterer sells freshly prepared lunch items.

The widely popular **Yoga Happy Hour** series is headed to KOP's Main Street for its fourth season Tuesdays in June and July. Perfect for all levels of practice, Yoga Happy Hour features an hour of instruction by KOP-based Stillpoint Yoga Studios from 5 to 6 PM. This year, the seven-week series will take place outdoors at King of Prussia Town Center's pavilion. Yoga is immediately followed by a fun happy hour featuring freebies and specials from Town Center restaurants.



"An active and engaged community of residents and employees is essential for a thriving township," said Eric Goldstein, King of Prussia District Executive Director. "That is why we plan nearly three dozen events every year to help strengthen our community while supporting our King of Prussia businesses."

**Learn more about
Rock Your Lunch! at
visitKOP.com/RYL and
Yoga Happy Hour at
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MASTERING SOCIAL MEDIA

(Continued from page 23)

Backlinks

What are backlinks? They are links to your website from page to page as well as from website to website. There are two types of backlinks, internal and external. By creating hyperlinks from one page to another you create internal backlinks. External links include links to your social media platforms and links from websites that are relative to your business. How to obtain good links are by inviting guest bloggers to your site, link vendors and service providers to your website, and write blogs that attract people to find and leave comments on your site.

What about images & videos?

Visually, we as humans, see the photos and can describe what is in a photo. Unfortunately, search engines have no clue what is in a photo. They need your help. When uploading a photo to your website, naming it IMG-255.jpg means nothing. Take advantage of using keywords and locations not only for the name of the image but also the "alt-tag" of the image. If you are a realtor and have a photo of a brand new property, change the name of the image to something like – single-home-3-bedrooms-2-baths-

pottstown.jpg. For the alt tag, change the "-" to spaces – Single Home with 3 bedrooms & 2 baths in Pottstown, PA. Use the same theme when uploading videos. You know you have an alt tag for your photo when you take your mouse and hover over a photo and this yellow popup of text describes the photo.

There is much more that needs to be done behind the scenes to help your website move the needle on Google. I included information for those areas of the website where you can help your website developer to tweak, adjust, and improve the keyword phrases, information for your photos and videos, and links to your site.

Just an FYI, the better your website does to be found on Google, the more of those emails you will receive that your website needs help to be found. My suggestion is to smile knowing everything is just fine.

Alyse Mitten and her team at Interlace Communications are trained and certified in Search Engine Optimization. They can work with you to move the needle with the additional tools and techniques needed to improve your ranking with Google. Give them a call at 484-709-6564 or email kasey@gomaava.com. www.icconnect.com.



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ABOUT THE KING OF PRUSSIA DISTRICT:

The King of Prussia District (KOP-BID) creates an environment for success, connecting businesses with a culture of growth. By facilitating initiatives that are designed to improve the economic climate, KOP-BID is striving to make King of Prussia the best place for work, life and recreation.

The King of Prussia District (KOP-BID) was founded in 2010 as a 501(c)(3), private, not-for-profit organization under the Commonwealth of Pennsylvania's Neighborhood Improvement District legislation. KOP-BID engages public and private partners to collaboratively improve the economic environment in King of Prussia by making it more vibrant, attractive, and prosperous.

KOP-BID works with over 300 assessed property owners to execute the organizations five-point Program Plan within our district boundaries.

The Program Plan is used to focus the organizations efforts: Marketing & Communications; Physical Improvements; Tax Policy; Land Use & Zoning; Transportation.

All of the programs and services of KOP-BID are designed to promote high quality, attractive public spaces, comprehensive master planning for the future of King of Prussia, a regionally competitive tax structure, multi-modal transportation options, and enhancement to King of Prussia's profile through marketing, communications and special events.

For additional information, please visit: www.visitkop.com.



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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.

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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 Holsaueck 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.

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Is Your Print Advertising Overdue for a Check-Up?



By Linda Jacobs, Owner, Downtown Design

As a graphic designer in the tri-county area, I am often hired to design print ads for my clients, many of which advertise in this news magazine. With a captive B-to-B audience of 16,000 readers, it's important for your ad to stand out, not only among your competition, but also among all readers, whether it's in this magazine, or any other print media in your marketing plan.

Americans spend an average of 18 minutes* reading magazines on a daily basis. Many times you may keep an issue handy on your desk, or on a table in your workspace or office for others to enjoy. Do you pick it up and glance casually? Do you just look at the photographs? Or do you take the time to read articles that are of interest to you? What catches your eye? What ads stand out? Ask yourself why, and then, if you happen to be an advertiser, look at your own ad, with a critical eye. Would a potential customer even take a second look at your ad? Would they be intrigued enough in your product or service to call or purchase from you? Lots of questions, but they deserve your serious attention when your advertising dollars are being put to the test.

There are a few key elements that your ad should include, here's a quick checklist:

- **Strong Headline:** Keep it short, answer a question or solve a problem, or state a benefit to the reader. Engage your reader immediately.
- **Text/Body Copy:** Again, keep it simple with a focused, concise message that supports the headline...too much text may turn your reader away.
- **Visual Image:** Is your image intriguing? Does it support your message? Is it bold or visually appealing?
- **Call to Action:** What is it you want your reader to do? Visit your store, buy a

product, act on a sale or special offer? Give them a reason to "act now!"

- **Company Signature:** Include your logo, tagline, address, phone number, website...everything necessary for your potential customer to contact you easily.

After reviewing this list, and answering these few simple questions, you should be able to diagnosis the "health" of your ad. The layout should guide your reader through the ad in the direction you want them to take. And don't forget white space! You may be inclined to fill every inch of your ad, no matter the size, but white space directs the reader's eye to the most important component(s). Your ad should be able to grab the reader's attention within seconds, often that's all the time you have!

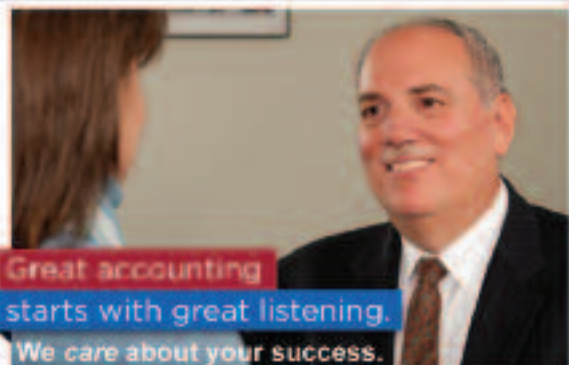
Finally, your ad should no doubt maintain your company identity and deliver your overall brand image. Is your logo prominently displayed? Are the fonts and colors consistent with all your other marketing materials? If a reader visits your website, sees your sales and promotional materials, receives a direct mail or sees a billboard of yours, will you and your company be recognizable?

If you've spent marketing dollars to create an identity, advertise and promote your business, you'll want to be sure those dollars are all in "the best of health."

*Source: Statista, The Statistics Portal

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Ludgate Engineering

There are many reasons such as a 40-year track record, the cohesion of our seasoned, effective staff, or the list of our past accomplishments but the best reason, to our many satisfied clients, is "cost-effectiveness". That phrase means we earn the fee we may be paid by delivering a survey, design, spec, or plan that not only gets the job done but balances the "return" and the "cost" – effectively.

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Founded in 1990, Earth Engineering Incorporated (EEI) prides itself on being a high quality full service geotechnical and environmental engineering consulting firm. With offices located in East Norriton, Lehigh Valley and Mechanicsburg, Pennsylvania as well as South Jersey, EEI is well equipped to service the entire 422 corridor.

EEI has specific expertise in Geotechnical Consulting, Subsurface Investigations, Infiltration Testing, Geotechnical Specialty Design Services, Environmental Site

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At EEI, our goal is to combine quality consulting and investigative work with on-time, on-budget performance. We're committed to providing our clients with the higher level of service and experience they have come to expect from EEI. Your success is our mission.

The 422 region is alive and well and the professionals at EEI, many of which who reside along the corridor, are ready to support the progress throughout the area. We at EEI look forward to contributing to the success of your next project. For additional information, please call 610.277.0880 or visit our website www.earthengineering.com.

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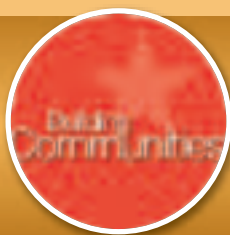
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TRICOUNTY AREA
CHAMBER OF COMMERCE

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
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& BOARD OF DIRECTORS
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152 E. High St., Suite 360, Pottstown, PA 19464

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Kitty Papp, Special Events Director,
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Melissa Shainline,
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melissa@tricountyareachamber.com



WORKSITE WELLNESS IS AN EXCLUSIVE MEMBER BENEFIT

Vision: To introduce and promote the culture of wellness in Chamber Member businesses with 50 employees or less.

Benefits of the Program:

- More engaged, productive employees
 - Improved morale
 - Improved teamwork environment
 - Culture of well-being
- And more!

How we work with you:

- We guide your business through the 6-month program
- You assemble a motivated wellness committee
- We guide you in developing a customized program
- We will recognize your efforts at the Chamber's Annual Economic Development Luncheon

The TriCounty Worksite Wellness Initiative is a collaborative effort of: TriCounty Area Chamber of Commerce; Pottstown Area Health & Wellness Foundation; Pottstown Memorial Medical Center; and Montgomery County Health Department.

To learn more about the program – visit our website, tricountyareachamber.com/worksite-wellness; or contact Bunny at 610.326.2900 or bunny@tricountyareachamber.com.

Here's an image from one of the graduates who still incorporates wellness into their worksite!



Sealstrip's Wellness Initiatives include weekly 20 minute "recess" with outdoor games, healthy Thursday lunches, internal newsletter wellness articles, wellness speakers during lunches - "Lunch & Learns," and much more!

MEET BUNNY, WORKSITE WELLNESS INITIATIVE DIRECTOR



Irene (Bunny) Boyle is a Health Educator with a degree in Public Health from West Chester University. With a passion for wellness, Bunny enjoys helping others take steps to a happy healthy personal and work life. She is currently working as the Director of Worksite Wellness for the TriCounty Area Chamber of Commerce promoting wellness in small businesses under 50 employees. Bunny also works as a member of the Main Line Health's Community Health Services Department and teaches an 8-week Matter of Balance Class, leads a 6-week Smoke-Free class, counsels in-patients at Bryn Mawr Hospital and participates in employee biometric screenings.

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 May 17.

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!

Berks Fire Water Restorations, Inc.
1145 Commons Boulevard
Reading, PA 19605
610.948.8660
www.bfwrestorations.com
Fire / Water Restoration

We are a complete Restoration Company offering Fire, Soot and Smoke Restoration, Water and Sewage Back-Up Restoration, Mold Remediation, Board-Up Services, Plumbing/HVAC, Electrical Services, Wind and Storm Repairs, Vandalism and Graffiti Restoration, Tree Removal, Vehicle Impact Repairs, Bio-Hazard Clean-Up, Crime Scene Clean-Up, Odor Treatment, Content Restoration and Duct Cleaning.

Lomax Carpet & Tile Mart
351 W. Schuylkill Road, Suite #1
Pottstown, PA 19465
61.323.0332
www.carpetmart.com
Carpet and Rug Dealers / Floor Coverings and Materials
Lomax Carpet & Tile Mart is a mill-direct flooring superstore, offering a massive in-stock selection of carpeting, rugs, hardwood, laminate, tile, natural stone, luxury vinyl and more. Featuring deep discount pricing, exceptional customer service and fast professional installation.

LuLaRoe Donna Eves
Bechtelsville, PA 19505
484.363.1611
www.facebook.com/lularoedonnaeves
Apparel and Accessories
LuLaRoe Donna Eves is clothing sold right on the spot, at Pop-Up Boutiques and Open Houses. Think of them as mobile dress-up parties, your friends and neighbors can shop! LuLaRoe offers many different styles! There is something for everyone!

Ogilvie Real Estate Team –
Coldwell Banker Preferred
390 Waterloo Boulevard
Exton, PA 19341
610.457.0900

www.ogilvierealestateteam.com
Real Estate – Residential

If you want above board professional service, consistent and efficient communication, and a complete knowledge of our local real estate market, you need to call Kathleen to meet your real estate goals. Whether you are a first time buyer, investor, a seller downsizing or moving up, 1031 exchange client, or simply need a consultation for future goals, please call Kathleen at the Ogilvie Real Estate Team at 610-457-0900 - she is here to help.

One Source Office Refreshment Service, Inc.
1194 Zara Drive
Pottstown, PA 19464
610.495.9353

www.onesourcerefreshment.com
Vending Machines / Food Services, Beverage Distributors, Food Distributors, Nutritional Products / Services
One Source Office Refreshments is the premier Micro-Market, Vending, Office Coffee & Water Filtration Service Provider in the Tri-County Area. Family Owned and Operated for over 35 years, One Source operates a network of over 2000 integrated wireless Food Service machines.
Referred by: Russell Lowe, Fraser Advanced Information Systems

THANK YOU

May's Coffee Sponsor:



CHAMBER MEMBERSHIP ANNIVERSARIES (ACCORDING TO TCACC RECORDS)

HAPPY ANNIVERSARY to the following Members:

39+ YEARS

Edwards Business Systems

McDonald's – Pottstown

Sawchuk's Garage, Inc.

Smale's Printery

33 YEARS

Larry E. Hoffa & Company, P.C.

The Longacre Co.

Martin Stone Quarries, Inc.

Reinhart & Co., CPA's

Tri County Area Federal Credit Union

25 YEARS

West-Mont Christian Academy, Inc.

21 YEARS

Avante Apartments
Occupational Health at CarePlex

17 YEARS

Chestnut Knoll

10 YEARS

Mom's House, Inc. of Greater Philadelphia

6 YEARS

Visiting Angels

1 YEAR

Freestyle Real Estate

Inner-Edge Clinical Counseling & Sports Psychology

Koch Financial Group, LLC and Koch Insurance Brokers, LLC

Latta Safety Systems, Inc.

Netcom Merchant Service Consultants

PK Wellness Matters

Member Renewals

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

A.D. Moyer Lumber & Hardware, Inc.

Artemis Design, Inc.

Barry Isett & Associates, Inc.

Bause Catered Events

BB&T

Canteen Berks County

CODY Systems

Community Health & Dental Care

Dynamic Physical Therapy & Aquatic Rehabilitation

Graber Letterin' Sign Co.

GreenAllies

Hopewell Furnace National Historic Site

Midcore Solutions

NAMI PA, Montgomery County

Patriot Environmental Management, LLC

Philadelphia Premium Outlets

Physicians Care Surgical Hospital

Pottstown Area Rapid Transit, Inc. (PART)

Pottstown Cluster of Religious Communities

Pottstown Dance Theatre

Rhoads Limousine Service, Inc.

RKL LLP

Sanatoga Ridge Community, Inc.

Smale's Printery

Synergy Environmental, Inc.

The Body-Borneman Companies

Translogistics, Inc.

Valley Forge Tourism & Convention Board

Weichert Realtors

Wings of Victory Outreach Corporation

Wyndcroft School

YWCA Tri-County Area

Are you Celebrating 25, 50, 75 Years?

If your Chamber Member company is celebrating a significant anniversary then the Chamber needs to know! The Chamber strives to recognize their Members for their success.

Contact **Kitty Papp** at 610.326.2900 or kitty@tricountyareachamber.com.

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



NETWORKING

Thurs., June 8 7 – 9 AM	Membership Breakfast <i>Brookside Country Club, 850 N. Adams St., Pottstown, 19464</i> Join us at the June Membership Breakfast to congratulate the Leadership Tri-County 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 (must be prepaid by 6/5); Registration required Sponsored by: Pottstown Area Police Athletic League; Schultz Technology; and Tompkins Wealth Advisors
Wed., June 14 11:30 AM – 1 PM	Membership Anniversary Luncheon <i>TriCounty Area Chamber of Commerce, 152 High St., Suite 360, Pottstown 19464</i> 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 <i>Copperfield Inn, 594 W. Ridge Pike, Limerick 19468</i> 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 Additional Sponsorship Opportunities Available
Fri., June 23 8:30 – 10 AM	Refresh Friday: "Time and Stress Management Workshop" <i>TriCounty Area Chamber of Commerce, 152 High St., Suite 360, Pottstown 19464</i> 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 <i>Reading Country Club by ViVA Catering, 5311 Perkiomen Ave., Reading 19606</i> Networking and refreshments with fellow Members! VIVA will be offering light hors d'oeuvres as well as a discounted cash bar for cocktails. The event will be hosted outside on the cocktail deck, weather permitting. Drop your business cards in the drawing for a chance to win either a catered lunch for 6 or a catered lunch for 12. On the way out, don't forget to pick up your swag bag filled with information and coupons. No Charge; Members Only; Registration Appreciated Sponsored by: Reading Country Club by ViVA Catering

The next Pro Business Council meeting is Monday, June 19, 10 – 11 AM at the Chamber Office. Please contact Eileen at 610.326.2900 if you are interested in attending.

SAVE THE DATE!

Tues., July 25 4 – 6 PM	Summer Sampler <i>Chamber Office, 152 E. High St., Suite 360, Pottstown, 19464</i> Join fellow Members at the Chamber Office for a sampling of food and beverages from Chamber Member restaurants and caterers! Members Only; No Charge; Reservations Appreciated
Mon., Sept. 11 10:30 AM 11 AM 12 PM 4:30 PM	September Scramble & Clambake <i>Hickory Valley Golf Club, 1921 Ludwig Rd., Gilbertsville 19525</i> Registration Lunch Buffet Shotgun Start Networking and Clambake EARLY BIRD PRICING Available until 7/31/17 \$145 per person for Lunch, Golf and Clambake \$550 for a Foursome If you are not a golfer, join us for the networking and clambake - \$45 per Chamber Member; \$55 per non-member

Want to share your business story and **highlight your products and services?**

As we begin to plan our 2017-2018 program year, we will help you determine how to make the greatest impact to your perfect audience.

Contact Kitty at 610.326.2900 or email kitty@tricountyareachamber.com to schedule a meeting today!

Call Kitty Papp, Special Events Director, for more information or to sponsor an event.
610.326.2900



Scanning this QR code will take you to the event's page.



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

THE 2017



The TriCounty Area Chamber of Commerce hosted its 2017 Annual Dinner on April 26 at RiverCrest Golf Club & Preserve, Phoenixville, where **Paul Butler** was the keynote speaker.

The evening began with a social hour, where attendees were able to network with Paul. Attendees were then welcomed to the Annual Dinner and the 2017 Chamber Stars Awards were presented. The Chamber congratulates the winners of the following awards:

1. Business / Enterprise of the Year – CEDARVILLE Engineering Group, LLC

CEDARVILLE Engineering Group, LLC (L to R) Anthony Lauletta, Carol Schueler, Bryan Kulakowsky, Tracey Franey, Kurt Hatfield, April Barkasi, Henry Garie, Beth Uhler, and Tom Wilkes.

2. Nonprofit Organization of the Year – Valley Forge Tourism & Convention Board

(L to R) Dan Weckerly and Megan Tomlinson, Valley Forge Tourism and Convention Board

3. Volunteer of the Year – April Barkasi, CEDARVILLE Engineering Group, LLC

Eileen Dautrich, TCACC President, presented the award to April Barkasi (R)

4. Ambassador of the Year – Russell Lowe, Fraser Advanced Information Systems

Russell Lowe (R), receiving his award from Eileen Dautrich

In addition to the Chamber Stars Awards, the Chamber recognized former Chairmen of the Chamber Board, local police, and volunteers. Former Chairmen who were recognized:

- Howard Kalis, III – 1978
- David Specht – 1990
- Scott Detar – 1997-1998
- Brad Okoniewski – 2008-2010
- Heather Chandler – 2014-2016

5. Police Recognition – Lower Pottsgrove and Pottstown Police Departments

L to R: Sgt. Robert Greenwood & Sgt. William James, Lower Pottsgrove Police Department; Rick Lewis, The Lewis Group (Police Recognition Sponsor); Paul Butler, 2017 Annual Dinner Speaker; and Sgt. Edward Kropp, Jr. & Corporal Brian Weitzel, Pottstown Borough Police Department.



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

TCACC ANNUAL DINNER



A few special thank you's for the evening:

- **Dan O'Connor, Polaris Productions**, for producing the award winner videos and running the technology
- **Kevin Kline, KCK Photo and Entertainment** for taking photos. To view additional pictures from the evening, please visit the Annual Dinner event page on the Chamber's website – tricountyareachamber.com.
- **Pearl Exhibit Group** for their donation of the Photo Backdrop used in the Paparazzi Photo Op
- And our venue **RiverCrest Golf Club & Preserve**

The Chamber would also like to thank the sponsors, balloon pop donors and participants, and attendees for making this event a success.

After the presentations, Maggie Riker, of Speaker Sponsor **CODY Systems**, introduced the evening's keynote speaker, Paul Butler, who presented "Leadership for a Lifetime – How the Past Prepares Us for the Future."

Paul's presentation was followed by Dinner and then additional networking and dessert at the closing reception. The closing included the highly anticipated 90-balloon pop! Attendees, who purchased a balloon, were able to pop the balloons and claim the prize listed inside.

Thank you to the companies who donated door prizes for our Balloon Pop:

Arnold's Family Fun Center
Brookside Country Club
Beverly's Pastry Shop
Carr Chiropractic and Wellness, LLC
Clothes to Home
Connections on High
Copperfield Inn at Lakeside
Coventry Mall
CzarStar Security
Dancing Tree Creations Artisans Gallery & Studio
First Priority Bank
Grumpy's Handcarved Sandwiches
Gatsby's at the Sunnybrook Ballroom
Hickory Valley Golf Club
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RiverCrest Golf Club & Preserve
Salon Evolve
Santander Arena and Performing Arts Center
Schantz Technology
Sealstrip Corporation
Spring Ford Country Club
The Swamp Door Antiques & Curiosities, LLC
Tompkins VIST Bank
Tri County Area Federal Credit Union
The Victory Bank
Wrigley's Business Products & Services
Yucha Medical Pain Management & Chiropractic Rehabilitation



Our speaker, Paul Butler, was highly energetic and had all attendees engaged.

Thank you to our sponsors for this event:

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Leadership

TRI-COUNTY

LEADERSHIP UPDATE – MAY FINAL SESSION!

The Leadership Tri-County Class of 2017 spent a day learning about economic infrastructure in the tri-county area during the May session.

Martin Stone Quarries: Eric Gehman, Sr. Sales Associate, provided the class with information and a tour of the quarry. Martin Stone Quarries provides quality aggregate and Infield Mix material to southeastern PA and surrounding states. At least 50% of the stone from this quarry is used for asphalt paving. The quarry blasts two or three times a week releasing 20,000 tons of stone per blast.

Goodwill Fire Company: Former Fire Chief Richard Lengel explained the various responsibilities of the fire companies in Pottstown. Chief Lengel also spoke with the class about the decline in firefighter volunteers in the country.

After lunch, the class received an overview and tour of the **Pottstown Waste Water Treatment Plant** provided by Karen Owens, Borough of Pottstown. The Pottstown Waste Water Treatment Plant is a state-of-the-art water pollution control facility providing high levels of treatment to wastewater received from the Borough of Pottstown, and West, Upper and Lower Pottsgrove Townships.

George Wausnock, Carousel at Pottstown, gave the class a brief history on the project and the work that still needs to be done. The class was able to experience the thrill by riding the carousel while visiting.

The Class ended their day with a walking tour of Manatawny Park, one of the 18 Pottstown Borough parks under the jurisdiction of **Pottstown Parks and Recreation**. **Michael Lenhart**, Pottstown Parks Director, and **Justin Keller**, Pottstown Borough's Assistant Borough Manager, explained how the 18 parks are financed and also gave a brief overview of the Bike Pottstown program.

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

CO-SPONSORS



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Meet the Class



Tina Weller

Tina Weller is a controller for the Pottstown Memorial Medical Center. She has a daughter, Aubrey, and pursued both her under graduate and MBA from Alvernia University. Tina's interests include baking, spending time with Aubrey, and dirt track racing. She has worked in the Tri-County Area for 10 years and her personal business philosophy is everyday there is always something new to learn. Tina's business role model is Deb Konarski and she is currently involved within the Chamber through Building a Better Boyertown. She feels that it is important to participate in the leadership class in order to learn how she can benefit the community and it's needs. Tina looks most forward to building personal and business relationships and growing as an individual during her time with Leadership Tri-County.

The class on their tours of:



Pottstown Waste Water Treatment Plant



Carousel at Pottstown



Manatawny Park

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

Leadercast

POWERED BY PURPOSE

Community and business leaders accessed the knowledge and experience of world-renowned leaders by attending Leadercast at Morning Star Fellowship in Bechtelsville on Friday, May 5. During Leadercast, nationally renowned leaders were broadcast live via simulcast from Atlanta, GA, to host sites all over the world – and the tri-county area was one of those simulcast locations! This was the fifth year that the Chamber hosted Leadercast.

The Chamber knows how time-starved our Members are and we enjoy offering this event as a solution to the development of the leadership in their company.

This year's theme was *Powered by Purpose* and featured the following speakers:

- **Andy Stanley** "It is in you and me that you want to find some meaning in life."
- **Molly Fletcher** "We have to have the courage to be a little bit curious."
- **Jim McKelvey** "It is a beautiful thing to have an obvious problem."
- **Donald Miller** "Do not follow the best leaders, follow those who communicate the best."
- **Jess Ekstrom** "When you create solutions, you learn the value of your work."
- **Daniel Pink** "Feeling like you're doing something that matters every day, whether big or small, is what matters."
- **Suzy Welch** "It is far better to be right than to be smart."
- **Dr. Henry Cloud** "A leader, if they are not careful, will build their company in their own image."
- **Tyler Perry** "Just on the other side of my pain, I found my purpose."

In addition to the speakers broadcast live via simulcast, our 2017 event featured new and exciting opportunities:

- Partnered with 4 local **Chambers of Commerce**

- During the lunch break, **Scott McDevitt**, CEO of **Translogistics, Inc.** provided insight on how he leads his company with purpose and their 4 *Pillars of Professionalism*: Attitudes, People Skills, Communication Skills, and Accountability
- We had the opportunity to host students from **Boyertown Area High School** so they could experience the day-long leadership development event
- Sold **Headbands of Hope** – for every headband sold, a headband is donated to a child with cancer



Scott McDevitt, CEO of Translogistics, Inc. provided his insight on how he leads his team with Purpose.



Attendees from Boyertown Area High School



Thank you to all who attended the 2017 Leadercast!



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CHAMBER OF COMMERCE

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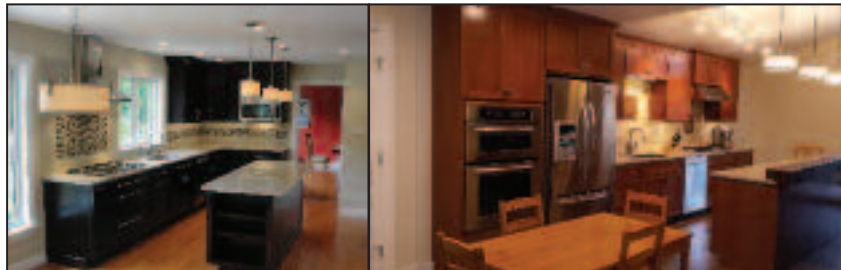
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BUSINESS OF THE MONTH

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. June's Business of the Month was chosen from Members who attended May's New Member Reception.



Lifestyles Design



Who is Patricia Nunan? I have lived in the area most of my life, I'm a Boyertown and MCCC grad in fine arts. I married my high school sweetheart and have 2 great kids and 4 absolutely wonderful grand kids. I love gardening and of course, designing. I'm the President and owner of **Lifestyles Design**, an award-winning kitchen & bath design and consulting firm. I'm also a Certified Age in Place Specialist, Certified Kitchen and Bath Remodeler and Certified Kitchen Designer.

What do I do? I help people solve puzzles, especially ones where there's no picture to follow. Every project is a puzzle waiting to be solved. Kitchen & baths are my specialty, with special expertise in designing for people with disabilities or the elderly. Designing a kitchen, bath or accessible designed space is a process: gathering information, space planning, creating the 'look', product selection - to create the look - and then implementing the plan with really good tradespeople. There are hundreds of decisions that go into it and client participation is paramount to a successful design project.

How I help people solve their kitchen or bath design dilemmas is by asking questions and listening as they describe the challenges and their goals. Then, we work it out together. When someone tells me 'it feels good' to be hanging out with family and friends in the new kitchen that I designed,

or they love to relax in their new master bath and especially when someone needs help getting in their house or taking a shower and finally have the independence they want and need - I know I did my best for them.

Why I love about what do? I meet the most amazing people. Everyone has a story and every story is different. Families with kids that need more space, older couples who want to stay in their home as long as they can and especially someone with a disability wanting to remain as independent as possible. Just as we are all different, no two projects are alike. I still get goosebumps when I see the project completed and it looks just like I knew it would.

When I started my company, Lifestyles Design, in 2001, I knew I wanted to help people enjoy their homes. I love creating and putting a project together. **Lifestyles Design** has won many local, regional and national design awards including the NARI National Contractor of the Year, NAHB Home for Life and *Professional Remodeler* Best of the Best awards.

Where can you reach me to get your new kitchen or bath project started? 610-754-1444 or email, pat@lifestylesdesign.com. I would love to discuss your next project with you, so please call me to help you solve your next design puzzle. I look forward to meeting with you.

RIBBON CUTTING



Get Twisted, 257 E. High St., Pottstown, PA 19464

Leadership

TRI - C O U N T Y

BE A LEADER IN THE COMMUNITY

**Get prepared for nonprofit board leadership in just 10 months
– now accepting applications for the Class of 2018!**

- The class of 2018's program will run from September 2017 to June 2018.
- The class kicks off with a one and one-half day retreat in September.
- Participants tour the community and attend a variety of meetings and events in the area as well as participating in educational workshops.
- Participants will complete a group project on behalf of a local Chamber Member nonprofit organization.
- Participants meet once a month for programs covering topics such as: Arts & Culture, Business, Economic Development & Infrastructure, Education, Government, Health & Human Services, Justice, and Leadership Development.
- Upon completion, participants are accepted into active service with a local board or committee of a local non-profit organization.



Contact Eileen at 610.326.2900 if you are interested in tapping into your leadership potential!

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APRIL BUSINESS CARD EXCHANGE



On April 18, Chamber Members gathered at Citadel Federal Credit Union in Pottstown for a Spring-themed business card exchange! Food was provided by Chamber Member Juan Carlos Fine Mexican Cuisine and attendees left with a spring takeaway – A pot with soil and seeds to promote spring thoughts!

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NEXT BUSINESS CARD EXCHANGE

- **Tuesday, June 27**
• **4 – 6 PM**
- **Reading Country Club by ViVa Catering,**
5311 Perkiomen Ave., Reading 19606
Networking and refreshments with fellow Members!
More details on page 37!

Sponsored by: **Reading Country Club by ViVa Catering**

SHOW US YOURS!



Reflections Hair Designs,
939 E. Schuylkill Rd.,
Pottstown, PA 19465

Tompkins VIST Bank,
258 E. High St., Pottstown, PA 19464



Snap a photo of your decal posted and email it to Melissa at melissa@tricountyareachamber.com. We will share the photo in the *Route 422 Business Advisor* and on our social media!

REFRESH FRIDAY



Refresh

Thank you to Adrean Turner for her informative presentation on Workplace Conflict.

On April 28, the Chamber hosted the fourth Refresh Friday Seminar. Adrean Turner, "Coach Adrean", focused on how to understand and resolve conflicts in workplaces full of diversity.

Next Refresh Friday Seminar – Friday, June 23, "Time and Stress Management"

SAVE THE DATE

2017

September Scramble & Clambake

at Hickory Valley Golf Club

Monday, September 11, 2017

Early Bird Pricing is available until July 31

Sponsorship Opportunities Available. Contact Kitty for more information.

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



Shop TriCounty
Live Local. Save Local.

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



SOME OF THE CURRENT DISCOUNTS:

Gilbertsville:



A.D. Moyer Lumber & Hardware
1200 E. Philadelphia Ave., Gilbertsville,
PA 19525; 610.367.2036;
www.admoyer.com

- Therma Tru prefinished doors by Reeb Millwork, FREE lockset and deadbolt up to a \$75 value



The Swamp Door
Antiques & Curiosities,
LLC

2030 Swamp Pike,
Gilbertsville, PA 19525;
484.949.8130;

www.theswampdoor.com

- 10% off items greater than \$10 (exceptions for local authors/some artisan wares)

Limerick



MaxOut Strength Studio
70 Buckwalter Road, Limerick, PA 19468;
610.948.5959; www.maxoutcorp.com

- 10% off all transactions (training, merchandise, etc.)

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:**



JOB POSTINGS

LOOKING TO FILL A POSITION?

The Job Postings and Resume Service helps Members that are looking to fill a position by saving them *time* and *money*.

How to Post Your Job Opening

Companies who have posted Job Openings will be featured in a weekly email and in the *Route 422 Business Advisor*.

Members: It's easy to post your Job Openings!

- Login to Members Only on the Chamber website and click the "Jobs" tab on the left side module.
- Click "Add New Job Posting," fill in the description.
- Preview your posting by clicking "Preview" on the bottom of the page.
- Click the red "Save & Exit" button on the bottom to finalize your posting.

LOOKING FOR QUALIFIED INDIVIDUALS?

Information from resumes the Chamber has received are announced at Membership Breakfasts and summarized in the *Route 422 Business Advisor*.

Members: Stop by at the office anytime to review the resumes we have on file that have been sent to us by those looking for work. This month's resumes include: **Administrative Support; Financial Services**

**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.

**FEATURED
MEMBER
BENEFIT
OF THE MONTH**

**SUMMER
CONSIGNMENT
TICKETS**

*Available to Members of the TriCounty
Area Chamber of Commerce!*

ATTRACTIONS	OUR PRICE	GATE PRICE
AMC	10 tickets for \$85	10 tickets for \$120
Movie Tavern	10 tickets for \$85	10 tickets for \$105
Regal	10 tickets for \$85	10 tickets for \$120
Adventure Aquarium (NJ)**	Adult - \$17.50 Child (2-12) - \$14	Adult - \$26.95 Child (2-12) - \$19.95
Dorney Park**	Single Day Ticket - \$34.99 Two-Day Ticket - \$53.99 Single Day Bundle - \$54 All Inclusive Bundle - \$136	Single Day Ticket - \$58 Two-Day Ticket - \$66 Single Day Bundle - \$91.99 All Inclusive Bundle - \$217.98
Dutch Wonderland**	Royalty (3+) - \$33.99	Royalty (3+) - \$41.99
Hersheypark**	Regular 1-Day (9-54) - \$43.95 Jr/Sr 1-Day (3-8; 55-69) - \$37.95 Senior+ 1-Day (70+) - \$23.25 Regular 2-Day (9-54) - \$83.20 Jr/Sr 2-Day (3-8; 55-69) - \$61.70	Regular 1-Day (9-54) - \$65.80 Jr/Sr 1-Day (3-8; 55-69) - \$42.80 Senior+ 1-Day (70+) - \$27.80 Regular 2-Day (9-54) - \$TBD Jr/Sr 2-Day (3-8; 55-69) - \$TBD
Morey's Piers** Prices increase June 18	Flexible Combo (Over 48") - \$59.25 Flexible Combo (Under 48") - \$44.25 Ride & Waterpark Same Day - \$51.75 Amusement Only - \$44.25 Waterpark Only - \$33.75	Flexible Combo (Over 48") - \$79 Flexible Combo (Under 48") - \$59 Ride & Waterpark Same Day - Only Available through Consignment Program Amusement Only - \$59 Waterpark Only - \$45
National Aquarium**	Adult (12-64) - \$31.95 Child (3-11) - \$19.95 Senior (65+) - \$27.95	Adult (12-64) - \$39.95 Child (3-11) - \$24.95 Senior (65+) - \$34.95
Philadelphia Zoo	Adult - \$17 Child (2-11) - \$17	Adult - \$23 Child (2-11) - \$19
Reading Fightin Phils**	6 undated tickets - \$27	6 undated tickets - \$42
Renaissance Faire / Celtic Fling**	Child (5-11) - \$21.95 General Admission (11+) - \$7.95	Child (5-11) - \$30.95 General Admission (11+) - \$11.95
Santander Arena & Performing Arts Center**	Special pricing on select performances	See venue for event specific pricing
Six Flags Great Adventure**	General Admission- \$45.99 Hurricane Harbor - \$34.99	General Admission- \$49.99 Hurricane Harbor - \$45.99

** Tickets must be purchased online – contact Melissa at melissa@tricountyareachamber.com to receive the online codes!

BOARD ON THE MOVE



**The Hill
School,**
860 Beech
Street,
Pottstown,
PA 19464

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

25 YEARS AS A FINANCIAL SHERPA PARENT – AN UPDATE!



THE GOOD LIFE

By Merra Lee Moffitt, AWMA®, CMFC®, CFP®

Since age 17, I've read every *Money Magazine*, *Wall Street Journal* and every other sensible financial tome I could handle. My parents were so poor they had to sell a cow to pay each car insurance or college bill. By the time I had my first child at age 32, I was no longer struggling. I had saved 10 percent of every paycheck since my first year after college. With intentions of imparting the awesomeness of savings and compound interest to my children, I raised my 2 boys with every bit of wisdom I could muster.

What can I share with you 25 years into the experience? My boys are 24 & 25 now, so here's our story.

An allowance at 3! — My kids had an allowance starting at 3 years old. I decided that \$1 for each year of age was a great place to start. They had to do household age-appropriate chores - load the dishwasher, set the table. What else can you do when you're 39 inches tall? I never paid them to pick up their own toys or clean their own rooms. "Your mess, you clean it!" RESULTS: As a mother, I never had to clean their rooms, do their laundry or collect dirty dishes. We had 3 buckets for their allowance - The first bucket was to spend now on whatever you want. Gum, candy, loan to a friend. RESULTS: After a couple years, they stopped buying silly, sugary things or giving money to their friends. But they loved yard sales. One Dollar would buy Lego's that originally cost \$20.

'Spend soon' was the second bucket — You must buy your own electronics and pay for your friends' (and parents') birthday gifts. RESULTS: Very few lost or broken electronics. Their friends and parents got \$10 gifts that were well thought out

before purchasing. A side benefit, my one son has an astute ability to get refunds and 'perks' when a product fails to satisfy.

Third bucket, your car fund! — Yep, I made them put a dollar a week into their car fund starting at 3! I wrecked the first car my dad bought me at 17. Wreck your own car! If you pay for it, you'll pay attention. RESULTS: Both sons have had the requisite number of teenage accidents, but I am not out thousands of dollars and they are now both pretty safe drivers. And they pay their own car insurance & car payments. By the way, they each had about \$4500 when they bought their first car. My eldest son's first car was our OLD Pontiac which we sold him at blue book value. His second car is my OLD Highlander also sold to him at blue book value.

Debts — The 'bank of mom' would let them borrow up to 1 month of allowance at 12% interest! Bank of mom also paid 12% interest on savings. They could do extra chores to work down debts or even build savings. The math was easy, 1% per month, we had an excel spreadsheet that I showed them every couple months.

(Continued on page 46)

Paying for College Have you PUZZLED?



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FINANCIAL ROOTS!
CALL MERRA LEE TODAY!

Three "Interesting" ways to pay for college:

- 1) Bartender jobs pay very well and don't interfere with college.
- 2) The above also cuts down on partying.
- 3) Avoid year five by getting passing grades.



goodlife
FINANCIAL GROUP

Merra Lee Moffitt

CMFC, AWMA, CFP®, AIF®
Senior Partner, Wealth Strategist

610-628-2055 • 610.498.7353 • fax 610.628.2055

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with the level of service of a local provider."



Office Administration Info Sessions

The College is pleased to offer a new certificate program in Office Administration. Students will gain practical experience using Microsoft Office applications including Word, Excel, Access and PowerPoint. Emphasis is placed on preparing graduates for positions in professional and public sectors such as administrative assistants, office clerks and secretaries. Classes are available at most locations and online.

Attendees Will:

- Learn about the new Office Administration certificate program
- Hear about career opportunities
- Meet expert faculty
- Learn how to apply and pay for the program

Locations and Dates:

Maple Campus

Tuesday, June 13 | 6 p.m.
Academic Building
Small Auditorium
901 South Media Line Road
Media, PA 19063

Southeast Center

Wednesday, June 14 | 6 p.m.
Folcroft East Business Park
2000 Elmwood Avenue
Sharon Hill, PA 19079

REGISTER TO ATTEND

Seats are limited! Register in advance at dccc.edu/info-session or call 610-723-4000.

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THE GOOD LIFE

(Continued from page 45)

RESULTS: Debts got paid down quickly (perhaps our chores were too convenient; clean the refrigerator for \$10?) When they got too good at saving, I moved their car accounts to an UTMA investment account so I wouldn't have to pay so much interest. They also started getting investment statements and learned about that.

Whoops! Creeping entitlement mentality! — We took them out to eat. We took them on international vacations. Our lives were good and we could finally splurge. But, I started to realize this when they complained that vacations weren't special enough (Outerbanks with their 15 cousins wasn't Mexico) and their idea that good grades deserved Sushi. Results: Major failure; they weren't prepared to be starving college students. Patrick and I were given the wisdom of 20 years of striving to succeed which my kids deserved.

Starving Student Training — So at age 16, we stopped taking them out to eat except birthdays. I began making massive pots of rice and beans on Sunday nights for instant rice bowls, burritos, and Mexican Salad throughout the week. We 'practiced' Ramen noodles, eggs and leftover vegetables so they could learn dinner for 54 cents. RESULT: My at home college son steals all the meats of out my Chinese takeout and my Syracuse son raids the pantry of all beans, rice, tuna and every other protein whenever he comes home. Since they are both being frugal (as well as grateful) I'd say a great recovery!

Jobs — My stay-at-home college son has had a decent college-flexible job since 17. Sadly he earned too much too soon and believes that 'extra' money is for clothes, jewelry, and eating out. RESULT: He now has a decent full-time job, pays rent and all his own bills. He now is a frequent shopper at pawn shops where he gets his computer and phone 'bling' fix.

Jobs, Part two — My Syracuse Engineer son just got his dream job in Boston as a robotics engineer. He happily will be making enough to pay his student loans, save for retirement as well as Boston level housing costs. He and I spent several hours setting up his living expense, saving and debt payment plan. RESULT: He is now a full-fledged member of the working class and is learning to appreciate the balance between spending money on craft beer and groceries. He is a member of the Goodwill frequent shopper's club.

Got a financial parenting story to tell, like me on

www.facebook.com/MerraLeeMoffittGoodLifeFinancial and share your own story.

Merra Lee Moffitt CFP, first and foremost is a financial Sherpa. She is also the spouse of Patrick who did more than his fair share of awesome parenting (no space for this article) and deserves unbounded credit for how our sons turned out. If you want the kind of caring, thoughtful, and educated guidance she can bring, call, click or come by at 610.488.7353, www.MerraLee.net, or 30 Commerce Drive, Wyomissing 19610.

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PENDING (ZC2200) 2116 OLD ROUTE 100, BECHTELSVILLE

PENDING (ZC2188) CAMP SWATARA RD, MYERTOWN

PENDING (ZC2258) 2001 EAST HIGH STREET, POTTSTOWN

PENDING (ZC2251) 803 SPRUCE STREET, POTTSTOWN

FOR SALE (ZC2184) 4 ASH ST., W. POTTSGROVE - .56 ACRE COMMERCIAL LOT SITUATED CONVENIENTLY ON RTS 422, 734 AND 100. BRING YOUR BUILDER AND YOUR PLANS. PUBLIC WATER, SEWER AND GAS AVAILABLE. **\$124,900**

FOR SALE (ZC2182) 101 N. YORK ST., POTTSTOWN - CORNER LOT WITH NO UTILITIES ON SITE. EASY ACCESS TO PUBLIC WATER & SEWER CONNECTIONS. **\$100,000**

FOR SALE (ZC2221) 113 REMFERSBURG RD., REMFERSBURG - UNIQUE PROPERTY w/1 RESIDENTIAL UNIT and 2 LARGE COMMERCIAL FACILITIES CONVENIENTLY LOCATED BETWEEN I-70 & 422. SELLER FINANCING AVAILABLE FOR UP TO 15 YEARS. **\$1,100,000**

FOR SALE (ZC2235) 16 S. MAIN STREET, POTTSTOWN - DELIC-STORE FOR SALE. **\$110,000** (POTTSTOWN). OWNER HAS RETIRED. SELLING ALL REAL ESTATE: INC. BUILDING, OWNED EQUIPMENT & INVENTORY. BUSINESS IS VACANT. PROPERTY CONTAINS A CONVENIENCE STORE PREVIOUSLY FAMOUS FOR SANDWICHES, WORKING & RUNNING HOT/DELIVERY EQUIPMENT. OWNER HAS CONTRACT WITH EHRICH PEST CONTROL. PUBLIC WATER & SEWER. CALL FOR DETAILS. **WENDY STUBBS**

FOR SALE (ZC2237) 2741 N. 5TH STREET HIGHWAY, READING - COMMERCIAL PROPERTY WITH SIGNAGE ON BUSY HIGHWAY AT THE CORNER OF N. 5TH STREET & WILSON STREET. FORMER UNITED CHECK CASHING FRANCHISE WITH ALL SECURITY SYSTEMS IN PLACE AND OPERATIONAL. PAVED PARKING ON SIDE AND REAR OF BUILDING. MOVE IN CONDITION. PERFECT FOR A MULTITUDE OF BUSINESSES. **WENDY STUBBS** **ALSO FOR LEASE AT \$1500/MONTH - PROPRATE AND ELECTRIC. LEASE TO PURCHASE WILL ALSO BE CONSIDERED.**

FOR SALE (ZC2241) 2041 CAMP SWATARA ROAD, MYERTOWN - 10 ACRES OF PRIME DEVELOPMENT LAND ZONED VILLAGE DIST. CALL FOR DETAILS. **\$400,000**

FOR SALE (ZC2242) 123 LITTLE ROUND TOP ROAD, LEHARTSVILLE - 166 ACRE CROP FARM IN NORTHERN BERKS COUNTY ZONED AP. **\$1,102,000**

FOR SALE (ZC2243) 222 LONG ROAD, LEHARTSVILLE - 201 ACRE CROP FARM IN NORTHERN BERKS COUNTY. ZONED AP. **\$1,722,000**

FOR SALE (ZC2253) ROUTE 568, BOYERTOWN - FIRST 500' OF PROPERTY IS IN VC ZONING AND THE REMAINING ACREAGE IS LIGHT INDUSTRIAL. FRONT IS MOSTLY OPEN AND THEN IS WOODED TO REAR AND SLOPING BACK. BASEMENT NEAR TOP OF HILL IN BACK FOR ELECTRIC COMPANY. MANY USES. **\$400,000**

FOR SALE (ZC2254) 58 BUCKWALTER ROAD, SPRING CITY - 12.5 ACRE INCOME PRODUCING HORSE FARM IN RURAL CHESTER COUNTY. FARM WITH 34 STALLS PLUS A FULLY LEASED RENTAL UNITS. FLAT FENCED PROPERTY WITH POTENTIAL SUBDIVISION POSSIBILITY FOR (2) 2.5 ACRE LOTS. 24-48 HOURS SHOWING NOTICE BECAUSE OF TENANCY. CALL LISTOR FOR ADDITIONAL INCOME INFORMATION. **\$550,000**

FOR SALE (ZC2255) 1178 CONMERCE DRIVE, POTTSTOWN - 4.5 ACRE LIGHT INDUSTRIAL PROPERTY ON ROUTE 100. CURRENTLY KNOWN AS POTTSTOWN RECYCLING. **\$700,000**

FOR SALE (ZC2256) 1905 E. HIGH STREET, POTTSTOWN - BEAUTIFUL STONE & BRICK HOME ON OVER AN ACRE. RICH PLANK HARDWOOD FLOORS AND A STONE FIREPLACE IN THE LR. THERE IS A LARGE DINING AREA THAT JOINS A NEW KITCHEN. CONVENIENT LAUNDRY AND POWDER ROOM JUST OFF KITCHEN AREA. 3 BRS ARE A NICE SIZE, SUNNY AND BRIGHT. THERE IS A FULL WRAP AROUND PORCH AND A DECK FOR OUTDOOR EATING. FULL BASEMENT FOR STORAGE AND A TWO CAR GARAGE AS WELL. THIS HOUSE ALSO HAS COMMERCIAL VALUE. COME MAKE AN APPOINTMENT AND SEE FOR YOURSELF. **WENDY STUBBS**

FOR SALE (ZC2257) 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 (ZC2258) 305 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 16 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 1.1345. WAREHOUSE BEHIND IT IS 1.2605. CALL FOR FINANCIAL DETAILS. **WENDY STUBBS**

FOR SALE (ZC2261) 320 N. CHARLOTTE STREET, POTTSTOWN - MULTI-UNIT INVESTMENT PROPERTY CONSISTING OF 5 RENTAL UNITS. TENANTS PAY THEIR OWN HEAT, ELECTRIC & CABLE. CALL LISTING AGENT FOR LIST OF RECENT IMPROVEMENTS BY UNIT. SEWER CLEAVED OUT WITH WATER JET PROCESS, NEW ELECTRIC MAIN SERVICE LINE IN 2017. SELLER IS A PA. LICENSED REALTOR. **\$149,500**

FOR SALE (ZC2247) AMITY TOWNSHIP COMMERCIAL LAND
20-7+ ACRES ZONED HIGHWAY COMMERCIAL VACANT GROUND WITH APPROX.
100 FEET OF FRONTAGE ON ROUTE 422. (3) PARCELS. **\$999,900**

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FOR SALE (ZC2240) 2093 E. HIGH ST., POTTSTOWN-

LOOKING FOR HIGH STREET EXPOSURE IN LOWER POTTSGROVE? THIS PROPERTY IS FOR YOU. 2 UNIT OFFICE COMPLEX. THE FRONT UNIT IS COMPRISED OF APPROXIMATELY 1760SF, CURRENTLY LEASED. THE SECOND UNIT CONSISTS OF 4054SF WHICH CAN BE SUBDIVIDED. GREAT LOCATION. GREAT INVESTMENT OR OWNER USER BUILDING. THE SECOND UNIT IS AVAILABLE FOR LEASE. PLEASE CALL AGENT FOR DETAILS.

Reduced to \$499,000



BEING BOUND TO OFFER WITH
FOR AN ACCEPTABLE AGREEMENT OF SALE

FOR SALE (ZC2245) 100 PORTER ROAD, POTTSTOWN

LOWER POTTSGROVE TWP. 15,000/SF OF OFFICE BUILDING WITH GREAT INCOME AND
PLENTY OF PARKING WITHIN WALKING DISTANCE TO PMDC. CURRENTLY ALMOST
FULLY OCCUPIED. CALL FOR DETAILS. **Reduced to \$899,000**

SOLD (ZC2242) 124 N. CHESTNUT STREET, MYERTOWN

SOLD (ZC2243) 1000 ROUTE 100, BECHTELSVILLE

SOLD (ZC2244) 510 MAIN STREET, MYERTOWN

SOLD (ZC2245) 200 N. MAIN ST. + 100 ON BRIDGE ST., SPRING CITY

SOLD (ZC2246) 100 E. PHILADELPHIA AVE., BOYERTOWN

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THE NEXT HEALTHCARE REFORM — The American Healthcare Act (AHCA)



By Diane Shepler, Integrity Services & Solutions, LLC

Much anxiety and concern surrounds the proposed changes to healthcare in the United States. This is easily understood considering healthcare has already gone through significant changes over the last several years. Some of these changes have been helpful while other changes have caused hardship to Americans.

In addition to anxiety and concern, there is also confusion surrounding the current House Bill. Let us take a look at a few of the most predominant features of the Bill:

- Premiums – The AHCA will lower premiums over time by an average of 10% with the potential for additional decreases as further reforms are made. The

ACA/"Obamacare" has caused large rapid increases across the nation. Roughly 25% increases this year with projections as high as 75% in some states for 2018.

- Pre-Existing Condition – Coverage may not be denied due to a pre-existing condition under the AHCA and insurance companies are prevented from raising premiums on individuals with pre-existing conditions who maintain continuous coverage.¹

- Mental Health – The AHCA includes \$15 billion specifically toward mental health and substance abuse disorders.²

- Mental Health Parity Act – The Mental Health Parity Act is not affected by the AHCA.

- Congress Exemption – Members of Congress are not exempt from the provisions of the AHCA.

- Health Savings Accounts – The AHCA increases the amount Americans can contribute to their HSAs.

At this point, the Bill is set to impact primarily the individual health insurance market. As the House Bill moves through the legislative process, we are sure to see additional changes.

¹ The American Healthcare Act Pre-Existing Conditions Fact Sheet

² The American Healthcare Act (AHCA) Myths and Fact

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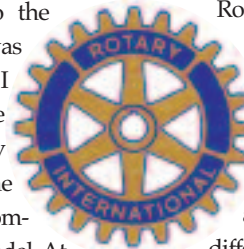
ROTARIAN PERSPECTIVES

Why I Joined Rotary



By Richard Gray

I joined Citadel Federal Credit Union in July of 2009. I started as a teller and now hold the role of Market Manager in the Pottstown branch. In October 2014, Citadel opened its doors to the Pottstown community, and I was the assistant manager. Then, I became the manager of the Pottstown branch in January 2016. My new role allowed me to get more involved in the community and be the voice of Citadel. At this time, I was looking to expand my network and mainly learn more about the Pottstown community. I did not know much about Pottstown, so I took every opportunity to get involved and find organizations through which I could learn



about the community that I serve as a credit union leader. I was introduced to some Rotary members at a Tri-County Area Chamber event and started attending their meetings. I found a group of people that are passionate about helping the Pottstown community and internationally as well. Prior to joining Rotary, I found many organizations had a specific focus, whether it be environmental concerns, youth activities, or senior activities. With the Rotary, I found we will get involved anywhere we feel we can make a difference and everyone is committed, while having a little bit of fun along the way. Since joining the Rotary, I have learned a lot about Pottstown and its history, made many contacts in the community, but most of all have made many new friends. That's why I joined Rotary.

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LEGAL PERSPECTIVES

By Charles D. Garner, Jr., Esquire, Wolf, Baldwin & Associates, P.C.

Unfunded government mandates come in many forms. One of the newest challenges to municipal governments is based upon mother nature and rainfall, which eventually becomes stormwater, and is now the subject of considerable new and complicated governmental regulations.

A few decades ago, municipalities began to adopt ordinances in order to require the collection and/or retention and/or detention of stormwater. As housing projects and other commercial developments were created on what was previously undeveloped land, additional impervious coverage was created. As a result of that development, rainwater was not able to replenish itself into the ground or the water table, and unregulated stormwater caused problems with runoff and other types of erosion.

In the early days of the regulations, the concern was to regulate volume of stormwater runoff and to eliminate sheet flow runoff or directly discharging stormwater onto another property, which could lead to dam-

age. Failing to properly manage the stormwater resulted in extensive soil erosion and flash flooding of property that had never been subject to flooding previously.

This led to municipalities and counties enacting stormwater management ordinances that required, typically, some type of detention of stormwater to limit the rate it could be discharged onto other properties and to ensure that post-development stormwater rates did not increase from pre-development stormwater rates. Many of the requirements would result in the creation of basins which were designed to hold or retain water, either temporarily or permanently. Although the regulations required basin maintenance, unfortunately, many times, enforcement of these regulations was lacking.

In more recent times, all levels of government have become more interested in the quality of stormwater in addition to regulating the quantity of stormwater. Beginning with the Clean Streams Law and other state and federal regulations, the Environmental Protection Agency began to promulgate regulations that were passed down through state agencies, including Pennsylvania's Department of Environmental Protection. These regulations required municipalities to begin to regulate not only quantity but the quality of stormwater.

Some of the most high profile cases involve lawsuits concerning the discharge of solids and other sediments into the Chesapeake Bay from areas known as the "Chesapeake Bay Watershed." As a result of the lawsuits and other regulations, state entities began to impose stringent requirements on municipalities with respect to stormwater management and how stormwater would be treated and ultimately returned to the ecological system.

Currently, municipalities are required to have stormwater management ordinances, which are reviewed and updated on a regular basis to continue to ensure that stormwater is reduced from development projects, and that the quality of water is enhanced to ensure that plants and animal life prosper.

(Continued on page 53)

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BUSINESS SPOTLIGHT

GEHMAN DESIGN REMODELING

Gehman Design Remodeling was awarded two 2017 NARI Regional Contractor of the Year Awards. Judging for the CoTY Awards is based upon things such as: the degree to which the client's needs were met, did the project enhance the existing structures functionality, is there evidence of superior craftsmanship, and did the contractor overcome difficult obstacles.

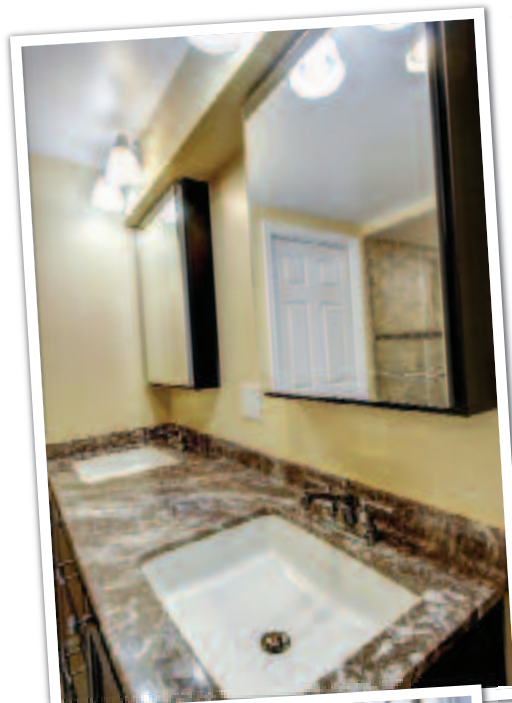
Their first award was in the category of Residential Kitchen over \$150,000, in Region 1 Northeast.

More and more home owners are opting for open concept, especially when it comes to opening up their Kitchen. Gehman Design Remodeling created this award-winning kitchen for their clients because they were tired of their tight space and the feeling that it was closed off to everyone. Their clients desire was to have a Kitchen that was open and inviting, and allowed their family and guests to sit around and talk with each other while the host prepared a meal. However, wanting an open space, and getting that open space isn't always that easy. Their clients wanted two walls removed to open up their kitchen; however, both of the walls were load-bearing walls. Their team had to install two steel beams in place of the load-bearing walls. In the basement below, they installed a lally column, a round steel column set on a concrete pier, to provide support to the new beams. Natural light can make a big difference in any room. Once the wall was gone between their dining room and Kitchen, sunlight was able to pour into the Kitchen from the existing sliding glass door. No more dark, closed off Kitchen. Their new space is open, bright and inviting. All of the design, construction and finish craftsmanship was completed by employees of Gehman Design Remodeling.

The second award Gehman Design Remodeling received was in the category of Residential Bath \$25,000 - \$50,000, in Region 1 Northeast. Their client wanted to update their Master Bathroom from being outdated to a more modern feel, and they also wanted a larger shower. Their team had to tie new PVC drain lines into old cast iron under slab and stand pipes. As work began, they discovered the shut off valve and pipe for the public water supply was hidden behind the vanity in the wall. This would have to be moved to make room for the larger shower. Their client wanted to have two recessed medicine cabinets, however, there was a large flat screen television mounted on the other side of the 2x3 wall. Surface mounting the medicine cabinets worked fine, but it required building a soffit so that the vanity wall lights would shine in front of the medicine cabinets. Because the space was tight, a pocket door was selected. Frameless glass visually opened the space displaying the beautiful tile in the new, large shower.



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LEGAL PERSPECTIVES

(Continued from page 51)

Best management practices have been developed whereby stormwater is better filtered and cleaned before returning to regular streams and tributaries. Best management practices now include rain barrels, rain gardens with plantings that are more naturalized in an attempt to absorb and infiltrate the water into the ground rather than to simply have the water run off the surface.

These requirements, however, come with a cost. Initially, Pennsylvania passed legislation to permit the creation of Stormwater Authorities to regulate and charge fees to conduct stormwater management activities. Although these fees are required to be uniform and reasonable, they are typically based on the amount of stormwater the properties create. In addition, credits can be given for those properties that attempt to infiltrate or use best management practices to limit stormwater and encourage infiltration into the ground and, ultimately, the water table.

Finally, more recently, the state legislature is looking into methods to permit municipalities to directly charge for stormwater management fees rather than to force them to create authorities for that purpose. While the goal of these regulations is worthy in that it will allow stormwater to return to groundwater sources, there are obvious costs that we all must bear in order to achieve this goal. As a result, stormwater management facilities are becoming that much more complicated and expensive and the failure of municipalities to comply can result in fines and other penalties imposed by both the State and Federal Government. Based upon the ever-changing rules and regulations, it is fair to say that municipalities will continue to be challenged by these current and new regulations that are likely to result.

Charles D. Garner, Jr., Esquire is an attorney in the law firm of Wolf, Baldwin & Associates, P.C., which maintains offices in Pottstown, Reading and West Chester. He has significant experience in municipal representation, zoning and land use matters. He and the firm have other diverse experience including small business representation, municipal employment negotiation and litigation, contracts and civil litigation, and estate planning and administration. Mr. Garner can be reached at 610.323.7436 or by email to cgarner@wolfbaldwin.com.

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CHANGE THE ELECTOR PROCESS



CHANGE
By Barry Cassidy

I realized the other day that I am on a vast array of mailing lists from far left to far right, and pretty much everything in the middle. I did receive something about a month ago that made me wonder about the entire process of selection.

The United States currently has a two party system; it was not always like that, but now it has been a two party system. The Republican Party formed in 1854 with former Whigs and former Free Soilers combined with others after the two parties had failed. So at the time there were at least three, parties and in the beginning there were no real parties.

The email that I received had to do with having Independents wanting to be involved in the Democrat or the Republican primary. Independents are at a disadvantage as they, by the nature of their name, are without party. I believe in the last Republican presidential primary in many state elections, the tide was turned by the volume of the independent vote.

At first I became slightly annoyed that someone who is not in a particular party wants to vote in that party's primary. I disagreed, by all sense of fairness, this was not a good idea. There should be a mechanism for the independents to vote for a candidate of their choice. Much of my thought process dwelled on the fact that they were Independent and it would be better to think of them as *Unaligned*.

There are enough Unaligned (Independent) voters to warrant their own slot on the ballot not as a party but as not a party. This would mean no conventions, party endorsements just a straight up primary election slot for anyone gathering enough signatures and meeting all other qualifications. The only qualification to

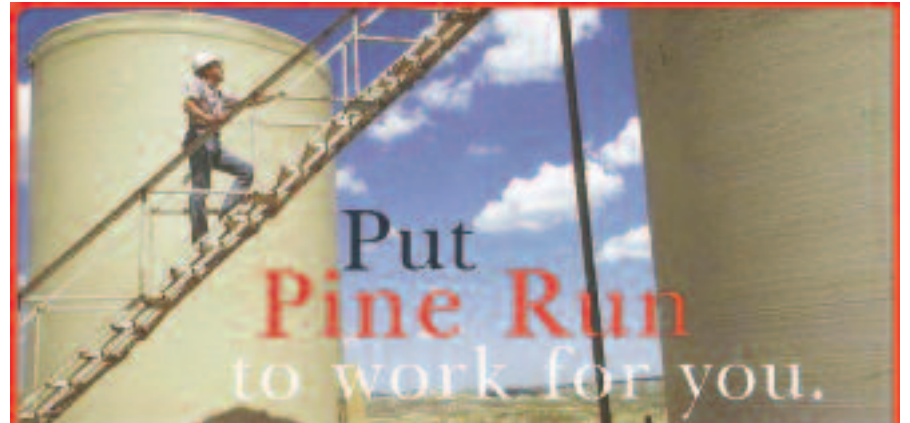
running would be that you were not a member or a political party.

I am not sure how this would work on a national level, but on a state level it could work, and probably would be most used on a local level. Extremists of all kinds could compete against each other, or some business executives with a lot of money could run for governor. It would not be a third party, it would be a third choice that could mean different things in each precinct as well as on a state level.

There would be no real need to compete with the other party's primary. You would not have a consistent party line or party dogma that members must adhere to. The Unaligned would get more recognition than a fringe party that has to compete with the other parties. The Green Party and the Libertarian Party cannot compete against the two big parties. Perceptually it is easier to recognize the unaligned candidate, which would immediately be recognized as not a party.

I thought I had a good idea. So I sent an email to the people that sent me the email. I explained to them that I did not agree with their theory and having an unaligned primary was a better idea. I explained it would be different than running as "Independent" and it would act as a primary for Independents. It wasn't a well-received idea. I had to explain it twice and in the end, I probably raised more confusion than provided clarity.

(Continued on page 57)



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CHANGE

(Continued from page 55)

An independent candidate just runs and an Unaligned primary gives legitimacy of competition in the general.

If being unaligned could automatically open up a primary slot in each election throughout the Commonwealth, opportunities could open for more people to run for office. I am sure the entertainment value after the election would be priceless, as representatives try to adjust to someone who is not beholden to the party bosses, and could switch sides depending upon the issue. There would be a give and take and be like what was done before representative bodies went into hyper political mode.

On the local level, it would mean more opportunity for people to be involved. More ideas, more talent, and more participation from the citizens at large would probably bring a plethora of single issue candidates. The interesting part about single issue candidates is that, if they win, it will be a crap shoot on how they are going to vote on other issues.

If you look at the gridlock that has plagued politics recently, and the increased pressure from both parties to vote against anything the other one advocates, it appears that there is a need to break the current system up to a certain extent. I believe in adding

primary a slot without adding a new party. It is difficult to add a political party nationwide, because of the oligarchical control of the existing two parties. People feel that they are throwing away their vote by voting for a candidate who is perceived to have no chance. We have a number of fringe parties, the Green Party, the Libertarian party and some other smaller parties. None of these parties appear to have a chance to draw many votes, as they are limited by a single issue or a distinct political philosophy.

In a congressional election, it could swing, depending upon the winner of the Unaligned primary, with a right wing versus a left, potentially determining the winner, even if it is a major party that wins the election. It can change the balance of everything if the Unaligned primary were available to the masses. As it stands now, if you run, you are on the ballot without opposition as long as you can meet the signature and residency requirements. The signature requirements are higher, because parties have shown in elections that they will get the most votes.

The system as it now stands does not seem to work. Perhaps this would be an answer. Maybe the best people would run and things would be less polarized.

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BUSINESS PROFILE

HARLEYSVILLE BANK - A TRUE COMMUNITY BANK

For over a century, Harleysville Bank has been a community resource for dependable and flexible financial solutions. Built on a foundation of trust, we are committed to providing exceptional customer service and quality financial products and services. Our team members work hard every day to earn the trust and respect from people in the communities that they serve.

For the past ten years, we have been offering our comprehensive Priority Business Banking line of business banking products and services. Our professional team is committed to spend time with you to design and deliver swift, customized financial solutions, taking into consideration your financial needs and goals. Through our online and mobile banking, bill payment, Priority Remote Deposit Capture, Merchant Services, Lines of Credit, Commercial Real Estate Mortgages and Personal Relationship Officers, the Bank can provide financial services that compare with those offered by larger institutions.

We recently announced that Joe Bergquist has joined the Bank's commercial lending team, focusing on the 422 corridor between our Upper Providence and West Norriton branches. Joe brings over 16 years of experience in the banking/commercial lending industry. Joe is very

active in the community; he is a board member for several non-profits and the Lower Providence Township, and is a member of many local chambers and business networking groups. Harleysville Bank is a true community bank, committed to enhancing the communities that it serves. Its directors and management team, who live in the communities served, are aware of the issues and concerns of local people and are available to discuss these matters to find solutions. They respond with financial resources, valuable personal time and talent garnered from workplace experiences. The Bank supports community development and is a member of the Community Lenders Community Development Corporation.

Stop by any of our seven branches to learn more about Harleysville Bank or visit our website www.harleysvillebank.com. Harleysville Bank branches are located in Harleysville, Hatfield, Lansdale, Souderton, Sumnertown, Upper Providence and West Norriton. There are also two satellite branches at Arbour Square and Peter Becker Community. Harleysville Bank is a wholly-owned subsidiary of Harleysville Financial Corporation, which trades on the OTCQX market under the symbol HARL.

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BUSINESS SPOTLIGHT

Colonial Gardens Celebrating our Fiftieth Year

In 1967, Stan Schmidt decided to make a career change from an aeronautical engineer to a garden center owner. It may not take a rocket scientist to run a retail business, but it sure didn't hurt. Fifty years later, Colonial Gardens in Phoenixville continues to delight its customers under the second generation on ownership of Eric Schmidt.

Much has changed in retail over the last fifty years and Colonial Gardens has adapted to the ever changing industry. Colonial continues to be an oasis of green in a mass merchant retail environment. Much of Colonial's success is based on the area's largest selection of exceptional annuals, perennials, shrubs, and trees coupled with their friendly and knowledgeable service. In today's competitive world, however, much more is required of a retailer to be a success.

Colonial has expanded its services in several directions. Firstly, its landscaping consultation, design, and installation business is booming. The homeowner is realizing that getting a job right the first time is a huge cost savings. Secondly, the florist business is growing due to its ability to customize weddings and events, including renting flowering plants and garden accents from its enormous inventory. Lastly, Colonial has expanded the entertainment side of its business.

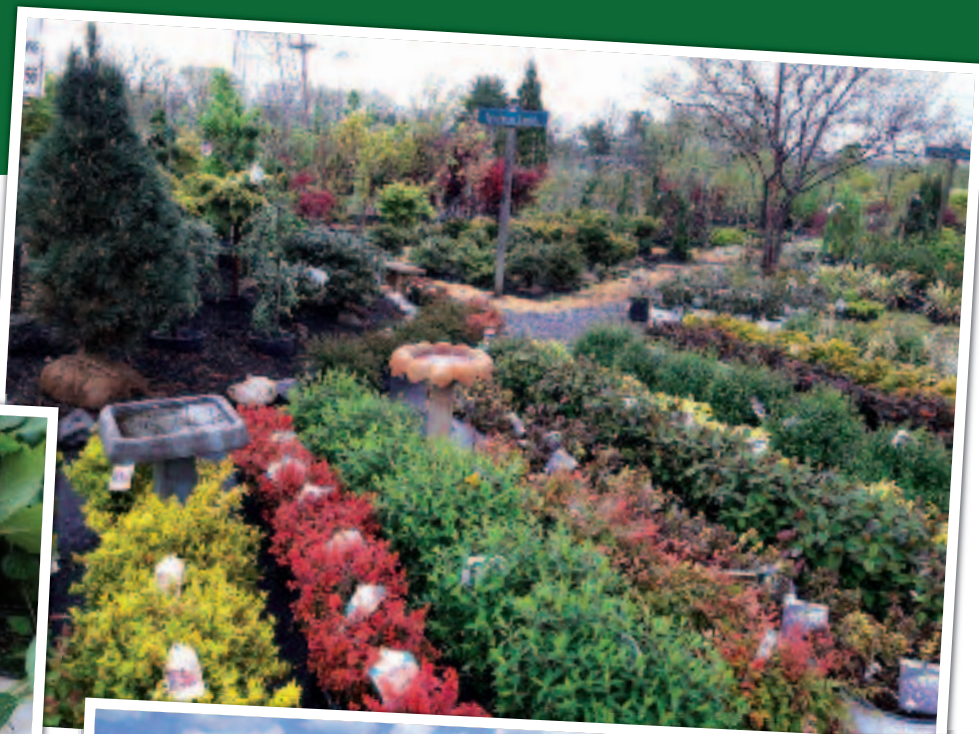
Five years ago, Colonial purchased six acres adjacent to its property. The property was already being used for its successful fall festivities, Pumpkinland and Haunted Gardens. Now the property is being used for its new Christmas at Colonial light show, the Garden Party in June, the immensely popular Butterfly Festival in September. The property has been rented for weddings and parties and continues to improve the property each year.

Colonial Gardens has been thankful for its loyal customers and has embraced the community in the surrounding Phoenixville area with its support of several beautification projects and gardens. As a company, Colonial is looking forward to serving the community for another fifty years.



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GREATER READING CHAMBER & ECONOMIC DEVELOPMENT CORPORATION (GRCEDC) ANNOUNCES THE ALBERT BOSCOV ECONOMIC DEVELOPMENT AWARD FOR BERKS COUNTY

East Penn Manufacturing Co. to Receive Inaugural Award

The Greater Reading Chamber & Economic Development Corporation (GRCEDC) is pleased to announce the launch of the *Albert Boscov Economic Development Award for Berks County*. This annual award will highlight a company that demonstrates a significant investment in job creation and economic growth for Berks County. The award is also symbolic of the recent merger of the Greater Reading Chamber of Commerce & Industry, Greater Berks Development Fund and the Greater Reading Economic Partnership, that has created the GRCEDC, bringing together the Chamber with economic development. "Boscov's and the Boscov family are gratified to know that Albert's legacy of community outreach and development is being commemorated with the addition of the Al Boscov Economic Development Award. Albert believed in Reading and the success of its future, and he would be humbled and proud that his dreams for an improved Reading continue," said Jim Boscov, CEO, Boscov's Department Stores.

East Penn Manufacturing Company, located in Lyons Station, PA, will be the first recipient of the award. Members of the Boscov family presented the award to East Penn Manufacturing at the Chamber's Annual Dinner on Wednesday, May 24th at the Santander Arena.

"East Penn is sincerely honored to be the first to receive such a meaningful award named after a man and a family who have meant so much to the Greater Reading area," said Dan Langdon, CEO, of East Penn. "We are also extremely privileged to be recognized by the Greater Reading Chamber and Economic Development Corporation, and will continue to partner with them in sustaining long-term careers while creating new opportunities. This award, and our continued support of Greater Reading's economic development, is a tribute to the Breidegam family and the accomplishments of our employees and our cherished culture that cares for our community and perpetuates growth."

"We are proud to launch this new annual award in conjunction with the Boscov Family. Albert Boscov's legacy lives on through the many important projects he has shepherded throughout the City of Reading. We can think of no more fitting inaugural award recipient than East Penn

Manufacturing, one of our area's largest employers that has maintained a steadfast commitment to expanding in Berks County. By honoring East Penn, we are also celebrating the amazing legacy of its founder, DeLight Breidegam Jr, who passed away in September of 2015," said Randy Peers, President & CEO, The Greater Reading Chamber & Economic Development Corporation.

For more information about the Chamber's Annual Dinner or to register for this spectacular event, please visit www.greaterreadingchamber.org.

ABOUT THE GREATER READING CHAMBER & ECONOMIC DEVELOPMENT CORPORATION: Our mission is to be Berks County's leading unified resource for building a healthy, competitive business community. Our vision is to assist companies to retain, expand and grow their operations and employment and attract new business to Berks County.



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JOIN US AT THESE ENGAGING, INFORMATIVE EVENTS

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

When: June 6, 3:00 p.m.

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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REGIONAL CHAMBER ROUNDUP

PLEASE SEE PAGES 35 - 44 FOR THE TRICOUNTY AREA CHAMBER OF COMMERCE
NEWS AND INFORMATION SECTION IN THIS ISSUE.

PHOENIXVILLE REGIONAL CHAMBER OF COMMERCE

• 171 East Bridge Street, Phoenixville, PA 19460 • 610.933.3070 • fax 610.917.0503
• info@phoenixvillechamber.org • www.phoenixvillechamber.org



PHOENIXVILLE
REGIONAL CHAMBER OF COMMERCE

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 – June 6

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: Phoenix Village Luxury Apartments

Monthly Membership Meeting – Breakfast – Tuesday, June 13

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: 7:15-9:00AM; Cost: \$20 pre-registered, \$25 at the door. \$30 for non-members.; Location: University of Valley Forge, 1401 Charlestown Road, Capedi Hall, Room 6, Phoenixville, PA 19460

After-Hours Mixer with WorkSpace on Bridge – June 22

Join the Chamber for an after-hours mixer, compliments of WorkSpace on Bridge.

Time: 5:00 PM; Cost: Free; Location: Workspace on Bridge, 167 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 please visit www.phxfirstfriday.com.

REGIONAL CHAMBER ROUNDUP

PLEASE SEE PAGES 35 - 44 FOR THE TRICOUNTY AREA CHAMBER OF COMMERCE NEWS AND INFORMATION SECTION IN THIS ISSUE.

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 the Chamber website: www.PVchamber.net.

WELCOME NEW PV CHAMBER MEMBERS!

- **CzarStar Security - Dave Czarnecki** 711 Hill Church Road, Boyertown; (484) 942-9465; www.czarstar.net
- **Swirls & Nibbles - Blair Thompson** 1240 Bridge Road, Skippack; 484-991-8472; www.swirlsandnibbles.com
- **Independence Garage Doors - James Gatlin** 1512 West Main Street, Collegeville; 484-302-4352; www.collegevillegaragedoor.com
- **Guardian Protection Services - Kip Bilo** 11 Penns Trail, Newtown; 610-636-6254; www.gpsx.net
- **Robert Slater Inc. - Robert Slater** 94 Highland Avenue, PO Box 326, Schwenksville; 610-287-9088; www.robertslaterinc.com
- **Perfexion, Inc. - Randy Freid** 600 West Germantown Pike, Plymouth Meeting; 610-783-7660; www.pfxn.com

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

FEATURED UPCOMING EVENT

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. Sponsorship packages starting as low as \$100!

**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:
www.perkiomenvalleychamber.org/event/pvcc-annual-golf-outing/

Thank you Event sponsors!



POST EVENT - RIBBON CUTTING



Trappe, Montgomery County, Mayor Connie Peck joined Perkiomen Valley Chamber of Commerce directors and ambassadors in a ribbon-cutting ceremony on April 26th for BounceU, 130 W. Main Street, Trappe, PA. Attending are, from left, Bruce Zanar, Christine Schmidt, Stephan Schediwy, Birgit Schediwy, Josh Nohl, Manuela Nohl, Mayor Connie Peck, Corey Bowlin, Mauel Pena, David Maris and Bob Clark.

UPCOMING EVENTS

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

June 22, 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. Limited to 18 attendees, PVCC members-only. Cost: \$25.

Spring Ford Country Club, 48 Country Club Road, Royersford. Time: 11:30 a.m. - 1 p.m.

Next meeting - July 27th

June 28, 2017 - New Member Orientation

sponsored by

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

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

B2B & B2C Business Expos!

Save \$... Early Bird Registration now open!

Showcase your business to fellow Chamber members, Dow Employees and Pfizer community! **Register early...limited tables per industry...our Expos sells-out every year!** Registration and details www.PVchamber.net or email info@PVchamber.net or contact the Chamber office at 610-489-6660.



**September 14 -
Business Expo -
Dow Collegeville**

Details & Registration:

<https://perkiomenvalleychamber.org/event/annual-business-expo-and-community-fair-at-dow/>



**October 11 -
PV Chamber Business
Expo @ Pfizer**

Details & Registration:

<https://perkiomenvalleychamber.org/event/pfizer-business-expo/>

Sponsorship Opportunity!

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



- Your logo on 10,000 tickets distributed in the Perkiomen Valley!
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Details & Registration: Call the Chamber at 610-489-6660 or visit:

<https://perkiomenvalleychamber.org/event/pvcc-night-at-reading-fightin-phil/>



REGIONAL CHAMBER ROUNDUP

PLEASE SEE PAGES 35 - 44 FOR THE TRICOUNTY AREA CHAMBER OF COMMERCE NEWS AND INFORMATION SECTION IN THIS ISSUE.

SPRING-FORD CHAMBER OF COMMERCE *Building a Better Community Through Business*

• 313 Ridge Pike, 2nd Floor, Limerick, PA 19468 • 610.489.7200



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

• St. Bonaventure University Online • Senior Independent Living Companions (SILC) • Pinot's Palette Collegeville



BINGO!

On Friday, May 5th the Spring-Ford Chamber hosted their 2nd annual Bingo Bash! Money raised from this event went directly to the Education Fund which provides scholarships opportunities for Spring-Ford High School, Western Montgomery Career and Technology Center and Pope John Paul II High School. Thank you to the following sponsors: Oehlert Brothers for being our Silver Sponsor and St. Pedro and Associates for being our Grand Prize Sponsor. Thank you to the following round sponsors: Ambler Savings Bank, Ameriprise Financial - Dan White, Citadel Federal Credit Union, Comp-U-Ship, Copperfield Inn at Lakeside, Harleysville Bank, Kelly Insurance Agency, Limerick Car Wash, Louise Marie Tulio, The MW Group, Patriot Pest Solutions, R&M Construction, Ron Black Agency, Salon Evolve, Spring Hollow Golf Club, Spring Valley YMCA, The Victory Bank and Valley Forge Casino Resort



Spring-Ford Notes



- The Chamber would like to thank The Enclave at Ridgewood for a wonderful mixer as well as a special thank you to thank you to Bill Baird of Baird Catering, LLC for providing the scrumptious display of appetizers and desserts.
- On Tuesday, May 2nd Chic-fil-A Royersford hosted our May Network Before Work. The turn out was wonderful, what a great way to start the morning. Thank you Chic-fil-A.
- Information for Limerick Community Day on Saturday, August 19th is now live on the Spring-Ford Chamber website. Registrations are now being taken, please note the new form.
- Don't miss the upcoming Learn, Lead, Excel Workshop with Donna Botti of Delos. The topic is 2017 Trends in Social Media and Digital Marketing. This training is being held at Keller Williams-Limerick and is sponsored by Tri-County Area Federal Credit Union.
- A special thank you to PA Representatives Marcy Toepel, Becky Corbin and Thomas Quigley for speaking at our May 11th Chamber Luncheon.



UPCOMING EVENTS

To register for any of the Chamber events please go to www.springfordchamber.com

June 8, 2017 – Membership Breakfast

Spring Hollow Golf Club,
3350 Schuylkill Road, Spring City
11:30 a.m. to 1:00 p.m.
\$25 for Members/\$35 for Non-members

June 15, 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*

June 13, 2017 – Network Before Work

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

June 20, 2017 – Chamber Mixer

Spring Hollow Golf Club
3350 Schuylkill Road, Spring City
5:00 p.m. to 7:00 p.m.

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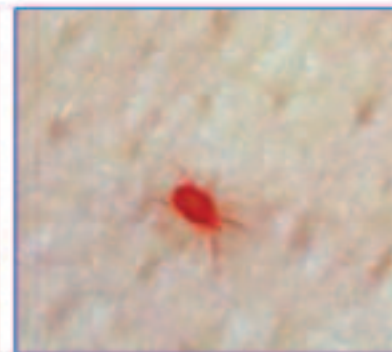
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Preventive measures consist of keeping long grasses and weeds trimmed away from your home and keeping all windows sealed tightly. The final step is to have one of our experienced technicians treat the problem areas to eradicate the existing pests with a miticide material and to leave a protective barrier.



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