

INSIDE: Focus On Successful Pottstown Businesses • NEW COLUMN! Tech Tips • Impact Of Opportunity Zones

ROUTE 422

BusinessAdvisor

JULY 2019

Serving the Route 422, 100, 202, and Route 30 Corridors in Montgomery, Chester and Berks Counties.



***Delivering the
Best IT Practices
of the Large
Corporate World
to Small
& Medium Sized
Businesses***

Presorted
U.S. Postage
PAID
Pottstown, PA
Permit No. 95

CHANGE SERVICE REQUESTED

P.O. Box 334
Pottstown, PA
19464-0334

GET IT ONLINE 422BIZMAG.COM

For more than 30 years...

KEEPING EMPLOYEES ON THE JOB IS OUR JOB.

- Work Injury Medical Care:
X-ray, Lab Services & Suturing as needed
- Employment Physicals
- DOT Driver Medical Certification Exams
- OSHA Required Medical Surveillance Exams
- Drug & Alcohol Screening & MRO Services
- Immunizations
- TB Skin Testing
- Respirator Clearances & Fit Testing
- Hearing & Vision Testing
- Training CPR, First Aid, AED, BBP
- OSHA & DOT Regulatory Compliance Assistance
- Travel Medicine Clinic
- Onsite Health Services Available
- Occupational & Physical Therapy
- Physical Capability Screenings
- Ergonomic Services

**WORK INJURY CARE AVAILABLE 24 HOURS A DAY,
7 DAYS A WEEK**



Pottstown Hospital

TOWER HEALTH

Advancing Health. Transforming Lives.

Pottstown Hospital Occupational Health



HEALTHY AND PRODUCTIVE EMPLOYEES ARE VITAL TO YOUR COMPANY'S BOTTOM LINE.

When a worker is injured, recovery is important to all involved.

For more than 30 years, Pottstown Hospital's Occupational Health and Outpatient Rehab programs have provided a range of quality, cost-effective, specialized services to Tri-County area employers and their employees.

We place a strong emphasis on teamwork, communication and medical management for early case resolution. Our goal is to partner with area employers to minimize injury treatment time, and to reduce lost work days. Our collaborative approach emphasizes ongoing communication between the employer, the injured worker and our medical providers.

Occupational Health

81 Robinson Street | Pottstown, PA 19464 | 610.326.2300
pottstown.towerhealth.org/occupationalhealth



EARTH ENGINEERING INCORPORATED

Geotechnical Engineers & Geologists

Founded in 1990, Earth Engineering Incorporated (EEI) takes great pride in being a high quality full service geotechnical and environmental engineering consulting firm composed of a group of proven engineers and geologists. Everyone at EEI is dedicated to providing the swift, professional service needed to meet the demands of today's development projects. With offices located in East Norriton, Lehigh Valley, and Central Pennsylvania as well as South Jersey, EEI is well equipped to service the region.

EEI has specific expertise in Geotechnical Consulting, Subsurface Investigations, Construction Inspection & Testing, Geotechnical Specialty Design, Environmental Site Assessments, and Clean Fill Analysis. The cost-effectiveness of foundation alternatives and geotechnical data are evaluated

along with site development issues to establish thorough recommendations. This approach has enabled EEI to contribute to the successful development of many large-scale projects by adding true value to the planning process.



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 growing and the professionals at EEI, many of whom reside along the corridor, are ready to support this progress throughout the area. EEI is rapidly expanding and currently has over 120 employees, of which 15 are licensed professional engineers or geologists. We at EEI look forward to contributing to your success in upcoming projects.

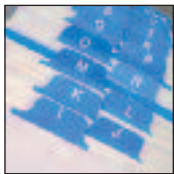
**For additional information,
please call 610.277.0880 or
visit our website
www.earthengineering.com.**





PHOTO BY STYLISH IMAGES PHOTOGRAPHY

Cover Story: *TechBldrs' team of highly-trained IT professionals actively works to adapt to an ever-changing IT world to keep you, your company, and what you care about safe while providing you with world-class IT training and support.*



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



40: Time to hit the links on the area's best golf courses.

Visit 422bizmag.com for...

- Our Current Issue Online
- Archives with Hundreds of Useful Articles
- Video Interviews • Advertiser Links
- Federal, State, County & Local Resource Links

Contents

- 12** | Focus On Successful Reading / Berks County Business
- 16** | Focus On Successful Pottstown Businesses
- 27** | A Few "Take Homes" After 50 Years In Business
- 30** | Route 422 Business Dining Guide
- 32** | Advertised Services Directory
What You Are Looking For — At Your Fingertips
- 33** | TriCounty Area Chamber Of Commerce
News & Events
- 41** | Legal Perspectives
The Home Improvement Consumer Protection Act
- 44** | Customer Loyalty
- 48** | **NEW COLUMN! Tech Tips**
Five Tips To Help Your Electronics Beat The Heat
- 49** | Ask SCORE
Business Planning: The Next Generation
- 53** | Downtown Marketing & Development
Impact Of Opportunity Zones
- 57** | Regional Chamber Round-Up
Perkiomen Valley / Phoenixville / Spring-Ford Chamber
... AND MORE!

Published by: MACnificent Pages, P.O. Box 334, Pottstown PA 19464-0334
Subscribe online! www.422bizmag.com

Editor & Publisher – Bill Haley; Advertising Manager – Patti Seigel;
Advertising Representative – Scott Haley

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



Follow us on LinkedIn

at: [linkedin.com/company/macnificent-pages-route-422-business-advisor](https://www.linkedin.com/company/macnificent-pages-route-422-business-advisor)



Like us on Facebook

at: [facebook.com/422BusinessAdvisor](https://www.facebook.com/422BusinessAdvisor)

Route 422 Business Advisor
is a proud member of:



TRICOUNTY AREA
CHAMBER OF COMMERCE



422bizmag.com • 422business.com

ATS

Alarm Tech

THE LEADING PROVIDER OF FIRE & SECURITY SOLUTIONS FOR BERKS COUNTY AND BEYOND

If you are a new or existing business in or around Berks county and are interested in any of the services Alarm Tech offers contact them for a quote today!

"At Alarm Tech we are here to help you protect not only your business but your time, hard work and employees as well! We pride ourselves on quality work with competitive rates!"



ALARM TECH SYSTEMS

Offering design, installation, maintenance and monitoring of:

Fire Alarm and Security
Video Surveillance
Access Control
24-UL Monitoring

www.alarmtechsys.com
www.alarmtechsuppression.com
office@alarmtechinc.com
PHONE: 610-916-1090
TOLL FREE: 1-888-44-MY-ATS



ALARM TECH SUPPRESSION

Offering a variety of different fire suppression services including:

Fire Extinguishers-
supply, installation, testing
& maintenance
Kitchen Suppression Systems-
inspections, installation & service
Sprinkler Systems-
inspections & service
Special Systems-
inspections, installation & service



WE TOOK A 4 YEAR VACANT BUILDING ON CRESCENT AVENUE IN READING PREVIOUSLY OCCUPIED BY CAREER LINK AND CLEANED IT OUT COMPLETELY- FROM THE BOTTOM UP! NOW THAT'S WHERE WE RUN OUR BUSINESSES FROM.
-- RICHARD FIX, PRESIDENT

Alarm Tech's growth in both companies over the past 15 years has been quite rapid.

The companies recently moved to a new location in the City of Reading. Both businesses are now run from that location as well as renting the space to 2 other tenants. There is another 3900 sq ft of office space available for rent.

"We employ about 30 Berks county residents currently and are constantly growing. Pictured are just SOME of our wonderful employees! We are very lucky to have such a hardworking staff."



"NOT ONLY DO WE HAVE A LARGE NUMBER OF CLIENTS IN THE CITY OF READING BUT ALL OVER BERKS COUNTY AND SURROUNDING AREAS!"
-- RICHARD FIX, PRESIDENT

TECHBLDRS, INC.



JOE AWE

Delivering the Best IT Practices of the Large Corporate World to Small & Medium Sized Businesses

When TechBldrs, Inc. founder and president Joseph Awe left his position as chief technology officer for PECO Energy to start his own IT consulting business in 1998, his vision was to deliver the best practices of the large corporate world to small and medium-sized businesses. Thanks to his unique combination of technical knowledge and acumen, leadership ability, a down-to-earth winning personality, and his highly developed communication skills, Awe has grown his company into a regional leader in providing professional IT Support Services, Cyber Security and Audit Training, and additional technologies like FlowFile Document Management.



PHOTO BY STYLISH IMAGES PHOTOGRAPHY



Every communications system needs protections, and TechBldrs' Microsoft Certified Professionals customize and build a defense plan that's catered to your business' unique needs.

Joe Awe has a way with words. He places a premium on clear communication — both with clients and among members of his hand-picked team of highly-trained IT professionals. He has a knack for converting the arcane jargon and complex, myriad aspects of information technology (IT) into bite-sized, easy-to-understand, digestible morsels, as evidenced by a set of portable 5" X 7" double-sided "TECHBLDRS CORNER-STONES" handouts he gives to clients providing helpful tips on topics such as creating un-hackable passwords, expected employee behavior for data preservation, and personal cybersecurity guidelines.

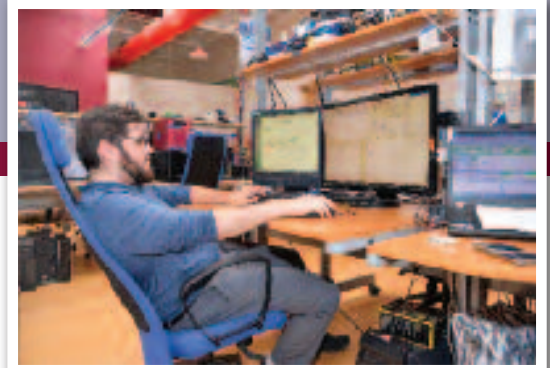
"We are IT health experts," Awe explains, using a metaphor anyone can relate to. "Our job is to help prevent IT heart attacks from happening. We have all the recovery plans to help you recover from an IT heart attack, and recover most people's blunders, but we like to help prevent them. It's like going to a doctor on a regular basis, but rather than you going to a doctor, we come to you. It's a concierge service at a different level and very affordable price.

"We understand what most people are looking for out of IT," Awe continues. "They want it to be safe. They want it to be secure. They want it to be invisible, behind the scenes, seamless. It's our job to understand all the technology that is necessary to make everything work and to communicate recommendations that our clients should take. We want to make sure that when we service our clients, we take their entire health into account, and give them a way to easily take that pro-

gram into their business life and get those recommendations executed," he says.

Part of the process of insuring optimal IT "health" for clients is making sure they have an IT plan — a custom-built, personalized process and list of recommendations for the client — and then taking all the necessary steps to make sure that client's plan is implemented, including on-site visits as needed. "Our job is to not only address IT issues or problems and make sure that those are taken care of, but prevent them from actually happening," Awe reiterates. "If we do our job right, we are invisible to the client, but one of the ways we keep ourselves in front of what they are looking at is we make house calls.

(Continued on page 8)



Keeping your technology running smoothly is paramount. Your IT shouldn't be slowing your business down. TechBldrs can take away the stress and insecurity that comes with mismanaged IT.



Since 1998, they have worked to develop a timely and professional Core Values driven approach, tailored to your business, that allows technology to work for you, and not the other way around.



Desktops, laptops, servers, smartphones — in today's interconnected world where things are often the tap of a finger away, keeping your technology running smoothly is paramount.

"We are a people-first business that can design and deploy technology solutions that provide safety and a competitive advantage. We can help you grow your small or medium-sized business while ensuring your day-to-day operations run smoothly."

Victory Rewards You!



**Victory Bank Offers Personal and Business Credit Cards.
Your Card. Your Choice.**

**Preferred Points™
Designed Just for YOU!**

- Gift Cards - Merchandise
- Cash Back - Green Products
- Experiences - Travel
- Charitable Donations

Plus...

- No Annual Fee
- Low Introductory Rate

**Stop by or call us to hear all of
the great features and benefits.**



610-948-9000 - VictoryBank.com
548 N. Lewis Rd., Limerick, PA 19468

COVER STORY

(Continued from page 7)

We make visits on a monthly basis to all of our clients, to let them know that these are the things that are happening. Some things, people will only tell you face-to-face — Just like you won't tell your doctor certain things until you are in a private setting. We use that as a flag. Is this an IT heart attack or is this just an inconvenience, or is it a user training issue?"

Awe explains that most IT issues or problems can be prevented through a combination of user training and applied automation. In terms of user training, in addition to the "TechBldrs Cornerstones" hand-outs that provide clients with an understanding of what's most important in terms of preventing IT heart attacks, Awe and his team give specialized attention to each and every client. They also offer free talks about the state of IT threats in the world (and how to keep yourself safe) to chambers of commerce, associations, and to their clients.

"When I started out 21 years ago what I wanted to do was provide a level of professionalism to small businesses that can't really afford an IT department," Awe explains. "My personal reason for why is to bring clarity and understanding. And clarity and understanding are really about understanding this huge jigsaw puzzle called IT, with ever-changing pieces, and trying to figure out the best solution in each case, recognizing that the landscape continually changes for every client, and every client uses their technology differently."

SERVICES

TechBldrs offers a wide range of IT services, packages and options tailored to the individual needs of each client — from basic Core Support to Priority Support, to support for your business decisions, to support for your IT systems and safety — from Chief Information Officer services like IT growth planning, personalized business technology and

framework creation, to Outsourced IT services — from cybersecurity and backup/disaster recovery plans, to document management services, cloud integration, Office 365 support, productivity training and much more . . . TechBldrs can do it all!

"Part of the whole concept of TechBldrs is we have a technology stack that we bring for our services," Awe explains. "So that when you engage us, we implement our technologies. This is not something that you need to worry about. We have your back. We've got you covered. This is the technology stack we're going to put in place," he said. "We'll do all the right things to make sure you are covered. Some of it we'll just do because it needs to be done. It's almost like someone checking your tire pressure on your car every day. If it's low, they're going to fill it up. I don't need to know that it's low. I just want my stuff to be working. I've got profit to make and taking care of my car is not my primary job. That's the way we look at our services. It's a retained service to keep you running."

"That's foundational," Awe continues. "Another part is that you have projects you want to do. You want to improve something. You want to accelerate something, and you have people out in the field that you wish you could lower the expenses on. The only way to do that these days is to outsource for cheaper labor or start looking at automation that could help you lower those costs. We'll help you deal with those issues and try to figure out the best solutions."

The final piece is planning for the change that has to happen on a regular basis. "If you own a car and you drive it for a long time, you need to know that you've got to change your oil, transmission fluid, tires, even if everything was going great," Awe says. "You know that's what the manufacturer says you need for



2-Unit For Sale
242 E. 3rd Street, Pottstown
\$124,900
Charming, Inviting 2-Unit
on Centrally-Located
Pottstown Side Street

Featuring Low Maintenance Exterior, Enclosed & Open Porches,
Hardwood Flooring, Fenced Yard, and Parking Lot for Up to 6 Cars

Contact Listing Agent Brian Kelly for more details!
Office 610-369-3600, Cell 610-715-9762
www.gokellyrealestate.com
#kellyrealestateinc





STEVE LADNER PHOTOGRAPHY

Award winning New York City fashion and portrait photographer, living in the Tri-County area, is available for all your photographic needs:

- executive headshots • company events
- individual and family portraits
- parties • interiors and exteriors
- bar/bat mitzvahs
- artist & model portfolios

www.steveladner.com

Call 917-584-4503

your car. Nobody gives you that instruction set for your IT system, because everybody's system is unique. There is some commonality, but everybody needs an understanding of what's out there. What are the rough roads they are going to run into? That means they've got to budget for it. They have to plan for it. So, we try to give our clients as long a lead time in looking forward to that, so they can be sure that they are on track."

When TechBldrs takes on a new client, the first they do is conduct an IT Audit. "We have to do that so we can have a business discussion," Awe explains. "Here's what you have. Here are the problems that we see. Whether it's on one system or its on 20 systems or 300, it doesn't matter. We have to do something so that we can have a business-to-business discussion. After that we basically talk about how we can resolve or remediate those things, and then what kind of programs we recommend and what the retainage cost would be for those programs to be executed," he says.

According to Awe, 60-65 percent of a company's IT budget should be spent on maintenance of the system, and 35-40 percent on new projects and ventures. "You really can't move forward without new technology," Awe points out. "We run into a lot of situations where people don't even know their budget. They don't know what they spent on. They don't seem to be moving forward. We explain that out of this big pie, 65 percent should be going to support — Keeping everything running smoothly. The rest of it should go to new things — automations and new technologies that you want to implement."

Ultimately, it's about helping each and every client leverage technology to its fullest advantage in order to reach their goals in terms of growth and profitability. "We want to take people who've been using all their technology as a big typewriter and a big calculator into something that is really the next level for

them," Awe says. "It could be collaboration. It could be communication. It could be mobile, so, they can do work from anywhere. Now we are adding the layer of security to all of that, and that's why our number one core value is clarity. You have to be clear. So, our challenge is how to drive more of that clarity and understanding," he says, adding, "We definitely come in significantly lower than the cost of retaining a one-person IT shop. Plus, we bring all the tools with us, and we apply them to all of the systems. We put all of the business processes in place we need to make sure everything works and to make sure that all the security updates are done in a timely manner where it's not affecting your workload."

CORE VALUES

TechBldrs tremendous pattern of growth and success can be attributed in large part to a long-standing company philosophy based on adherence to a set of six well-defined core values or centering principles, predicated upon clear communication. "Our belief is that smarter users cause fewer problems," Awe says. "And that's our goal. We try to take all the language that we have and turn it into our very first core value, which is: **Your understanding is my responsibility.** Our job is to boil it all down. Make sure that we're not speaking anything jargonish, and just keep that all simple."

Awe explains that while TechBldrs is a technology company, they are really in the business of communication. "We just happen to work in technology. Our clients' understanding of how we serve them is paramount to us," he says, adding that the people who work at TechBldrs are translators, turning technology into their clients' business solutions. "We know that we need to make sure that you're confident and comfortable during every step of our work with you," he says.

(Continued on page 10)

We'll turn your [oh, no] into [ah, YESSS!]



SAVING MONEY on Employee Benefits is a must in today's economy.

As business owners, we understand the challenges you face every day.

The cost of providing benefits is rising, while employees seek more and more from their benefits packages. You struggle to balance employee needs with your own capabilities and bottom lines. Helping you meet these divergent objectives is our specialty.

Built upon a tradition of integrity, industry leadership and excellence, Integrity Services and Solutions is committed to delivering you:

- thoughtful strategic planning
- valuable professional services
- technology-based solutions

Call for your consultation today
(high fives optional)

Advice never felt so good.

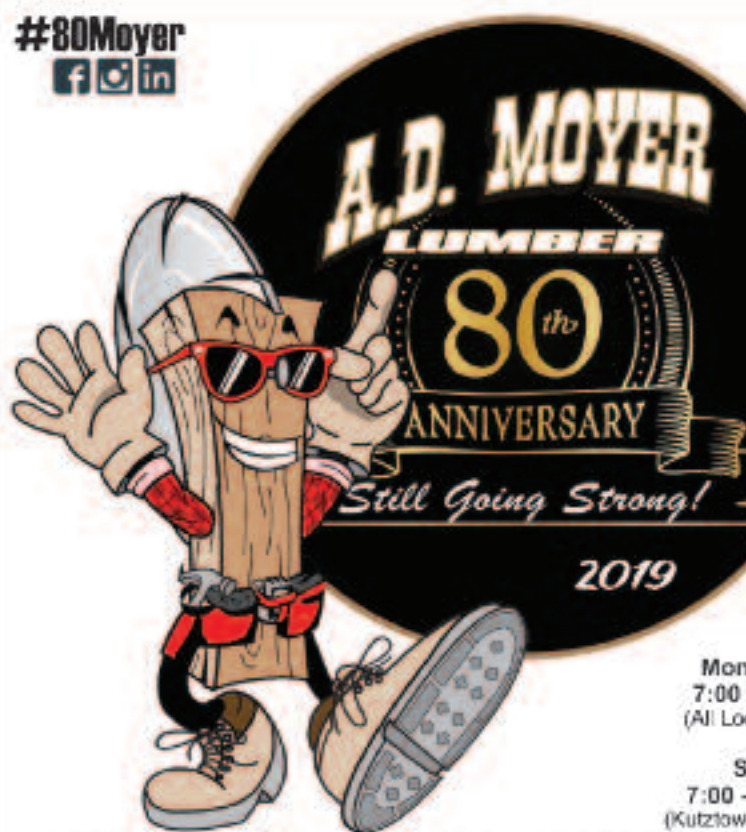
INTEGRITY SERVICES & SOLUTIONS
Take a step in the right direction.
EMPLOYEE BENEFITS
HR SERVICES
INSURANCE



3 Park Plaza, Wyomissing, PA 19380 | TEL: 610.989.9595 | www.integrityservicesandsolutions.com

4 Generations • 1 Family • 1 Commitment

#80Moyer
f i n



Mon - Fri
7:00 - 4:30
(All Locations)

Sat
7:00 - 12:00
(Kutztown Closed)

admoyer.com

GILBERTSVILLE

POTTSTOWN

BETHLEHEM

KUTZTOWN



TAKE A FRESH APPROACH TO YOUR FINANCIAL FUTURE

Chris Messmer, MSF, CFP®

610-489-7925

Comprehensive Financial Planning
Retirement Planning
Investment Management
Cash Flow & Risk Management
Wealth Accumulation
Tax & Estate Planning

*Christine Messmer, P.C. is the Registered Investment Advisor,
Fee only and Fiduciary*

www.christinemessmer.com
chris@messmerfinancial.com
@MessmerChris

101 Oak Street, Collegeville, PA 19426



DRAINMEN PLUMBING INC.

When You Have A Back Up In Your Main,
Or A Problem In Your Drain . . Call Drainmen!

484-366-9362



COVER STORY

(Continued from page 9)

"It's also crucial that we learn and intuit our clients' needs so that we're always preparing both ourselves and the companies we work with for the future."

TechBldrs second core value is: **Growth comes from learning.** TechBldrs employees understand that and are always seeking out the latest innovations and information so they can keep themselves (and their clients) ahead of the rest. Unlike most companies, TechBldrs requires its team of certified IT engineers to get new certifications each year so that their qualifications are always current. A curious and proactive nature is a must at TechBldrs. "There are many, many people who provide IT services that have never been certified for the things they work on," Awe says. "We are certified, and we make sure everybody is certified on a regular basis — at least a yearly basis. They are not only certified with Microsoft products but all the products we support. In our business, we tie our raises to making sure you get certifications."

Smart enough to simplify is TechBldrs third core value. Simplification requires a mastery-level understanding of the topic at hand. It also requires a skilled interpersonal communicator to help best explain the information being conveyed. TechBldrs technicians must understand the client, the technology, and the problem(s) all at once and be able to express their solutions and how they would like to proceed. TechBldrs has it down to a science, repeatable for both their convenience and the convenience of their clients.

"We have to get in there a layer or two deeper than what most other people want to get into and understand how things work," Awe explains. "We want to get into that level and understand how the actual process works, so we know where we can automate. Sometimes automation is just applied at the wrong places. This is also one of those areas where we try to

save our clients some significant investment errors in technology," he said.

TechBldrs fourth core value is: **Be grateful.** TechBldrs actively seeks to bring on board team members who understand how lucky they are to be able to do what they do, and who enjoy sharing both their knowledge and their passion with clients. They are thankful every day they come into work and support, problem-solve, and collaborate with the clients and vendors they have relationships with. "We are a bunch of professional experts who love what we do," Awe says. "This is what we would do whether we get paid or not, and so we are grateful that we get paid and get to work with clients who love us and understand what we do."

The fifth core value at TechBldrs is: **I have your back.** For TechBldrs, this isn't just a team statement: it's a life philosophy. Their employees are team players who support one another and strengthen the business around them, both for TechBldrs and for their clients. The end goal is always the client's best interest. The TechBldrs team believes in ethical and clear communication, so while they are making sure their clients are covered, they are working their hardest — together.

"We've been doing this for 21 years, and one of the things that really works is the fact that everybody in the organization knows all of our clients," Awe says. "There's not one person assigned as the primary contact. They know it to the point where they know the people and where they sit, and what projects they are working on. We are their IT department, so we take that to heart. Having their backs means we're doing all the right things, not only to keep the information flowing internally to us, but the right things for them as well."

TechBldrs sixth and final core value is: **I own it.** Owning it is all about respon-

Harleysville
SINCE 1915 **BANK**

"We Make Everything You
Value Our Priority"

Upper Providence Branch
1889 East Ridge Pike
Jo Wanamaker, Manager
610-454-0391

West Norriton Branch
2301 West Main Street
Brian Murphy, Manager
610-631-0887

Joe Bergquist, Commercial Lender
267-664-5598



harleysvillebank.com



REFERENCES AVAILABLE

DE MEDIO'S
BUILDING MAINTENANCE

25+ Years of Service!

A Complete Janitorial Service for Commercial & Office Accounts

- Owner Supervised Staff
- No Job Too Small or Large
- Affordable Rates/Great Value
- Floor Waxing & Refinishing
- Carpet Cleaning - Upholstery Cleaning
- Weekly-Monthly-Yearly-Contracts

FULLY INSURED • FREE ESTIMATES

610-454-1450

Based in Collegeville - Serving the Route 422 Corridor

www.JDeMedio.com



sibility. At TechBldrs, all employees are encouraged to express their ownership, collaborative drive, and proactivity when it comes to working together as a team for their clients. "The 'I own it' core value for us is about nothing being handed over until someone has taken some action on it," Awe explains. "So, we own anything that we're suggest-ing as well as anything that the client has suggested to us. We're part of that team that says, 'I've got you covered' so, I own it until that's done."

TechBldrs ideal client is a small to mid-sized business. When Awe started the company in 1998, he saw a severe lack of support for growing business and developed an IT services business model to serve the companies whose size is too big to be small and too small to be big — "They are kind of stuck in this middle space where they need professional business IT help, not just 'fix my computer' kind of help," he says. "That's not what we are here for. We are typically advisors who are experts in several areas, that bring bearing to what the infrastructure of their business runs on. And we know that IT is not their business, their thing. We know it's the thing that sometimes gets in the way of accomplishing their thing. It's the thing behind the scenes that must be working smoothly at all times so they can generate profit," he says.

TechBldrs services the Southeastern Pennsylvania, Southern Jersey area, with remote sites all the way down to Virginia. "We want the main offices to be local because we know this area and we know the types of problems that our clients face, as we face them as well," Awe says.

Typical client types fall into four basic categories. The first is specialty contractors and subcontractors (HVAC service, Electricians, Plumbers, etc.) and professional services providers (Accountants, Attorneys, Architects, Engineers, Insurance Agencies, Financial Services). These types of businesses are often small by design, but they need IT services and some of these industries have challenging security and compliance issues to deal

with. "Accountants, law firms, financial professionals all need to really have the security tied down and have to constantly report to an oversight agency," Awe explains. "So, they have to make sure that they're not running into any breaches that they have to report on."

The second is manufacturers. "Manufacturing has a huge space where there are a lot of small companies that manufacture lots of goods and they are exposed to too many things that are just a threat to their IT security," Awe explains. "We specialize in the security aspects that they need."

The third client type is schools. "We're working with a lot of parochial schools and they have the same kinds of needs," Awe says. "Their schools are being inundated with students and teachers who bring in tons of technology every day, and they want to have more remote access to school information as well as data."

The fourth client type is churches. "We've put IT systems into churches, as well as video systems," Awe says. For the aging population they are trying to put in video cameras so they can watch the entire mass. That's become very important for some of these churches, especially on Easter and Christmas, where there's a church overflow, they want to make sure their chapels get the same broadcast."

Today, TechBldrs is proud to continuously grow and expand its vision, develop its employees, and best serve their clients. Technology is advancing at a rapid pace, and security threats are becoming more and more prevalent — TechBldrs actively works to adapt to an ever-changing IT world to keep you, your company, and what you care about safe while providing you with world-class IT training and support.

TECHBLDRS

TechBldrs is headquartered at
604 Gordon Drive, Exton, PA 19341;
For additional information, please call
484.341.0441; email: jawe@techbldrs.com.
For a complete list of services offered
please visit: www.techbldrs.com.

COMING SOON!



Cryo, Float, Massage, Sauna, and more!

The NEW home of self-care!



Royersford, PA
Fall 2019
www.centerwellness.co

Printing and Signs Simplified!



**Imagine it.
Design it.
Print it.**



610.929.1200 • BerksDigital.com

FOCUS ON SUCCESSFUL READING / BERKS COUNTY BUSINESS



At R & B Insurance Services, we provide outstanding service and superior coverage to each and every one of our clients.

We help you identify your individual insurance needs in order to develop the most comprehensive and cost-effective solution for you!!

p: 484-869-2205
f: 800-464-9404

ACCREDITED BUSINESS

833 North Park Rd Ste 200, Wyomissing, PA 19610
www.rbinsuranceservice.com

STEWART ABSTRACT OF BERKS COUNTY, INC.



A Full Service Title Insurance Agency
Title Insurance • Settlements • Title Searches
Serving Berks and Surrounding Counties Since 1988

For more information, contact our
Business Development Representative
Debra Konowal
DebraK@stewartabstract.com • 610-372-8201

Or visit our website
www.stewartabstract.com

1100 Berkshire Blvd., Ste 100, Wyomissing, PA 19610
Insuring Your Investment, Securing Your Dream™

ROUTE 422 Business Advisor

Like us on Facebook
facebook.com/422BusinessAdvisor

Follow us on LinkedIn
linkedin.com/company/macnificent-pages-route-422-business-advisor

Stewart Abstract of Berks County, Inc.

Insuring Your Investment. Securing Your Dream

Stewart Abstract is a full-service Title Insurance Agency specializing in real estate settlements, title searches and title insurance serving Berks and surrounding counties since 1988. Stewart Abstract represents three of the largest title insurers in the country.

When you purchase property, it's important that your title, your proof of ownership, not be subject to claims associated with the actions of previous owners. Title insurance protects a policyholder against loss from an occurrence that already has happened. Since 1988, Stewart Abstract has provided Berks County with the best in customer service to ensure that real estate transactions close in a friendly, efficient, and professional manner. Our prosperity and continued growth can be attributed to our attention to what has made us successful: our satisfied customers. Our staff of committed professionals is focused on giving our clients a competitive edge in their marketplace. Let us put our experience to work for you!

Purchasing a home may be the single greatest investment a person will ever make in their lifetime. As a full-service title agency, we provide a wide array of high-quality title products and services for buyers, sellers, lenders, realtors, builder/developers and attorneys involved with real estate transactions. We will also handle the settlement, escrow, and disbursement of funds, as well as the recording of all legal documents. In any real estate transaction, there are numerous details to consider and potential problems can arise.

Our staff will take care to locate the issues before your scheduled settlement and handle them in a way that will, in most cases, allow your settlement to proceed without delay. Insurance policies, written by title insurance companies, provide protection against



Stewart Abstract of Berks County, Inc., located at 1100 Berkshire Blvd #100, Wyomissing, PA 19610.

challenges to the title of a property. Title Insurance premiums are paid in one lump sum at settlement; the policy is issued, and the policy covers the owner(s) or their heirs until the property is sold.

For more information, please contact:



Debra Konowal, Business Development representative at 610.372.8201 (office: 610.780.5898 (cell)); debrak@stewartabstract.com; or visit www.stewartabstract.com.



Small Business and Personal Insurance Solutions

To us, you're not just a number or another click on a website. We're your advocate - from quote to claims.

Call Lisa Oberdorf for your Small Business and Personal Insurance Needs

- Insurance
- Risk Management
- Wealth Management
- Health Benefits
- Third Party Administration

MURRAY SECURUS

717.381.2525 lisa.oberdorf@murraysec.com
murraysec.com

Add new life to your jewelry during our

REPAIR & Custom SPECIAL

Have one piece of jewelry repaired and get the second piece of jewelry repaired at

20% OFF*

*of equal or lesser value



Van Scoy JEWELERS

Continue your love story
www.vanscoy.com

Connected To All The Right Resources

The Greater Reading Chamber Alliance's (GRCA) mission is to be Berks County's leading resource for building a healthy, competitive business community. Its vision is to assist companies to retain, expand, and grow their operations and employment and attract new business to Berks County. Having a proactive local business outreach program is one important way in which GRCA meets its mission and vision while supporting existing companies.

GRCA helps all types of businesses from the small to the large and all types of industries. As they know in order to have a strong economy their business base must be diverse. They even have a staff member dedicated to assisting Latino owned businesses as they make up a large portion of their small business community. Charles Bernard, President of Eagle Metals, has this to say regarding GRCA. "Anyone running a company in Berks County would be well advised to call GRCA and schedule a meeting to find out what they can do for you. I guarantee you, you'll be pleasantly surprised that there are people to advocate for you and/or help you grow or expand your business."

GRCA exists to help Berks County companies. If you own a business reach out to them. If you work for a local company,

suggest that they reach out to GRCA. Their dedicated and passionate staff is eager to help. Contact Deb Heffner at 610.898.7791 or DHeffner@GreaterReading.org.

Murray Securus

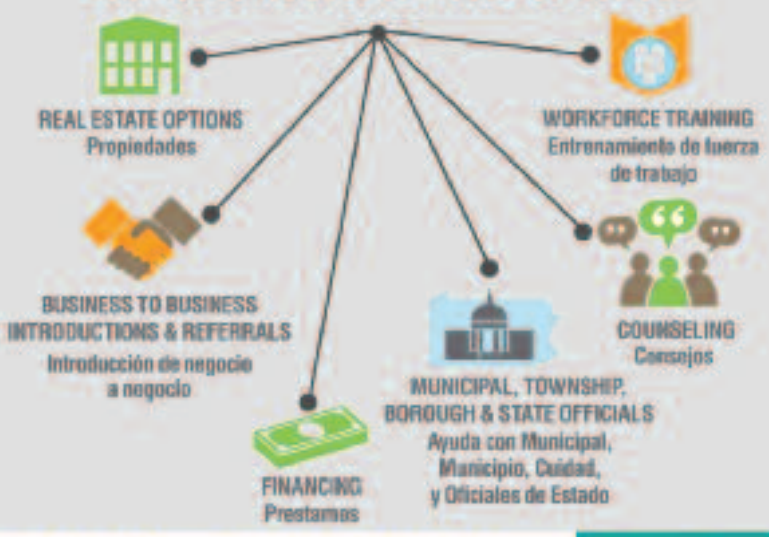
Murray Securus offers small business insurance solutions to help your business be better prepared and more secure. Matching your insurance needs with the insurance company that can best meet them is a complicated matter. Not having proper coverage puts you at risk for losing everything you've worked so hard to earn. Let Murray Securus help you develop a smart, cost-effective plan custom-fit to your business needs.

Murray Securus offers small business insurance coverages for: Workers' Compensation; Liability; Professional Liability; Employment Practices; Property; Commercial Auto; Director's & Officer's Liability; Special Events; and Cyber Liability. Murray Securus also offers a full line of personal insurance solutions.

For the Murray Securus advantage, contact Lisa Oberdorf, CISR, Personal and Small Business Solutions at 717.381.2129; loberdorf@murrayins.com. Murray Securus is located at 454 New Holland Ave., Suite 300, Lancaster, PA 17602. For additional information, please visit www.murrayins.com.

WELL CONNECTED TO ALL THE RIGHT RESOURCES

Estamos conectados con todos los recursos



- REAL ESTATE OPTIONS
Propiedades
- BUSINESS TO BUSINESS
INTRODUCTIONS & REFERRALS
Introducción de negocio a negocio
- FINANCING
Prestamos
- MUNICIPAL, TOWNSHIP,
BOROUGH & STATE OFFICIALS
Ayuda con Municipal, Municipio, Ciudad, y Oficiales de Estado
- COUNSELING
Consejos
- WORKFORCE TRAINING
Entrenamiento de fuerza de trabajo

Is Your Business Facing Opportunities or Challenges?
¿Tienes un desafío o buscas una nueva oportunidad para tu negocio?

We are here to help at no cost to you!
 We work to bring tools and resources to the table to help you grow your small business.
Estamos aquí para ayudarte con la herramienta y recursos que tu negocio necesita para crecer.

GRCA
 GREATER READING CHAMBER ALLIANCE
 610.898.7769 • JBedoya@GreaterReading.org



Jobany Bedoya looks forward to meeting with you.
Jobany Bedoya esta disponible para reunirse contigo.

FOCUS ON SUCCESSFUL READING / BERKS COUNTY BUSINESS



PC Ninja Computer Services & Solutions

Melvin Foo proudly owns and operates PC Ninja. A Chinese-Malaysian with an international background, Foo was born in Singapore and attended elementary school there. Higher education took him to the United Kingdom, with university degrees earned in Wales and England. After working briefly in Australia, Foo moved to the USA to work for an engineering company in Cleveland, Ohio. He finally settled in Berks County after marrying his wonderful wife, who had grown up in the Reading area. PC Ninja was founded in 2010 after

the birth of their first son. Foo became a proud US citizen in 2015.

With over twenty years of Information Technology experience serving large corporations and governmental establishments, Foo created a way to utilize his skills to serve residential customers within the Berks County area. Starting out in an office in Leesport doing primarily computer repair, PC Ninja has since evolved into a full-service technology company serving commercial and industrial customers within Berks and beyond. PC Ninja helps



businesses with computer repair, network installation/setup, backup and storage systems, cloud phone systems, and regular server/workstation maintenance. Currently based in Wyomissing, Pennsylvania, PC Ninja partners with businesses to solve their technology problems and assist them in simplifying workflow. Foo says, "We

know how technology can be a stumbling block to many individuals and businesses. PC Ninja can tackle the technological challenges, leaving you to focus on what you do best."

For more information about PC Ninja's services, visit www.pcninja.us or call 610.816.5387.



LinkTech, Inc. is a structured cabling system provider that designs, installs, and maintains cabling systems for all technologies and security systems/access control systems. We strive to provide reliable, high-performance data connectivity for our customers.

We appreciate the opportunity to participate in the bidding process and ask that we may be added to the bidders list. LinkTech is certified with PA D.G.S. as an MBE, ITQ, SPI and SDB.



For additional information please contact:

Ramon Melecio, President
rmelecio@linktechinc.com
610.927.2126 Ext: 3001
Cell: 610.587.0406
www.linktechinc.com

www.linktechinc.com
200 Penn Ave., West Reading, PA 19611

LinkTech Incorporated Receives 2019 Best of Reading Award

LinkTech Incorporated, located at 200 Penn Avenue in West Reading, has been selected for the 2019 Best of Reading Award in the Data & Voice Networking Engineers category by the Reading Award Program. Each year, the Reading Award Program identifies companies that they believe have achieved exceptional marketing success in their local community and business category. These are local companies that enhance the positive image of small business through service to their customers and our community. These exceptional companies help make the Reading area a great place to live, work and play.

LinkTech, Inc. is a structured cabling system provider that designs, installs, and maintains cabling systems for all technologies and security systems/access control systems. The professionals at LinkTech, Inc. strive to provide reliable, high-performance data connectivity for our customers.

LinkTech, Inc. is certified with PA D.G.S. as an MBE, ITQ, SPI and SDB. LinkTech, Inc. would appreciate the opportunity to participate in the bidding process. If you require any additional information please contact Ramon Melecio, president of LinkTech Inc. at rmelecio@linktechinc.com.

LinkTech, Inc. is located at 200 Penn Ave., West Reading, PA 19611; Phone: 610.927.2126 Ext: 3001; Cell: 610.587.0406; www.linktechinc.com.



About Reading Award Program

The Reading Award Program is an annual awards program honoring the achievements and accomplishments of local businesses throughout the Reading area. Recognition is given to those companies that have shown the ability to use their best practices and implemented programs to generate competitive advantages and long-term value. Various sources of information were gathered and analyzed to choose the winners in each category. The 2019 Reading Award Program focuses on quality, not quantity. Winners are determined based on the information gathered both internally by the Reading Award Program and data provided by third parties.

FOCUS ON SUCCESSFUL READING / BERKS COUNTY BUSINESS

RN Therapeutics *Where Medicine Meets Massage*

What happens when you combine a nurse, a massage therapist and a personal trainer and fitness instructor with over 15 years of experience? Meet Karen Stork, the owner and principal therapist at RN Therapeutics. RN Therapeutics is a unique practice that has been in business at 693 Reading Avenue in West Reading for 15 years, offering a full spectrum of wellness, fitness and rehabilitation needs. No other business in Berks County can match the background and experience that Karen has to evaluate a problem, treat with an hour of hands on therapy, and provide a customized program to relieve the problem that is adjusted to each individual's lifestyle and ability.

Karen Stork is a Registered Nurse, Licensed and Board-Certified Massage Therapist, Nationally Certified Medical

Massage Therapist, Certified Posture Specialist, Certified Lymphedema Therapist, Certified Kinesio Taping Practitioner and Personal Trainer with over 12 fitness certifications. Massage for stress reduction, anxiety, insomnia and the chronic overuse from posture and repetitive movements we all encounter in our daily lives are provided at RN Therapeutics. Many local physicians, physical therapists, chiropractors, nurse practitioners and other health care professionals refer patients to RN Therapeutics on a regular basis. Individuals with Worker's Compensation and automobile injuries are covered by insurance at RN Therapeutics — a prescription from a treating physician is all that is needed for treatment. If you need a referral to a physician, physical therapist or chiropractor, we can provide those referrals as well. Available for sale are products such as CBD cream for pain, Biofreeze, Sombra warming and cooling lotion, foam rollers, therapeutic pillows, and Thera-Band exercise products including resistance bands and tubing for easy transition to a home exercise or gym program.

At RN Therapeutics, the goal is to empower clients with education and motivation, so the results gained in therapy can be incorporated into a person's daily life. Their specialty is a combination of myofascial release, massage, neuromuscular therapy, stretching, strengthening, mobilizing and postural re-education to not only eliminate pain but to educate and empower everyone to be able to manage their own particular issues—whether it be structural, soft tissue, muscle imbalance, physical deconditioning or chronic pain. This goal is reflected in their Mission Statement, "To educate, motivate and provide treatment for those seeking to change and improve their lives through wellness, rehabilitation, posture, movement, stress reduction, muscle balance and pain relief." Call Karen at RN Therapeutics at 610.736.0800 to set up an appointment, and be sure to visit our website at www.rntherapeutics.com.

Is Nagging Neck, Shoulder or Back Pain Making You Miserable?

RN Therapeutics Can Help!

RN Therapeutics Specializes in:

- Myofascial Release
- Neuromuscular Therapy
- Posture Correction Program
- Chronic Neck and Back Pain Therapy

Start Sleeping, Walking and Living Better

Where Medicine Meets Massage:

- Registered Nurse
- Medical Massage Therapist
- Posture Specialist
- Personal Trainer




Registered Nurse
Licensed Massage Therapist

693 Reading Avenue, West Reading, PA 19611
610-736-0800
rntherapeutics.com

Worker's Comp and Auto Insurance Accepted

What you put on your skin is just as important as what you put in your mouth!



HOLY OIL

SAFE, NATURAL & CHEMICAL FREE PRODUCTS

Beautiful and Better Skin

www.Holyoilproducts.com

Holyoilco@gmail.com

860-371-0228 • 860-690-8179

Organic Facial Kit also available on Amazon!

Shearer Technical Computer Consultants *Location Location Location!*

By Mark Shearer, Shearer Technical

When people ask me why I made the decision to relocate Shearer Technical to West Reading over 17 years ago, I think back to a time when the possibility of growing my business alongside many others who share the same vision was an obvious choice to make... and then the move took place.

The West Reading Mainstreet Project was already underway and held great promise for an entrepreneur like me! Our customers, new and old, quickly appreciated the sense of community they felt when stopping in at our west end business in the 700 block of Penn Avenue.

Our visibility increased with the wide variety of events taking place right in our own neighborhood, and with that we began to experience

walk-ins interested in what services we offered, and the business really took off from there!

Shearer Technical has proudly served over 2500 individuals and businesses since its inception. We specialize in one-on-one software training, new computer sales, and PC repairs for any client or business large or small.

Finally, choosing to live above the business has proven to be convenient, a very short commute you might say! Brings me back to the famous saying... location location location. West Reading, a smart choice for sure.

For additional information about Shearer Technical Computer Consultants, please call 610.375.1676 and visit www.shearertech.com.





727 Penn Ave
West Reading, Pa 19611
(610) 375-1676
www.shearertech.com

We offer training in other programs as well. Visit our website for more details.



Training available for....

OneDrive

OneNote

We train... At our office... One-on-One... Large groups... Small groups... or onsite!

FOCUS ON SUCCESSFUL POTTSTOWN BUSINESSES



422 Commercial Realty

Call us: 610-574-6271
Email us: admin@422CommRealty.com
Visit us: www.422CommRealty.com

Other Listings
Retail-Rt 100, stand-alone bldg. at signalized intersection-**for sale or lease**.
Retail-Rt 100, flat, 23 acres at signalized intersection, public w&s-**for sale**.
Retail-Rt 422, flat, 27 acre tract at signalized intersection, public w&s-**for sale**.
Retail-2 retail lots close to Ben Franklin Hgwy(poss industrial uses)-**for sale**.
Industrial-warehouse, assembly and garage bays close to Rt 422-**for lease**.
Industrial/office-4+acre improved lot includes public sewer edu's-**for sale**.
Office-\$4.95/sq ft office space-**for lease**. Paved lot-1/2 acre-**for lease**.

FEATURED PROPERTY

9800 sq foot, 2 floor office bldg. located in an IRS designated "OPPORTUNITY ZONE". New w/c in 2018, newer roof, and lowered tax assessment. Served by public transportation & employee amenities nearby. Possible owner lease-back of portion. For sale & lease.





SCHUYLKILL VALLEY Sports

YOUR HOMETOWN SPORTS STORE

POTTSTOWN

COVENTRY MALL • 610-327-2001

TEAM & GROUP SALES • BIRTHDAY PARTIES • ETC.



DID YOU KNOW WE DO...

CORPORATE APPAREL



TEAM UNIFORMS



ONLINE TEAM STORES



PROMOTIONAL PRODUCTS

13 LOCATIONS AND ONLINE!

SVSPORTS.COM



The Pottstown Rotary Club Wants You!

Join us at 6:30 on Wednesday evenings at Brookside Country Club for a delicious meal, camaraderie, and a Rotary meeting where we plan and execute projects to improve the community.

Visit www.pottstownrotary.org or call Bill Wellen at 484.886.5396 to learn more!




Third Annual Pottstown Progress Luncheon Highlights Progress and Investment in the Borough

Pottstown Area Industrial Development, Inc. (PAID), along with TriCounty Area Chamber of Commerce, presented the 2018 PAID Annual Report "Pioneers of Progress" to attendees at the third annual Pottstown Progress Luncheon held at Sunnybrook Ballroom on June 20.

Prior to lunch and the presentations, the event featured a networking session, along with more than 20 EXPO Tables staffed by some of Pottstown's leading businesses. During the opening remarks, a number of established Pottstown businesses were recognized for their longevity and contributions based on the decade they started their business in the borough, including: Dana (1910s); Smale's Printery (1920s); Evans, Hauseman & Richard, Inc. (1930s); O'Donnell, Weiss & Mattei, P.C. (1950s); P. Richard Frantz, AIA (1960s); CODY Systems (1970s); Bausen Catered Events (1980s); Industrial Investments (1980s); and Precision Polymer Products, Inc. (1990s).

Next, Peggy Lee-Clark, Executive Director of PAID, Inc. hosted an Awards Ceremony, followed by lunch and after lunch there was a "Pottstown Progress Panel" discussion hosted by TriCounty Area Chamber of Commerce president Eileen Dautrich, featuring panelists Jay Bown, Partner, Pottstown Industrial Complex; Dan Glennon, Attorney, E.G. Pottstown, LLC; and Peggy Lee-Clark, Executive Director, PAID, Inc.

A collective sense of optimism was evident at this year's Pottstown Progress Luncheon as the momentum towards revitalization of the borough continues to pick up steam. Fourteen commercial properties were sold in the borough in 2018 with a total sale value of \$2.8 million, and eighteen new businesses opened in Pottstown during the last year and a half.

Scott Bentley, president/owner of VideoRay LLC, a manufacturer of small underwater video equipment, was one of the early participants in the current wave of investment in Pottstown. Bentley purchased the property at 212 East High Street, renovated the building, and moved his 35 employees working in management, corporate administration, marketing, engineering assembly and repair functions into the downtown. Bentley cited Pottstown's

growing arts and culture community as one of the reasons he chose Pottstown to relocate his company.

Bentley's "put feet on the street" approach has been emulated by others, including April Barkasi's Cedarville Engineering Group, which undertook the expense of asbestos abatement to renovate and relocate their headquarters to the long-vacant upper floors of the BB&T building at 159 East High Street. A business "incubator" center is slated for later this year.

HILL TOP HAMBURGERS

ESTABLISHED IN 1952

Hill Top Drive-In

2910 E. HIGH STREET
POTTSTOWN, PA 19464
610-326-2342

PROUDLY SERVING THE POTTSTOWN AREA INCLUDING ROVERSDALE, LIMERICK & SHARPSBURG

2018 DRIVE-IN & DRIVE-THRU AWARDS WINNER FOR BEST CHICKEN



Dreaming of flight? Dream no longer and spread your wings with Fly Elite.



For only \$99 for 30 minutes, or \$199 for an hour, YOU can take the controls of an airplane and experience the thrill and excitement of flight. You and one passenger can go along for this ride of a lifetime as you get to take the controls and fly the airplane yourself!

We offer flight instruction and aircraft rentals for all flying levels. We also have a full service maintenance facility to meet all of your aviation needs.

Contact us- Office: **610.495.6366** or check out our website at **Fly-Elite.com**



Another significant investor in Pottstown is Sailaja Adlura and her husband, who own six properties in the borough and have invested more than \$1 million in downtown real estate and improvements. Their properties are currently 95 percent occupied, with only the property at 133 E. High Street still undergoing renovations.

Yet another family investment group, Win and Sutida Somboonsong, have purchased a number of properties downtown including 152 East High Street, site of the former Brickhouse restaurant. The Somboonsongs operate several popular Asian fusion restaurants on the Main Line. One of those restaurants is cited as having contributed to the revitalization of Media, PA, and many are expecting that Blue Elephant, the new restaurant they will open in Pottstown at the former Brickhouse location in August, to have a similar impact in Pottstown.

Entrepreneur Adam Burke, owner of Lily's Grill, at 115 East High Street, recently partnered in a second eatery in the downtown, Pottstown United Brew Pub, located at 251 East High Street. Yet another investment group recently acquired several properties in the downtown, including the former Ellis

Mills Department Store building at 225 East High Street, where they opened Splitting Edge Axe Throwing in February, and they are planning to open a brew pub / restaurant at that location later this year. Steve Everett, a developer who also works as a realtor for Berkshire Hathaway in Devon, is one of the investment group's partners. Everett attributes the Somboonsong's investments in Pottstown and their planned restaurant at 152 East High Street as a contributing factor in his decision to invest in the borough.

Everett and his partner also purchased the old Ludwick Motors building on North Hanover Street and have converted that property into the popular Red Horse Motoring Club, managed by CEO Chuck Holder. The partners currently employ 14 people in several of their enterprises, and they are in the process of renovating and acquiring tenants for a handful of additional properties along East High Street.



For additional information about investment and new businesses in Pottstown, please visit www.paidinc.org.

MOVE YOUR CAREER INTO HIGH GEAR

mc3.edu/workforce



MONTGOMERY
COUNTY COMMUNITY COLLEGE



FOCUS ON SUCCESSFUL POTTSTOWN BUSINESSES

OWNER - OPERATED

48 YEARS IN BUSINESS!



EMBODY'S SUNOCO SERVICE STATION

1435 E. High Street, Pottstown, PA 19464

Only Full Service Station in the Area!

Phone (610) 326-2250 Fax (610) 326-0132

embodyssunoco.com

- STATE INSPECTION
- AIR-CONDITIONING SERVICE
- GENERAL REPAIRS
- PA EMISSIONS TESTING

RESULTS MATTER

PERSONAL INJURY LITIGATION • WORKERS' COMPENSATION • SOCIAL SECURITY DISABILITY
REAL ESTATE/LAND USE/ZONING • FAMILY LAW • WILLS/TRUSTS/ESTATES
LABOR & EMPLOYMENT LAW • CIVIL LITIGATION • TAX & BUSINESS LAW
MUNICIPAL LAW • EDUCATION LAW • CRIMINAL LAW



DISCHELL
BARTLE
DOOLEY
law offices



JESSICA L. TORRES
ATTORNEY AT LAW

610-323-3306

WWW.DISCHELLBARTLE.COM

POTTSTOWN | LANSDALE | BOYERTOWN

Dischell Bartle Dooley: Your Local Law Firm

Regardless of the issue, when you hire an attorney you want results. The attorneys at Dischell Bartle Dooley know that. That's why they will work tirelessly to help you achieve a successful legal outcome. And that's why their mantra is: Results Matter.

Dischell Bartle Dooley is proud to be an important part of the Pottstown community. With an office at 224 King Street and a second just minutes away in Boyertown, the firm's attorneys and staff know the people, places and issues that are important to residents and businesses in the Tri-County region. When you work with Dischell Bartle Dooley, you work with a team that is as deeply committed to the area as you.

Dischell Bartle Dooley's attorneys can handle all your legal needs. The firm's lawyers are experts on matters involving Workers' Compensation, Personal Injury, Social Security, Employment and General Litigation.



Attorneys can also assist you with Family Law, Wills, Trusts and Estates and Real Estate, Business and Criminal matters. The staff and lawyers pride themselves on offering personal and responsive service. You are treated with respect and will experience a commitment to one thing that is very important to you and the team at Dischell Bartle Dooley: Results.

To discuss your legal matter, call Dischell Bartle Dooley today at 610.323.3306 or visit www.DischellBartle.com.



FRANKLIN
FLOORING inc.

FLOORS FOR
YOUR BUSINESS

610-495-9200

COMMERCIAL FLOORING B2B

211 COMMERCE CT STE 106, POTTSTOWN, PA 19464



Franklin Flooring is a family-owned and operated interior renovation service provider that brings three generations of experience to the table. We specialize in commercial flooring solutions and value-added services.

www.franklinflooring.net

ROUTE 422 BusinessAdvisor

PROMOTE YOUR
BUSINESS IN
THE ROUTE 422
BUSINESS ADVISOR!
CALL (610) 323-6253



The Pottstown Rotary Club

Wants You!

You are cordially invited to make new friends and business contacts, while engaging in fun activities designed to serve our community.

This is your opportunity to grow your business and your circle of friends, and help make your community a better place to live and work.

Join us at 6:30 on Wednesday evenings at Brookside Country Club for a delicious meal, camaraderie, and a Rotary meeting where we plan and execute projects to improve the community.



- **Meaningful community service projects**
- **Fun social activities**
- **Important business connections**
- **Deep and lasting friendships**
- **Opportunity to learn about our community**

Visit www.pottstownrotary.org
or call Bill Wellen at 484.886.5396 to learn more!

Moving **Forward Together**

Providing transportation engineering and related services across the eastern United States

Offices located in PA, NJ, MD, and NC

Services:

- Transportation Planning & Permitting
- Transportation Systems Management & Operations
- Multimodal, Complete Streets & Trail Design
- Construction Management & Inspection
- Bridge Design & Inspection
- Highway Design
- Traffic Signal & System Design
- Environmental Services & Permitting
- Expert Witness Support for Crash Investigations

Celebrating 30 Years
TRAFFIC PLANNING AND DESIGN, INC.

www.TrafficPD.com 610.326.3100

TPD President Kevin Johnson Wins Advocacy Award

On Wednesday, June 19, 2019, the Transportation Management Association of Chester County (TMACC) named Kevin Johnson, PE the Advocacy Award winner during their Annual Membership Meeting and Awards Luncheon. This meeting is held annually for members and colleagues to celebrate TMACC's successes over the past year and honor their members who have gone above and beyond to "live" their mission. Specifically, the award for Advocacy is presented to an individual or group that displays institutional leadership working towards advancing TMACC's priorities, including improving air quality, congestion mitigation and improving access to transportation.

As the President of Traffic Planning and Design, Inc. (TPD), Mr. Johnson's areas of expertise are in transportation engineering and design, transportation planning, environmental analyses, and providing expert witness services for accident cases. Foundationally, he believes his duty as an engineer is to be involved in the public decision-making process in order to raise awareness of the need to address the rapidly decaying state of our transportation infrastructure. Over the past few years, Mr. Johnson worked tirelessly for the passage of Acts 88 and 89 in the Commonwealth of



Pennsylvania. He believes that as engineers, he and his peers are trained to identify and solve problems, so he has dedicated his career to educating the public and elected officials at the local, state and national levels on transportation issues and why increased funding is needed.

Mr. Johnson's efforts and leadership, in part, have also brought recent recognition to the firm; Greater Valley Forge Transportation Management Association (GVF) named TPD the Engineering Leadership

Award winner at their Annual Meeting on May 20, 2019. A representative from GVF said "as they celebrate their 30th anniversary as a firm, we are excited to honor TPD for their dedication as a leader in transportation engineering and design and for their continued support in advancing TDM [transportation demand management] throughout the region."

For more information on these events, please visit www.tmacc.org and www.gvtma.com.

WEST-MONT CHRISTIAN ACADEMY

WEST-MONT CHRISTIAN ACADEMY'S STUDENT HEROES!

Congratulations to the WCA Student Heroes who packed 10,000 meals for hungry children and families in Pottstown and Haiti through West-Mont Christian Academy's Feed the Need Fundraiser.

West-Mont Christian Academy is pleased to present the 2019 **COMMUNITY CHAMPIONS AWARD** to the following company. Thank you for helping us make a difference in the lives of hundreds of children and families.

Gold Sponsor

jiffylube

West-Mont Christian Academy
Equipping Students to Find Their Place in God's Story
873 S. Hanover St., Pottstown, PA 19445
610-326-7690 • www.west-mont.org

FOCUS ON SUCCESSFUL POTTSTOWN BUSINESSES

Montesano Cafe
Pottstown
238 E. High Street
484.949.9362

Eat, Drink & Be Cozy!
Specializing in
Imported Italian
Cuisine & Catering
Gourmet Coffees
Coming Soon— Beer & Wine!

Monday -Tuesday 9 a.m. to 7 p.m.
Wednesday- Saturday 9 a.m. to 6 p.m.
Sunday 9 a.m. to 3 p.m.

CLARK INDUSTRIAL SUPPLY INC.
301 West High Street • Pottstown, PA 19464
610.705.3333
www.clarkindustrialsupply.com

AEROQUIP

- Performance Products
- Hydraulic Hose & Fittings
- A/C Hose & Fittings
- Weatherhead/Brass
- Metric & BSP Fittings
- Industrial Rubber Products

ECCO

- Light Bars
- Flashing Lights
- Back-up Alarms

INDUSTRIAL HARDWARE SUPPLIES
ON SITE EQUIPMENT REPAIR SERVICE

Montesano Café

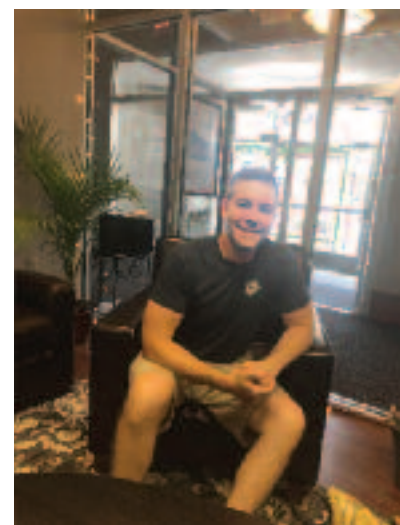
Located in the New York Plaza building at 238 E. High Street in Pottstown, Montesano Café is owned by John Connell and Vincent Montesano. The pair attended the same culinary school — the Restaurant School of Philadelphia — where they struck up a friendship. Over the years, Connell and Montesano have worked together doing catering. “When Vincent sought me out for this project, I was excited about it,” Connell said. “Montesano’s is a great family name with a good reputation. We are definitely looking forward to being part of the rebuild of Pottstown. The food here will invigorate the street,” he said.

Vincent Montesano is part of Montesano Brothers Trattoria & Catering in Chester Springs.

Like that business, Connell said Pottstown’s Montesano Café features an extensive Italian café menu. The café opened last month in a “soft opening” with limited hours, he said, adding that feedback about the food and atmosphere has been good.

Connell said work on the café, which began in March of this year, has included painting the space and installing pallet walls, which Connell said gives a new “aura” to the café. “It was a little too corporate for me,” he said. “I wanted to warm it up a little bit and make it more of a cyber-café.”

The menu at Montesano Café features Panini’s, hot sandwiches, breakfast sandwiches, salads, and hoagies, and will feature Lamont Coffee of West Chester.



Connell added that Montesano will also offer catering.

Connell said he is working on getting the appropriate licensing to serve beer and wine.

“We’re in talks with some of the local breweries to see who we want to use,” he said.

Ultimately, Connell said he is looking to replicate the Pottstown model, once it is up and running. “We’re trying to put one of these in other towns — including West Chester and Phoenixville — we’re looking to expand, so we’re trying to make this model as streamlined as possible,” he said.

Hours for Montesano Café will be 9 a.m. to 7 p.m. Monday through Saturday, 9 a.m. to 3 p.m. on Sunday. For additional information, please call 484.949.8397, and visit www.montesanobrothers.com.

Rebecca A. Hobbs, Esquire Named a Principal at OWM Law

The law firm of O’Donnell, Weiss & Mattei, P.C. is very pleased to announce that Rebecca A. Hobbs, Esquire has been named a Principal of the firm effective July 1, 2019.

Attorney Hobbs joined OWM’s Elder Law Department in 2013. She was born in Harrisburg and moved to Williamsport as a teenager. She received her Bachelor of Arts degree in English Literature from Eastern University in 2006 and her Juris Doctorate degree from Regent University School of Law in 2009. Ms. Hobbs is licensed to practice law in both Pennsylvania and New Jersey. Attorney Hobbs is a Certified Elder Law Attorney (*Certified as an Elder Law Attorney by the National



Elder Law Foundation as authorized by the Pennsylvania Supreme Court).

She is also an accredited attorney with the Department of Veteran Affairs. She is a member of the National Academy of Elder Law Attorneys (NAELA) and the Pennsylvania Association of Elder Law Attorneys (PAELA). Attorney Hobbs relocated to Phoenixville with her husband, Tim, and two children, to join OWM in 2013. Prior to joining OWM she spent four years with the firm of Steinbacher & Stahl in Williamsport, PA, practicing elder law, special needs planning and estate administration.

(Continued on page 22)

BusinessAdvisor

Promote your business in the
Route 422 Business Advisor!
Call (610) 323-6253

422bizmag.com

BusinessAdvisor

Visit us online to view
valuable supplemental
content – **it’s FREE!**

422bizmag.com

BUSINESS SPOTLIGHT



Fly Elite is your one stop shop for everything aviation, from flight training and maintenance, to FBO services and pilot supplies. Fly Elite began as a flight school in 1985 under the name of Limerick Flight Center at Pottstown Heritage Field in Limerick PA. Along with its sister company Fare Share LTD, they offered flight instruction, aircraft charter services, and pilot services in a variety of airplanes. In 2014, Fly Elite opened a full service FBO at the Pottstown Municipal Airport in Pottstown PA, merging Limerick Flight Center into a full service aviation business. Now operating out of 2 locations, Fly Elite now owns a full service aircraft maintenance facility, offers flight instruction to all levels of flying, FBO services such as aircraft refueling and detailing, and more.

Fly Elite operates 10 aircraft as part of the flight training department allowing for all levels of training, from basic to advanced. Private Pilot training is the first step for all aspiring aviators to start with.

The training includes the FAA mandated total of 40 total flight hours, encompassing training areas such as fundamentals of flight, navigation, emergency procedures, and preparation for the FAA practical flight test. The instructors at Fly Elite have a combined experience of over 75 years of flight training experience. Fly Elite prides itself on a proven record of success in training, but most importantly a consistent track record of safety. We also offer advanced license and rating training to help any pilot further his or her piloting experience. We offer Instrument training, Commercial Pilot training, Flight Instructor training, and High Performance and High Altitude training in our state of the art Cirrus aircraft. Fly Elite currently offers instruction in Cessna, Piper, Beechcraft, Cirrus, and Diamond aircraft.

Fly Elite is proud to be a key player in the economic stimulus in the Pottstown area and beyond in the South East portion of Pennsylvania. With plans to renovate and expand the existing Pottstown Municipal Airport, Fly Elite is looking to further the economic growth in the SE Pennsylvania. With plans of a larger runway, air shuttle service, restaurants, and more, Fly Elite will be laying the groundwork for economic growth and the creation of more jobs to help provide the boost that the area needs to emerge as a valuable player in the business community. Every year, Fly Elite hosts an Open House at the airport to provide a step into aviation for everyone, and has proven to be a huge community event, typically bringing in 250-500 people.



To learn more about Fly Elite, or to answer any questions about flight training or services, check out our website, Fly-Elite.com, or give us a call at (610) 495-6366.

FOCUS ON SUCCESSFUL POTTSTOWN BUSINESSES

(Continued from page 20)

Attorney Hobbs concentrates her practice in Long-Term Care Planning, Medicaid, Estate Planning, Special Needs Planning, Guardianships, Veterans Benefits, and Estate and Trust Administration. She is an active member of the Montgomery County Bar Association and the Pennsylvania Bar Association (PBA), serving in both Elder Law Sections. She serves on the PBA Charitable Organizations Committee and the PBA Legal Services to Persons with Disabilities Committee. Attorney Hobbs is a Co-Chair of the Elder Law Committee of the Montgomery Bar Association. She is also the National Director of ElderLawAnswers.

Ms. Hobbs works out of our Phoenixville office located at 347 Bridge Street, Phoenixville, however, as with all of our attorneys, Rebecca is available to see clients in both offices as needed. As an elder law attorney, Ms. Hobbs recognizes the importance of helping families in a time of crisis. Whether assisting someone to qualify for Medicaid or helping a family secure

in-home care, she recognizes the importance of providing exceptional legal guidance.

O'Donnell, Weiss & Mattei, P.C. has been serving the Tri-County area for more than 60 years. In addition to the Pottstown office which has been operating since 1955, the firm established its Phoenixville office in 2006. The firm currently has 14 attorneys who work in client service teams which focus in five central practice areas: Elder Law/Estate Administration/Estate Planning /Special Needs Planning, Business Planning/Banking, Family Law/Divorce/ Custody, Accidents/Criminal/DUI/Personal Injury, and Real Estate/Title/Land Use. In addition, several OWM attorneys are also licensed title agents who conduct residential and commercial real estate settlements.

Attorney Hobbs is a tremendous asset to the Firm, and we are pleased to recognize her in this way, and very enthusiastic about her commitment to the future of OWM. We look forward to her continued growth and participation in management of the practice.



Rivster's On High

A new addition to the Pottstown scene, Rivster's on High, located at 250 East High Street in Pottstown, is owned by Tom Rivera. John Connell is a partner in the venture with Rivera. Rivster's menu features Nelson's ice cream, coffee, shakes, crepes, specialty cupcakes, pretzels and hot dogs. Rivera said his goal is to create a fun atmosphere where people will come in for the conversation as much as for the food. "I want people to say it is a fun place to go, and that the staff is amazing," he said.

Rivera has a business background as the general manager for Anytime Fitness at Coventry Mall. After two years, he felt it was time to start his own venture. "The timing couldn't have been any more perfect," he said, adding he is leasing the space on East High Street currently, but there may be a possibility down the road to purchase the building.

When it came to branding the new venture, Rivera didn't want the word "ice cream" in the business name. Rivster's features other offerings besides ice cream, and he also plans to market his coffee, a

unique blend for Rivster's being made by Triangle Roasters of Philadelphia.

To help settle on a business name, he polled his Facebook community. "I went on Facebook and asked, 'What should I name my shop?' Someone said, 'Rivster's on High.' It's a great name," he said, explaining that he has been known by the name Rivster since his time at the gym. Taking it a step further, the sign above the door and the logo for Rivster's both feature a smiling Rivera juggling his four main offerings. He said it was John Connell's idea to add Rivera's caricature to the sign.

Connell said he met Rivera before Anytime Fitness opened, and the pair "clicked." "In the first five minutes that I met him, I felt like he was my oldest friend," Connell said. Like Montesano Café, Rivera is looking to get the Pottstown location working well and then replicate it in Phoenixville. "We're trying to set them up so they can be franchised, basically," Connell added.

For additional information, please call 484.752.4751.

O.W.M.
— LAW —
O'Donnell, Weiss & Mattei, P.C.

Your Life. Your Business. Your Law Firm.

The OWM Law Business, Banking & Real Estate Team:
James C. Kovalicki, Gary L. Stele, Michael B. Murray, Jr., Joseph K. Kowry,
John A. Kowry, Jr., Henry T. Zale, David A. Magay



OWM Business Lawyers handle all phases of Business including Start-up or Purchase, Contract Negotiations, Financing, Employment Issues, Succession Planning & Dissolution. OWM Real Estate Attorneys handle Commercial Development, Residential Transactions, Tax Assessment Appeals, Title Insurance, Municipal, Zoning & Land Use. Whatever your legal needs are, OWM is ready to be part of your team!

Pottstown: 41 E. High Street, Pottstown, PA 19464
610-323-2800 www.owmlaw.com

Phoenixville: 347 Bridge Street, Ste. 200, Phoenixville, PA 19460
610-917-9347

Pottstown Dance Theatre is performing in Athens, Greece!

First time we have performed internationally since the 2012 Olympic Games in London.

Classes begin September 8!

We offer ballet and pointe, tap, hip-hop, jazz, modern/contemporary/lyrical, Irish Dance, African Dance, break dance, creative movement, and Pilates!



Newly renovated facility with international staff!

Pottstown Dance Theatre
Michelle Jones Wurtz, Director
610-323-2569
72 W. Main St., Pottstown PA 19465
www.pottstowndance.com





Pottstown Dance Theatre is Once Again International

The Pottstown Dance Theatre (PDT) will once again fly over the Atlantic Ocean to perform during the Olympic Games; However this time it will be where the first Olympic Games ever took place! Lydia Black, Lacey Krause, Chloe Laio, Megan Schultz, and Brianna Shank will join international dance artist Michelle Jones Wurtz to showcase excerpts of the masterpiece, "Pyotr and Peter: Dance Set to two Musical Geniuses" in Athens. All of the works utilize the music of either Pyotr Tchaikovsky or Peter Gabriel, both favorites of Ms. Wurtz. Dancers will portray moments from "Sleeping Beauty", "Lay Your Hands on Me" and "In Your Eyes" while audience members can simultaneously enjoy the music of these two legends. This will be a new experience for most of the performers.

The students have all studied at PDT for at least one year, most for over five. Megan Schultz is also now an instructor there, and holds a Dance Degree from Eastern University where Ms. Wurtz is a dance professor. The school IS STILL ACCEPTING REGISTRATIONS FOR NEW STUDENTS AND MAY BE ABLE TO ADD MORE TO THE ATHENS TRIP! Classes offered include: ballet and pointe, tap, jazz, modern/contemporary, hip-hop, breakdance, African Dance, Irish Dance, creative movement, and Pilates. You or your dancer will blossom right before your very eyes and Fall Classes begin September 8.



PDT is different from other local schools in that students are encouraged to become artists in their own right. True artists know

that study is a lifelong process; therefore there is not a heavy emphasis placed on a spring recital and the teaching curriculum encompasses the entire school year. Dancers NEVER purchase a catalog costume and are therefore able to attend more classes since there are no "extra" costs. Serious students have opportunities to join the Repertory Ensemble in a full production of "The

Nutcracker", in various spring showcases, and in New York City. These dancers have performed at Ursinus College, the Hill School, Lincoln Center, and even Carnegie Hall!

If you're looking for a school where dance artistry is paramount, PDT is your best bet! Alumni have gone on to study at Pennsylvania Ballet, American Ballet Theatre, and the Martha Graham School of Contemporary Dance. Others have received professional contracts with world-famous, touring dance companies. Open House and Registration will be held at the school (72 W. Main St., Pottstown, 19465) on August 24 from 12-7 pm as well as on August 28 from 5-8 pm. You can visit the school on the web at www.pottstown-dance.com or call 610.323.2569 at any time.




A private, member's only club that caters to **car enthusiasts** and **business owners**.



Members enjoy access to our one of a kind building to hold meetings, host clients, entertain friends and family and enjoy the fellowship of other enthusiasts!

Private membership
\$100 per month.

Corporate membership
from \$100 to \$700 per month.

Vehicle storage
\$350 per month.

132 East 3rd Street, Pottstown, Pa.
904-424-7210
Instagram: @redhorsemotoring
<http://www.facebook.com/redhorsemotoringclub>
<http://www.redhorsemotoring.com>

**DEVELOPMENT SITE
FOR SALE —
POTTSTOWN, PA**



- 1+ Acre site in West end of Pottstown.
- Located in a Certified Federal Opportunity Zone district per the new Tax cut and Jobs Act.
- Ideal for high density residential development, School, Daycare, Religious organization.
- Level, vacant development site with all public utilities available to property.



Contact: Bob Kerns or Alan S. Apt
Office: 215-855-9600
rjkerns@aptpcor.com • alan@aptpcor.com • www.aptpcor.com
414 W. Main St.. Box 148, Lansdale, PA 19446

ALL INFORMATION FURNISHED REGARDING PROPERTY FOR SALE, RENTAL OR FINANCING IS FROM SOURCES DEEMED RELIABLE, BUT NO WARRANTY OR REPRESENTATION IS MADE AS TO THE ACCURACY THEREOF AND SAME IS SUBMITTED SUBJECT TO ERRORS, OMISSIONS, CHANGE OF PRICE, RENTAL OR OTHER CONDITIONS, PRIOR SALE, LEASE OR FINANCING OR WITH DRAUL WITHOUT NOTICE, NO LIABILITY OF ANY KIND TO BE IMPOSED ON THE BROKER HEREIN.

BOOKKEEPING / ACCOUNTING

Breslow's Bookkeeping Business
Serving Collegeville and the Surrounding Areas
Beth Breslow • 215.272.5217 • bethbreslow@gmail.com
www.breslowbookkeeping.com

Specialized knowledge as a QuickBooks ProAdvisor helping your business with the following:

- Financial Reporting • Budgeting
- Monthly Bank & Credit Card Reconciliations
- Accounts Receivable & Payables
- Client Invoicing • Payroll Processing

Save Time & Money
Utilizing a Bookkeeper vs. a Full Time Office Employee



GARDEN CENTER/NURSERY

PUGHTOWN AGWAY
819 Pughtown Road & Rt. 100, Spring City, PA 19475
Located 1/4 mile south of Routes 23 & 100

610-469-9238 Open 8 to 6 M-F, Sat. 8 to 4, Sun. 10 to 3
Garden Center (610-489-6888) open every day including Sunday

- **Legends, Triple Crown and Buckeye feed lines.**
- Baled Shavings and Bedding Pellets.
- Hay, Straw & Premium Wood Fuel Pellets.
- Organic Chicken Feeds & all kinds of Bird Seed!
- Bulk & Bagged Compost, Soils & Mulches.
- Grass & Pasture Seeds.
- Lime & Organic & Commercial Fertilizers.



FINANCIAL SERVICES

Karlene's Konsulting
Karlene A. Novotny
Professional Accountant/Owner

Specializing in Tax Preparation, Accounting and Bookkeeping Services

560 Baptist Church Road, Spring City, PA 19475
610-745-2350
k_konsulting@comcast.net

DS FINANCIAL STRATEGIES

You are your #1 asset and we are committed to bringing you more financial security.

Dawn Santoriello, LUTCF • (215) 660-0288
Dawn@DSFinancialStrategies.com
www.DSFinancialStrategies.com



CREDIT CARD PROCESSING

NETCOM MERCHANT SERVICE CONSULTANTS
MerchantServiceConsultants.com

Call **TODAY** to find out how to keep more money in your business!
866-677-1608

Would you like to keep more PROFIT of every Credit Card sale?



FURNITURE

Raymour & Flanigan FURNITURE MATTRESSES

Kerry Lee, that's me... Your Design Expert!

Call for Appointment
484-794-9651
KerryLee58@yahoo.com



DJ SERVICES

ACCLAIM DJ SERVICES

Weddings, Parties, Events, Clubs

For Bookings Call: (484) 455-4635 Website: acclaimdjservices.com
Email: acclaimdjservices@gmail.com

Let's Get the Party Started!



GRAPHIC DESIGN

LINDA JACOBS
DOWNTOWN

De[z]ign

advertising & graphic design with a ♥

228 E. High Street, Pottstown
484.363.7793
downtowndeign.com



GRAPHIC DESIGN & PRINTING

YOU NAME IT! WE'LL CREATE IT & PRINT IT ...EXCEPT MONEY!

A FULL SERVICE GRAPHIC DESIGN & PRINTING COMPANY

Digital & Offset Printing • Fliers • Programs • Rack Cards • Post Cards • Brochures • Pocket Folders
Large Format • Posters • Banners • Yard Signs • Counter Signs • Laminating • Mailings

38 E. HIGH STREET • POTTSTOWN • 610.327.1780
www.complete-graphix.com
 complete.graphix@gmail.com

HVAC / PLUMBING

A. JACKSON ECKER, INC.
PLUMBING-HEATING-COOLING

144 KING ST., POTTSTOWN, PA 19464
(610) 326-5011
 Serving the area for Four Generations Since 1925!
www.ajacksonecker.com

INSURANCE SERVICES

Est. 1924

**SCARGILL
McCLURKEN**

INSURANCE

Auto - Home - Life - Business • Celebrating 95 Years!
 Call Now for a Quote! 610-935-8201

INTERIOR DECORATING

**DECORATING DEN
INTERIORS**

10% OFF select blinds and shades
 Offer ends 7/31/19

Barbara McInnis-Hayman
 Owner • Decorator
 484.624.4787
barbaramcinnis@hotmail.com
barbara.decoratingden.com

LIMOUSINE SERVICE

Michael's Classic Limousine
 Welcomes Vanish Limousine's
 Customers!

MICHAEL'S
 Classic Limousine
610.929.4919
www.michaelsclassiclimo.com

Rhoads
 Limousine

- Weddings & Proms
- Bachelor(ette) Parties
- Anniversaries
- Birthdays
- Concerts & Theatre
- Sporting Events
- Airport Transfers
- Shuttle Services

610.689.4600 RHOADSLIMOS.COM 800.528.3569
 1816 Weavertown Road, Douglassville, Pa 19518

LODGING / BED & BREAKFAST

Twin Turrets Inn
A Delightful Bed & Breakfast

My husband, Frank, and I welcome you to The Twin Turrets Inn. Our English Springer Spaniel, Elizabeth Queen of the Turrets, affectionately known as Lizzie, will also welcome you with her toy.

Barbara Depp, Innkeeper

11 East Philadelphia Avenue • Berwyn, PA 19512
www.TwinTurrets.com 610-367-4513 • 1-877-877-7897

LODGING / MEETING FACILITY

95 Rooms
Corporate Amenities
Indoor Pool / Fitness Center
Meeting Space Available
Free Continental Breakfast
Free WIFI

430 West Linfield Trappe Road
 Limerick, PA 19468
 P: 610-495-6999
 F: 610-495-6901
limerick.hamptoninn.com

BUSINESS MARKETPLACE

MAINTENANCE/JANITORIAL



Your cleanliness is our business!
(484) 599-2751
cleanfloorsandmore.net



Clean Floors & More specializes in providing janitorial and floor cleaning services to business of all sizes and categories in Berks County!

Email: cleanfloorsandmore@aol.com

MARKETING &

SOCIAL MEDIA SERVICES

Website Designs with Marketing in Mind!

Build a website with us and get One-Year Hosting for FREE when you call and mention 422Web
 Special ends - September 30th

Interlace Communications & goMAArVA
 DESIGN MARKETING SOLUTIONS

10 Zone Church Road, Suite 201 | Shoemakersville, PA 18955
interlaced.com | (484) 709-8584 | kasey@gomaa.com



NAIL SALON & SPA



Majestic Glamour Nails & Spa

1126 Town Square Road, Pottstown, PA 19465
267-945-1268 Walk Ins Welcome

*Manicure • SPA Pedicure
 Eye Brows • Tinting / Waxing
 Eye Lashes Extension • Nails Art
 Acrylic • 3D Design & Pink White*

Monday - Saturday 9 am - 7pm • Sunday 10am - 6pm





Day Spa and Nail Salon

Call for Grand Opening Special!

www.youdeservetrespa.com
 f /trespasig i /trenailbar

484-924-9207

420 Schuylkill Road, Phoenixville, PA 19460



ORGANIZATIONS

Need Help for a Business

For Free, Confidential Assistance from Experienced Business Owners and Executives ...
Call on SCORE TriCounty

SCORE TriCounty, serving Western Montgomery, Northern Chester and Eastern Berks counties.

Call 610-237-2673 or visit tricounty.score.org
We are there for you and your business



ORGANIZATIONS

The Pottstown Rotary Club Wants You!

Join us at 6:30 on Wednesday evenings at Brookside Country Club for a delicious meal, camaraderie, and a Rotary meeting where we plan and execute projects to improve the community.

Visit www.pottstownrotary.org or call Bill Wellen at 484.886.5396 to learn more!




PAINTING & RESTORATION



Schwering Painting & Restoration

No job is too big or too small
SchweringPainting.com

COMMERCIAL RESIDENTIAL

INTERIOR & EXTERIOR

We Build Relationships!
 Thomas D. Schwering, President

610-222-0112
 Cell: 484-744-0628

REAL ESTATE / FOR SALE/LEASE



Chris James Hector
 ABR, GRI, CRS
 Broker / Owner
 Cell: 610-316-3678
ChrisJamesHector@verizon.net



Chris James Hector Realty



Andrea Heskett
 Realtor
 Cell: 610-329-1622
AndreaHeskett@gmail.com



610-933-7592
 Fax: 610-933-2888

Office: 213 Sherwood Ln., Phoenixville, PA 19460

SENIOR CARE / LIVING ASSISTANCE



Senior Care...only better!

Senior Helpers Pottstown
(serving Western MontCo, Northern ChesCo & parts of Berks)

610-323-0460 (24hrs/7days)
www.seniorhelpers.com/pottstown

- ♥ No minimums – get only the help you need.
- ♥ Personal care - bathing, dressing, toileting & hygiene.
- ♥ Light housekeeping, errands, meal preparation.
- ♥ Hospice support & respite services.

Call today for FREE in-home (wherever home may be) consultation!

SIGNS / BANNERS / GRAPHICS

Raise Your Business Visibility

FAST SIGNS

More than fast. More than signs.



180 Shoemaker Rd., Pottstown, PA 19464
o: 484-624-4874 | e: 566@fastsigns.com | w: fastsigns.com/566

BRANDING COMPANIES WITH A PROFESSIONAL IMAGE SINCE 1992

GRABER Letterin INC SIGN Co.

- ♦ SIGNS & BANNERS
- ♦ TRUCK & VEHICLE LETTERING & WRAPS
- ♦ DIGITAL PRINTED DECALS
- ♦ LOGO DESIGN
- ♦ SCREEN PRINTED TEES
- ♦ EMBROIDERED APPAREL

Visit Our Showroom! 58 Schoolhouse Rd. Boyertown, Pa
www.graberletterin.com **610-369-1112**

RETAIL / CONSIGNMENT

Amy's Attic

A CONSIGNMENT STORE

Brand name apparel, jewelry, furniture, household items, home goods, accessories, games, vintage, collectibles, and more

Phone: 484-576-2691
414 Dekalb Street - Norristown, PA 19401
amysattics.com

CALL (610) 323-6253 TO PROMOTE YOUR BUSINESS IN THE ROUTE 422 BUSINESS MARKETPLACE

A FEW "TAKE HOMES" AFTER 50 YEARS IN BUSINESS



By Gary Seibert, Co-founder SBRA

If someone had of asked me 50 years ago, "Why are you going into business for yourself and what do you expect to get out of it?", I probably would have responded, " Because I want to be my own boss and I want to control my future." Fifty years later, I can honestly say, my journey was far more than being my own boss, and the future turned out totally different than I expected.

Actually, What I have learned about myself and, what the real meaning of being a "boss" was, totally changed my life.

You see, I really wasn't meant to be a boss but rather a LEADER, and in so doing, my purpose was to help other people be successful and define and develop THEIR future. As I made mistakes and experienced various forms of failure, I grew wiser and was thereby able to turn those lessons into successes. By sharing that wisdom with my employees,

they made fewer mistakes, our companies grew, and we became more successful by learning and growing together. The list of "take homes" below are a few of the wisdom tips I share with other emerging entrepreneurs whom I consult with. Hopefully one or more of them will be a nugget that you can cling onto and help you navigate through the wonderful world of owing your own business.

(Continued on page 28)





2 Locations — Douglassville and NOW OPEN IN NORTH COVENTRY



Regina McLaughlin Williams, Broker/Owner
Cell # 484-686-0307
Office # 610-385-0090
Mclaughlinregina@aol.com

THE LOCAL DIFFERENCE FOR YOUR BUSINESS

Convenient
Easy account access -
mobile, branches, over 75,000 ATMs

Personal
Supporting local businesses...
and our community



diamondcu.org/business-services 610-326-5490

Trusted by over 1,400 businesses in this region.

Equal Housing Opportunity. | Federally insured by NCUA.

A FEW "TAKE HOMES" AFTER 50 YEARS IN BUSINESS

(Continued from page 27)

• Listen to the WISDOM of others. Learn from their successes and failures, it might reduce yours.

• Whatever you do, be the BEST at whatever you do. Good is not good enough.

• Realize that CHANGE is inevitable. Take a chance, make a mistake and learn from it. No Pain, No Gain.

• SURROUND yourself with people equal to and greater than yourself. Weak people will pull you down the ladder of success, strong people will push you up.

• REMEMBER that climbing that ladder of success is much easier than staying at the top. Always work to be the leader and one step in front of your competition.

• NEVER stop learning. The world is changing too fast to take a rest.

• Be a person of HIGH CHARACTER. Your character will determine your destiny.

• Take care of yourself. Your PHYSI-

CAL WELL BEING will affect almost every aspect of your life.

• Establish RELATIONSHIPS with people with integrity whom you can trust. People who will hold you accountable and help you see different perspectives.

• Remember — every CHOICE you make has a CONSEQUENCE. Seek wisdom and knowledge and before you make your decision "CHALLENGE YOUR CHOICES." You will make fewer mistakes.

I could add another 20 or 30 to this list, maybe in another article, but for now, these ten have made a major impact in my life and in others I have shared them with. Learn from your mistakes and failures, make corrections in what you are doing and then share that information with others. Then you will know what you are getting out of your being your own boss — it's not about you — it's how you lead and help others. That's why you are in business for yourself.



Join Us For a Special Co-Mingle Networking Event

Between Members of the Small Business Resource Association &
The Tri-County Chamber of Commerce

Thursday, July 18th from 5:00-7:30 PM at

SB

The Sunny Brook Ballroom

50 SunnyBrook Road, Pottstown

Complimentary Appetizers · Cash Bar · Entertainment

A Great Opportunity to Expand
Your Networking Reach
in cooperation with
Rte. 422 Business Advisor

For more details or to register for this event:

SBRA Members email Laura Seibert at lseibert@sbrassociation.org or call 814-808-7272

Tri-County Chamber Members please call 610-326-2900 or visit tricitychamber.com to register online

2395 Lancaster Pike Shillington, PA 19607 814-808-SBRA (7272)





We Work For You...

Call Toll Free 1-866-948-2255



10 4TH STREET, PENNSBURG

HIGHLY VISIBLE. EASILY ACCESSIBLE. PERFECTLY SITUATED FOR MAXIMUM EXPOSURE TO HEAVILY TRAVELED ROUTE 663 AND ROUTE 29. WITH QUICK ACCESS TO THE PA TURNPIKE AND MANY AMENITIES NEARBY. POTENTIAL MULTIPLE-USE COMMERCIAL LOCATION, WITH PUBLIC WATER, SEWER, GAS & SINGLE PHASE POWER. THE BUILDING'S THREE 2,000SF LEVELS WITH OPEN FLOOR PLANS OFFER FLEXIBLE DESIGN SPACE & ABUNDANT NATURAL LIGHT. THE LOWER LEVEL WITH GRADE LEVEL ACCESS FROM THE REAR, OFFERS A STORAGE/WORKSHOP AREA. **\$79,900**

Looking for space to **LEASE?**

(1001359872) **301 North Lewis Road, Royersford-** Park Town Plaza Shopping Center located in Royersford. Retail/Office spaces. 5 spaces available, various sizes, various prices. Call for more information and showings.

(1000436632) **700 Main Street, Red Hill-** Approximately 1,700SF. First floor-reception room, conference room, computer room. 3 private offices. Second floor-4 private offices, conference room. \$1,400/Month + Utilities. *Separate meters for heat/AC.

(1009983864) **31 E. Philadelphia Ave., Boyertown-** Former Boyertown Community Library space situated on busy East Philadelphia Avenue. Approximately 1879SF first floor space. Ideal for retail/office. Some off street parking. \$10/SF + elec., A/C, & trash.

(1009981094) **24 N. Reading Avenue, Boyertown-** Boyertown Library 2nd floor office space. 7400SF +/- Elevator access; off street parking. space can be divided into private offices with access to a conference room. Length of lease is negotiable. Call for details!

(1000336898) **33 E. Philadelphia Avenue, Boyertown-** Boyertown commercial unit on 1st flr. 2 car det garage in rear of property. 1 car gar used by tenant upstairs. The other can be used by tenant in the 1st flr. Commercial space is vacant. Call for details

(PAMC603404) **226 Main Street, East Greenville-** High visibility. Right front w/large display window currently opened as a restaurant. Close proximity to theatre and service businesses. Multiple use possibilities including retail and beauty, subject to Municipal Review. Included is use of kitchen/restaurant equipment w/ansul fire suppressant. \$950/month.

231 Old Philadelphia Pike, Douglassville- Unit #2 - 3370SF warehouse with 1200SF office space and bathroom, and the remainder warehouse (2170SF), 14' overhead door. \$2500/month + heat, electric and trash. Unit #4 - 3150SF warehouse with bathroom. 14' overhead door. \$1500/month +heat, electric and trash. Both units have offstreet parking and close proximity to Routes 422 and 724.

Call 1-866-948-2255 for more details on listings!

PENDING (202270) 601 AND 619 W. HIGH ST., POTTS TOWN

PENDING (1002302175) 535 E. HIGH STREET, POTTS TOWN

SOLD (202264) 500 E. PHILADELPHIA AVENUE, BOYERTOWN

SOLD (1000650659) LOT 1 & 3 EAST 2ND ST., BOYERTOWN

FOR SALE- (1000366442/1000368383) 33 E. PHILADELPHIA AVENUE, BOYERTOWN- COMMERCIAL UNIT ON FIRST FLOOR. 3 BEDROOM APARTMENT ON 2ND FLOOR. TWO CAR DETACHED GARAGE IN REAR OF PROPERTY. ONE CAR PARKING BEHIND GARAGE. ONE CAR GARAGE USED BY TENANT UPSTAIRS. OTHER GARAGE CAN BE USED BY TENANT IN FIRST FLOOR. LOCATED IN MIDDLE OF BOYERTOWN. VARIOUS POSSIBILITIES. FIRST FLOOR IS VACANT (COMMERCIAL) AND AVAILABLE FOR LEASE. **REDUCED TO \$154,900**

FOR SALE- (1000346060) 237 W. HIGH STREET, POTTS TOWN- 4800SF BUILDING SUITABLE FOR VARIOUS BUSINESSES. SHOWROOM AREA, LARGE WAREHOUSE AREA, OVERHEAD GARAGE DOOR. CONVENIENTLY LOCATED TO RT. 100 & RT. 422. APPROX. 15 PARKING SPACES. **REDUCED TO \$799,000**

FOR SALE- (1001784794) LOT #5, QUARRY ROAD, DOUGLASSVILLE- COMMERCIAL/INDUSTRIAL BUILDING LOT SITUATED IN INDUSTRIAL PARK, VERY CONVENIENT TO RTS. 100, 422, 724, 682. 3.4 ACRES WITH APPROVED LAND DEV. PLAN TO CONSTRUCT A BUILDING COMPRISING OF UP TO 29,120SF OF FLEX SPACE. CALL FOR DETAILS OF LOT, CONFIGURATION, PROPOSED BUILDING WITH PARKING AREAS, PUBLIC WATER, SEWER, GAS AVAILABLE. ALL THE TEDIOUS WORK IS DONE. IT'S READY TO GO IF YOU ARE! **\$350,000**

FOR SALE- (PAMC105610) SCHOOLHOUSE ROAD, SOUDERTON- LEVEL 8 ACRE LOT WITH 75' FRONTAGE. PUBLIC WATER (NOT CONNECTED) AND PUBLIC SEWER AVAILABLE (ON THE STREET). POWER COMPANY (PECO) HAS AN EASEMENT TO SERVICE ELECTRICAL LINES. **\$895,000**

FOR SALE- (1002308222) 700 MAIN STREET, RED HILL- MAIN STREET LOCATION, UPPER PERK AREA. OFFICE/APT BUILDING. APPROX 1700SF OF OFFICE SPACE ON 2 LEVELS. W/IN CARPETING, RECEPTION AREA, 8 OFFICES + CONFERENCE ROOM. ALSO 2BR APT W/HT, LR, 2BR, BATH RENTED MONTH TO MONTH FOR \$675.00 + ELEC, HEAT, WATER, SEWER, CABLE, BORO TRASH BAGS. LANDLORD TAKES CARE OF LAWN, SNOW REMOVAL. PARKING LOT W/12 SPACES. *SELLER IS A PA LICENSED REAL ESTATE BROKER. **\$279,900**

FOR SALE- (PAMC179174) ROUTE 419, REHRERSBURG- 9.7 ACRES OF LEVEL, ROLLING LAND WITH COMMERCIAL/INDUSTRIAL ZONING. ONLY 3 MILES SOUTH OF I78 ON A VERY BUSY ROUTE 419. **\$349,900**

FOR SALE- (PAMC280278) 569 LIVERICK CENTER RD, ROYERSFORD- VIL COMM PROP FEATURING 3600SF WAREHOUSE W/PUBLIC WATER, SEWER. RECENTLY USED AS CARPENTERS WORKSHOP. OFF. CURRENTLY UNDER RENOVATION TO PROVIDE RETAIL SPACE, PARKING FOR 15 CARS. INFRASTRUCTURE WORK HAS BEEN COMPLETED TO CURRENT CODE STANDARDS TO ACCOMMODATE THE EXISTING BLDG. GROUNDS, POTENTIAL ADD'L BLDG ON VACANT LOT. GROUND FLR WORKSHOP FEATURES BUILT-IN COMPRESSED AIR SYSTEM, 100-FT OF COUNTER WORKSTATION SPACE W/AMPLE LIGHTING, ELEC OUTLETS EVERY 24", RADIANT HEAT, HEAVY DUTY ELEC INC 460/230V SINGLE, 3 PHASE. SITUATED ON .87 AC, PORTION VACANT FRONTAGE ALONG LIVERICK CENTER RD. DIVERSE OPPORTUNITY IS PRESENTED IN UNIQUE VC PROP. PROP BEING SOLD "AS IS, WHERE IS". ALL ARCHITECTURAL DRAWINGS AVAILABLE FOR VIEWING. **\$299,900**

FOR SALE- (PAMC247352) S. QUARRY RD, MORGANTOWN- 6.88 acre C-S HIGHWAY COMMERCIAL & 1/2 GENERAL INDUSTRIAL ZONED VACANT LOT EAST OF THE NEWLY APPROVED CASINO SITE. LOCATED ALONG ROUTE 10, JUST EAST OF THE MORGANTOWN EXIT OF PA TURNPIKE. EXCELLENT HIGHWAY VISIBILITY & ACCESS. USES FOR PROPERTY ARE RENTFUL INC MOTOR VEHICLE SERVICE STATIONS, HOTELS, OFFICE BUILDINGS, WAREHOUSES, MANUFACTURING FACILITIES, WHOLESALE ESTABLISHMENTS, ETC. **\$1,119,000**

FOR SALE- (PVAL127052) 300 RAILROAD ST, DENVER- LAUNDROMAT BUSINESS & REAL ESTATE. INCLUDES 24 WASHERS, 20 FRONT LOAD DRYERS, 2-1,000 GAL. PROpane TANKS, 1 SUDS MACHINE, 1 SODA MACHINE, 1 CANDY & CHIP MACHINE, 1 LDRY TUB, 1 LDRY BAG, 2 BILL CHANGERS, SOME LDRY CARTS, FOLDING TABLES. PUBLIC WATER & SEWER, C/A. EXPENSES ON FILE. CALL FOR DETAILS. **\$425,000**

FOR SALE- (PAMC603966) 910 E. HIGH STREET, POTTS TOWN- GREAT COMMERCIAL LOCATION IN POTTS TOWN ON EAST HIGH ST NEAR THE HILL SCHOOL. FORMER DENTIST OFFICE. LARGE FIRST FLOOR SPACE CAN BE USED FOR MANY DIFFERENT BUSINESS NEEDS (SUBJECT TO BOROUGH APPROVAL). SECOND FLOOR IS A CURRENTLY OCCUPIED, 2 BEDROOM APARTMENT IN WHICH TENANT PAYS OWN ELECTRIC, HEAT AND CABLE. REAR PARKING LOT IS AVAILABLE ALONG WITH STREET PARKING. RUN YOUR BUSINESS HERE OR USE IT AS AN INCOME PROPERTY. ACTUAL GROSS POTENTIAL RENT CALCULATION, OCCUPIED APARTMENT RENT \$11,400. MARKET RENT OFFICE \$25,220. TOTAL RENT \$36,280. **\$779,900**

FOR SALE- (PACT431428) 225 S. HANOVER ST, POTTS TOWN- EXCELLENT OPPORTUNITY FOR EXPERIENCED MECHANIC TO OWN YOUR OWN SERVICE SHOP. 1100+SF, 2 DAY AUTO SERVICE GARAGE AND ABOVE AVERAGE 4-BEDROOM RANCH STYLE HOME FOR SALE. NORTH COVENTRY TOWNSHIP, CHESTER COUNTY, OWEN J. ROBERTS SO. LIVE WHERE YOU WORK. GREAT ROI POSSIBILITY FOR INVESTORS. **\$229,000**

SOLD (202274) 2438 NEW SCHUYKILL RD., POTTS TOWN

Your Local Commercial Experts - Call Toll Free 1-866-948-2255



DINING GUIDE



Speck's Drive-In (610) 489-2110

"Chicken at its finest!"

3969 Ridge Pike, Collegeville, PA 19426

www.speckschicken.com

Family owned and operated since 1953



Hours:
 Mon - Fri 10am - 9pm
 Saturday 11am - 9pm
 Sunday 12:00pm - 8pm

• Broasted Chicken	• Sides
• Sandwiches	• Milkshakes
• Soups	• Kid's meals
• Salads	• Party Orders



"More than Just Ice Cream!"




ENJOY DINNER INSIDE OR OUTSIDE
 BREAKFAST • LUNCH • ICE CREAM
 CATERING • BAKED GOODS • PARTY CAKES • PRODUCE
 FUNDRAISING OPPORTUNITIES

653 Laurelwood Road, Pottstown 19465
484-300-4911

1503 Ridge Road, Pottstown 19465
484-624-8468



Find us on [facebook](#) at [Gracie's 21st Century Cafe and Catering](#)

610-323-4004

21st Century Cafe & Catering
 CIVILIZED DINING
 In the Country

We Remain...
"A restaurant like no other"
 Still "savory" after all of these years!

1534 Manatoway Road, Pine Forge, PA 19558 www.gracies21stcentury.com



POTTSOWN

Pizza, Burgers & Subs

10% OFF for all businesses Mon.-Thur. 11-3!

*Catering Available for Doctor's Offices
 Businesses & Corporate Meetings
 Private Parties*

484.524.8055

Across from Hill School Order Online!
www.giuseppespizzapottstownpa.com

864 East High Street, Pottstown, PA 19464

Speck's Drive-In

Speck's Drive-In, located at 3969 Ridge Pike in Collegeville, was recognized by Perkiomen Valley Chamber of Commerce last year as "Small Business of the Year." Speck's is a family owned restaurant that has served the community for over 50 years, employing many local youths, and teaching them through example the importance to serve and support their community and charities.

Speck's won the Broaster Company "Golden Chicken Award" a few years ago. This award is presented annually by the company to a select operator that consistently produce a top-quality product and show exemplary merchandising skills.

In 1953, Stanley B. Landis, aka Speck, started the original Speck's Drive-In on Ridge Pike in Limerick, based on the idea of "Pipin' Hot Sandwiches" and good, affordable fast food. The home-grown business was a big success in the small community, long before the fast-food franchise bonanza that defines the American landscape today.

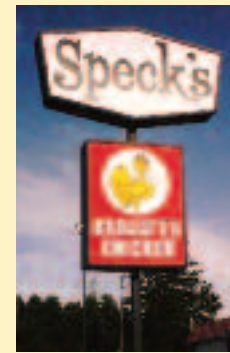
Several years later, The Big Pixie, located at Ridge and Germantown Pikes, suffered

a fire. Speck acquired the property and began operating at dual locations. The Limerick location changed hands many times over the years, with the last change in 1997 which included the name. This was a welcome change to the rest of the Speck's legacy, as the two locations had diverged in both style and menu.

The Collegeville location has remained in the family and many of Speck's children and their spouses are involved in various aspects of the operations. The restaurant is still renowned for its sandwiches, but the Broasted® Chicken

and homemade coleslaw are the primary draw. We pride ourselves on serving a delicious, fast, affordable meal and being a fun place to work too. Many generations of local teens have started their working experiences here, and many of them become regular customers with their children following on as employees.

Today, Speck's is a Collegeville landmark and often the first stop for people returning to the area. We invite you to stop by and try some today! "Chicken at its finest!" For additional information, please call 610.489.2110 and visit www.speckschicken.com.





The Inn at St. Peter's Village
610-469-2600

Monday thru Saturday: 11 am - 10 pm
 Sunday: 9 am - 10 pm
 Sunday Breakfast: 9 am - 2 pm
Live Music Saturday 6-9 & Sunday 2-5 pm
Family Friendly Atmosphere!

3471 St. Peter's Rd.,
 St. Peter's Village

www.theinnatsaintpeters.com





PIAZZA PRESTO

AUTHENTIC ITALIAN CUISINE

610.495.1819

453 W. Ridge Pike
Limerick, PA 19468

www.piazza-presto.com

Mi Casa Su Casa Cafe / Restaurant

320 Penn Street, Reading, PA 19602



www.micasasucasacafe.com

Latin American Cuisine

Open Monday - Saturday
7:00 AM to 4:00 PM.

Also @ Shillington Farmer's Market
Thursday & Friday 9am to 7pm
Sat. 9am to 4pm

610.375.1161



Inspiring healthy living
through concentrated whole food-base nutrition,
made from a wide variety of fruits, vegetable, and grains.

Eric & Rachael Schultz
Virtual Franchise

484-955-6020

Rhagueschultz.JuicePlus.com

SUNSHINE Café

Jamie Coulston
Owner

The Best Coffee in Town!
BREAKFAST
LUNCH • DINNER

207 West Ridge Pike, Limerick PA • 610-409-8420

OPEN 7 DAYS Sun-Wed 5:30am-2pm • Thurs-Sat 5:30am-8pm

Like us on Facebook Breakfast Served All Day!

Our 20th Year!

**MIKE'S
BRICK
OVEN
PIZZA**

610-327-4042

601 N. Charlotte Street, Pottstown, PA

HOURS:

Mon-Thur 10am-10pm • Fri-Sat 10am-11pm

Sun 10am-9:30pm

PICK-UP • DELIVERY
ONLINE ORDERING



WWW.MIKESBRICKOVENPIZZA.COM

Est. 1920
+THE+
POURHOUSE

Tap Room & Sports Bar

610-327-0516

636 East High Street,
Pottstown, PA 19464

www.PourHouseLittleItaly.com

Lage Selection of Craft Beers
Big Screen TV for Sporting Events



610.326.5500



Established 2006



Happy Hour: M-F 4:00-6:00 Sat. 3-5

Monday: Trivia & \$5.00 Burgers 8:30-8:30

Tuesday: 1/2 Price Appetizers 8:00-8:00

Wednesday: Buck-a-Shuck Raw Oysters \$10.00
Award-Winning Half-Back Ribs All Day

Thursday: \$8 Fish & Chips 5:00-9:00

Sunday: 55¢ Wings All Day

Monday - Friday 11:30 am to 2 am

Saturday 11 am to 2 am • Sunday 12 pm to close

www.ronscrookedhill.com

1271 N. Sanatoga Rd., Pottstown, PA 19464

**Luncheons
Dinners
Beer
Cocktails**

Serving the area since 1990,
Route 106 South, Pottstown

**Famous for
Hand-Carved
Beef &
Home-made
Snapper Soup!**

The Old Coventry Pub

610-323-5790 Open every day at 11:00 A.M.



610-933-1646

Fax 610-935-8171

1371 Valley Forge Road (Route 23)
Phoenixville, PA 19460

"The Best Kept Secret in Chester County"

Breakfast Until 1:30 Everyday
Breakfast • Lunch
Homemade Soups • Daily Specials

Open Seven
Days a Week!

Monday - Friday
6 AM-2:30 PM

Saturday - Sunday
7 AM - 2 PM



Filming Site for
The Happening

**BUCKTOWN
GRILLE**

Restaurant on Wheels
2088 Pottstown Pike • Pottstown, PA 19465

610-469-2757

We prepare from scratch and cook to
order to provide top quality food:

Soups • Salads • Sandwiches
Burgers • Seafood • Pizza • Stromboli

24 Flavors of Nelson's Ice Cream
Cones • Shakes • Sundaes

Check out our full menu:



bucktowngrille.com/Grille_Menu.pdf

STANDARD CATERING AND FOOD TRUCK SERVICES AVAILABLE

ADVERTISED SERVICES DIRECTORY

ADVERTISING / DIRECT MAIL	
JWM DIRECT	48
ATTORNEYS	
DISCHELL, BARTLE & DOOLEY	18
O'DONNELL, WEISS & MATTEI, P.C.	22
WOLF BALDWIN & ASSOC. PC	41
AUTO DETAILING	
MATT'S AUTO DETAILING	45
AUTOMOTIVE / AUTO BODY SERVICE	
MERCER'S TRUCRAFT COLLISION	45
AUTOMOTIVE / SERVICE	
CJ'S TIRE & AUTOMOTIVE SERVICE	45
EMBODY'S SUNOCO	18
H & F TIRE SERVICE	45
RED KIEFFER'S AUTO REPAIR	45
WES JACKSON AUTOMOTIVE CENTER	44
AUTOMOVE ENTHUSIAST & BUSINESS OWNER CLUB	
RED HORSE MOTORING CLUB	23
AVIATION / FLIGHT TRAINING / FBO SERVICES	
FLY ELITE	17
BANKING / FINANCES	
DIAMOND CREDIT UNION	28
HARLEYSVILLE BANK	10
THE VICTORY BANK	8
VISIONS FEDERAL CREDIT UNION	55
WVSFS BANK	42
BOOKKEEPING / ACCOUNTING	
BRESLOW'S BOOKKEEPING	24
KARLENE'S CONSULTING	24
BUSINESS BROKERS	
MARATHON CAPITAL ADVISORS / MARATHON FINANCING ADVISORS	48
BUSINESS COUNSELING	
SCORE	26
CLEANING / RESIDENTIAL & COMMERCIAL	
CAT'Z CLEANING	43
CONSTRUCTION / INTERIOR DESIGN / ARCHITECTURE	
STYER GROUP	54
CONSULTANT / LONG TERM PLANNING	
ELDER CARE DIRECTION	47
DANCE INSTRUCTION	
POTTSTOWN DANCE THEATRE	22
DJ SERVICES	
ACCLAIM DJ SERVICES	24
DUMPSTER RENTAL	
DUMPSTER DUDEZ	41
EDUCATION	
WEST-MONT CHRISTIAN ACADEMY	19
EDUCATION / CONTINUING EDUCATION	
MONTGOMERY COUNTY COMMUNITY COLLEGE	17
ENGINEERING SERVICES	
ALL COUNTY & ASSOCIATES	46
EARTH ENGINEERING	54
LUDGATE ENGINEERING	41
TRAFFIC PLANNING & DESIGN, INC.	19
FINANCIAL SERVICES / WEALTH MANAGEMENT	
CHRISTINE MESSMER, MSF, CFP	10
DS FINANCIAL STRATEGIES	24
GOOD LIFE FINANCIAL GROUP	50
U FINANCIAL GROUP / JESSICA BURGER	32
FIRE PROTECTION / SECURITY SERVICES	
ALARM TECH SYSTEMS	5
H & H SYSTEMS, INC.	50
FLOORING	
CHESMONT CARPET ONE	48
FRANKLIN FLOORING	18
FURNITURE	
RAYMOUR & FLANIGAN	24
GARDEN CENTER / NURSERY	
PUGHTOWN AGWAY	24
GOLF COURSE	
ARROWHEAD GOLF CLUB	40
BELLEWOOD COUNTRY CLUB	40
GILBERTSVILLE GOLF CLUB	40
GRAPHIC DESIGN	
DOWNTOWN DEZIGN	24
GRAPHIC DESIGN / PRINTING SERVICES	
COMPLETE GRAPHICS	25
GRAPHIC DESIGN, SIGNS & BANNERS	
GRABER LETTERIN' SIGN CO.	27
GRAPHIC DESIGN, SIGNS & PRINTING SERVICES	
FASTSIGNS	27
HEALTH / HEALTHCARE	
PA DERMATOLOGY PARTNERS	53
POTTSTOWN HOSPITAL TOWER HEALTH	2
HEALTH / SKIN CARE	
HOLY OIL, INC. / BEAUTIFUL & BETTER SKIN	15
HEALTH CARE / THERAPEUTIC MASSAGE	
RN THERAPEUTICS	15
INDUSTRIAL SUPPLY	
CLARK INDUSTRIAL SUPPLY, INC.	20
INSURANCE / BENEFITS ADMINISTRATORS	
MILLENNIUM ADMINISTRATORS	50
INSURANCE / BENEFITS ADMINISTRATORS / HR SERVICES	
INTEGRITY SERVICES AND SOLUTIONS	9
INSURANCE SERVICES	
MURRAY SECURUS	12
R&B INSURANCE SERVICES, LLC	12
SCARGILL MCCLURKEN AGENCY	25
INTERIOR DECORATING	
DECORATING DEN INTERIORS	25, 56
LANDSCAPING / PROPERTY MAINTENANCE	
CLEAN CUT LAWN SERVICE	52
LANDSCAPING SUPPLY	
BLACK LAB LANDSCAPE SUPPLY	51
LIMOUSINE SERVICE	
MICHAEL'S CLASSIC LIMOUSINE	25
RHOADS LIMOUSINE SERVICE, INC.	25
LODGING / BED & BREAKFAST	
THE TWIN TURRETS INN	25
LODGING / HOTEL / MEETING FACILITY	
HAMPTON INN LIMERICK	25
LUMBER & HARDWARE	
A.D. MOYER LUMBER	9
MAINTENANCE/ JANITORIAL SERVICES	
CLEAN FLOORS & MORE, LLC	26
DEMEDIO'S BUILDING MAINTENANCE	11
TRANSCEND FACILITY MANAGEMENT COMPANY	49
MARKETING / ADVERTISING	
BERKS DIGITAL, INC.	11
MARKETING & SOCIAL MEDIA SERVICES	
INTERLACE COMMUNICATIONS	26
MASSAGE CENTER / SPA	
CENTER WELLNESS	11
MEDICAL PAIN MANAGEMENT & CHIROPRACTIC REHABILITATION	
YUCHA MEDICAL PAIN MANAGEMENT & CHIROPRACTIC REHABILITATION	60
MEDICAL SPA	
YOUNG MEDICAL SPA	55
MERCHANT / CREDIT CARD PROCESSING SERVICES	
MERCHANT SERVICE CONSULTANTS	24
NAIL SALON & SPA	
MAJESTIC GLAMOUR NAILS & SPA	26
TRE SPA	26
ORGANIZATION	
GREATER READING CHAMBER ALLIANCE	13
POTTSTOWN ROTARY CLUB	16
SMALL BUSINESS RESOURCE ASSOCIATION	28
ORGANIZATION / TOURISM & CONVENTIONS	
VALLEY FORGE TOURISM & CONVENTION BOARD	47
PAINTING & RESTORATION	
SCHWERING PAINTING & RESTORATION	26
PAYROLL SERVICES / BOOKKEEPING SERVICES	
EXPRESS DATA SYSTEMS, INC.	46
PEST CONTROL SERVICES	
PATRIOT PEST SOLUTIONS, LLC	43
PHOTOGRAPHY PROFESSIONAL	
STEVE LADNER PHOTOGRAPHY	9
STYLISH IMAGES PHOTOGRAPHY	52
PLUMBING	
A. JACKSON ECKER, INC.	25
DRAINMEN PLUMBING, INC.	10
PRINTING	
EVERYTHING PRINTING	44
PROPERTY SERVICES	
LB PROPERTY SERVICES, LLC	32
REAL ESTATE / FOR SALE/LEASE	
422 COMMERCIAL REALTY	16
APTCOR COMMERCIAL REALTORS	23
CHRIS JAMES HECTOR REALTY	26
KELLY REAL ESTATE	8
RE/MAX SYNERGY / REGINA MCCLAUGHLIN WILLIAMS	27
ZUBER COMMERCIAL REALTORS	29
RECREATION	
IFLY KING OF PRUSSIA	42
RESTAURANT / ICE CREAM PARLOR	
RIVSTER'S ON HIGH, LLC	22
RESTAURANT / JUICE BAR	
JUICE PLUS	31
RESTAURANTS	
BUCKTOWN GRILLE	31
COVENTRY PARLOR AT LAUREL LOCKS	30
G LODGE RESTAURANT	31
GIUSEPPE'S POTTSTOWN	30
GRACIE'S 21ST CENTURY RESTAURANT	30
HIGH STREET TERMINAL	18
HILL TOP DRIVE-IN DINER	16
MI CASA SU CASA	31
MIKE'S BRICK OVEN PIZZA	31
MONTESANO CAFE	20
PIAZZA PRESTO	31
RON'S CROOKED HILL TAVERN	31
SPECK'S DRIVE-IN	30
SUNSHINE CAFE	31
THE INN AT ST. PETER'S VILLAGE	30
THE POUR HOUSE TAP ROOM	31
YE OLD COVENTRY PUB	31
RETAIL / CONSIGNMENT	
AMY'S ATTIC	27
RETAIL / CUSTOM CREATIONS & HOME DÉCOR	
TRADING POST	51
RETAIL / JEWELER	
VAN SCOY JEWELERS	13
RETAIL / SPORTING GOODS	
SCHUYLKILL VALLEY SPORTS	16
SENIOR CARE / LIVING ASSISTANCE SERVICES	
CARING MATTERS HOME CARE	46
SENIOR HELPERS	27
SEPTIC SERVICE	
A HONEY DIPPER / J. BREHM, INC.	46
SOCIAL MEDIA MARKETING	
SOCIAL ASSURANCE MEDIA	53
TECHNOLOGY / CABLING SYSTEMS	
LINKTECH, INC.	14
TECHNOLOGY / COMPUTER CONSULTANTS	
SHEARER TECHNICAL COMPUTER CONSULTANTS	15
TECHNOLOGY / IT	
AMITY DIGITAL	60
PC NINJA	14
TECHBLDRS, INC.	49
TECHNOLOGY / IT / SEO SERVICES	
SEO 4 PROS / HUREKA TECHNOLOGIES, INC.	54
TITLE INSURANCE AGENCY	
STEWART ABSTRACT OF BERKS COUNTY	12
VETERINARY SERVICES	
SANATOGA ANIMAL HOSPITAL	54
VIDEO PRODUCTION/TELEVISION	
PCTV NETWORK	56



Property Services LLC

Serving the Tri-County Area

(610) 488-5133 (office) • (610) 743-8606 (fax)
contact@lbpropertieservicesllc.com
Owners: Lynne and Barry Ernst

JESSICA'S FINANCIAL CORNER – QUICK TIPS!

#6

Retirement – Consider a “Hybrid” Retirement



Retirement for many, is a time of rest that they excitedly anticipated most of their working career. For others, it is a time of financial concern due to reasons such as inadequate income, financial implications of a recent divorce, adult children that still depend on financial support, etc.

A way to address these concerns includes the consideration of a hybrid retirement, where retirement can be combined with part time work. It will supplement income, relief financial stress and help with the transition process.

Jessica Burger, ChFC®, CFDA® can be reached at 484.348.6270; jburger@financialguide.com; 111 E. Uwchlan Avenue, Exton, PA 19341. Jessica J. Burger is a registered representative of and offers securities, investment advisory and financial planning services through MML Investors Services, LLC, Member SIPC. 5001 Louise Drive, Suite 300, Mechanicsburg, PA 17055, 717-791-3300 CRN 202103-244966



U FINANCIAL GROUP
FINANCIAL PLANNING • INSURANCE • INVESTMENTS • SINCE 1880

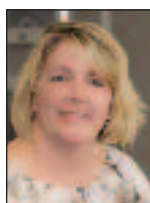
Jessica J. Burger, ChFC®, CFDA® 111 East Uwchlan Avenue
Exton, PA 19341
DIR: 484-348-6270
FAX: 610-458-7907
CELL: 570-294-1803
jburger@financialguide.com

The Route 422 Business Advisor (ISSN 1524-1254) is published monthly, twelve times per year by MACnificent Pages, P.O. Box 334, Pottstown, PA 19464-0334, and is mailed free to qualified business owners and operators throughout the Route 422 and Route 100 Business Corridors in Pennsylvania, USA, and is available in digital format at www.422business.com. Copyright © 2019 by MACnificent Pages. All rights reserved. Reproduction in any form is forbidden without written permission of the publisher. Views expressed in articles published in the Route 422 Business Advisor are the views of authors and individual contributors and are not to be attributed to the Route 422 Business Advisor, its editorial advisors, or its advertisers, unless expressly stated. The Route 422 Business Advisor does not verify the accuracy of claims made in advertisements, and publication of an ad does not imply endorsement by the magazine or MACnificent Pages. All ads are non-cancellable. ERRORS — It is the Route 422 Business Advisor's policy to review all ads set in-house with the advertiser regarding content, spelling, prices, and contact information PRIOR to publication. In ALL cases, including camera-ready ads, the advertiser assumes complete responsibility for the accuracy of information presented in ads. In any case where an error is clearly the fault of the Route 422 Business Advisor, and which would prevent a reader from contacting an advertiser or in which incorrect pricing is involved, Route 422 Business Advisor's liability will be limited to granting a FREE ad run to the advertiser or a correction announcement, whichever the advertiser prefers, provided the Route 422 Business Advisor is notified PRIOR to the next edition's deadline. Placing an advertisement in the Route 422 Business Advisor constitutes acknowledgment and acceptance of these terms.



TRICOUNTY AREA CHAMBER OF COMMERCE

“Change” – def: make or become different



PRESIDENT'S MESSAGE

20 Years and counting for me in this industry and with this Chamber!

Things have definitely changed from 1999, when I returned to the Chamber, to the present. Businesses have changed the way they market, the way they staff, the way they communicate and stay connected to their customers.

Your Chamber has worked hard and continues working everyday to innovate and design programming and event experiences that will help you grow your business.

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.

Table of Contents

President's Message	33
Membership Page	34
Calendar of Events.....	35
End of Chamber Section	38
Leadership Tri-County	39

CONNECT WITH YOUR TRICOUNTY AREA CHAMBER:

152 E. High St., Suite 360,
Pottstown, PA 19464
• TEL: 610.326.2900

• EMAIL:

info@tricountyareachamber.com

Eileen Dautrich, President,
eileen@tricountyareachamber.com

Michele Barrett,
Events & Member Engagement Director
michele@tricountyareachamber.com

Gregory Glenn, Member Relations Director,
gregory@tricountyareachamber.com

Danielle Rexrode,
Marketing & Communications Director,
danielle@tricountyareachamber.com

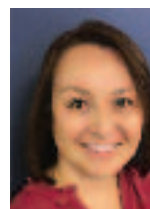
Melissa Shainline, Administrative &
Member Support Director,
melissa@tricountyareachamber.com

Display your new plaque

Show customers you are
a Member of a business
advocacy organization



Increased exposure
for our Members in latest
edition of Member Directory



Professional staff to assist you

New Events Director and
New Member Relations Director



Re-branded our former Women of the Workforce program

– Now REACHing people where they
are and empowering and connecting
them with the resources and support,
they need to REACH their next goal



**Combined the Building Industries Exchange
organization into the Membership of the
TriCounty Chamber** – expanding the TriCounty
Membership and the network our Members
participate in and also offering former BIE
Members a full menu of new benefits to take
advantage of to grow their business



New podcast offering

More exposure for our Members
and broadening the audience that
knows about the Chamber and
knows about our Member businesses

Leadership TRI-COUNTY

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

Dedicating full-time staff to the
position is enabling us to grow the
program, add additional offerings, and
expand our impact on the tri-county region

MAKING A DIFFERENCE IS WHAT WE DO!

WELCOME APPROVED NEW MEMBERS!

Congratulations to the businesses listed below.

Their applications were approved by the Board of Directors in June.

Barrister's Bagel Co.
1814 East Ridge Pike, Suite 100
Royersford, PA 19468
484.432.6795
www.barristersbagels.com

Restaurants, Food Products, Food Products - Specialty

We are a family-owned bagel shop located in Royersford, PA, serving kettle-boiled bagels and your favorite breakfast and lunch sandwiches. We use only the finest ingredients in our bagels and cream cheeses, and feature Boar's Head brand meats in all our sandwiches. Whether grabbing a bagel and coffee for yourself on the way to work or a few dozen bagels for an office meeting, our delicious bagels are sure to please.

Happy 2 Be Home
2211 Swamp Pike
Gilbertsville, PA 19525
610.323.2353
www.happy2behome.org

Nonprofit Organizations

Happy 2 Be Home provides funding to families to make improvements to their home in order to make it suitable for their chronically ill child to be able to live there. Our mission is to enable families to provide a suitable home environment for children with chronic, long term, multiple disabilities to enhance their quality of life.

Heart Cry Life Coaching & Counseling
1200 East High Street, Suite 206
Pottstown, PA 19464
610.322.3128

www.wisecintro.co/heartcrycoach

Coaching - Business / Life, Counseling Services, Financial Services

Dr. John Applebach's passion is helping people make healthy improvements in their lives. He provides guidance and support as a coach to help people overcome the issues and struggles that get in the way of achieving their goals.

Kalejta Financial Management
55 Sunnybrook Road
Sanatoga, PA 19464
610.831.2195
www.kalejta.com

Financial Services

We have been delivering exceptional client service for over 20 years. We take pride in creating a unique and personal client experience. Whether you are just beginning your financial journey and setting your financial goals or have already achieved many of your goals, we are here to lend a hand. Please be sure to reach out to us with your questions surrounding financial planning, investments and insurance protection.

M & M Lube & Automotive
804 Farmington Avenue
Pottstown, PA 19464
610.705.3405
www.mmlube.com

Auto Body Repairs / Painting, Auto Repairs / Services

Improve your car's performance with service from our auto repair shop in Pottstown, Pennsylvania. M&M Lube & Automotive is a family-owned-and-operated, full-service auto and tire shop that takes pride in being a safe place to bring your car. We have been providing dealer service without the dealership prices since 1999.

Montesano Café Pottstown
283 East High Street
Pottstown, PA 19464
484.340.2728

Caterers / Banquet Services, Restaurants
Cyber cafe, Italian cafe food, catering, and coffee!

Montgomery County Foundation Inc.
4 Sentry Parkway East
Suite 302
Blue Bell, PA 19422
484.532.7387

www.mcfoundationinc.org

Nonprofit Organizations

The Montgomery County Foundation is a non-governmental, non-profit community organization whose purpose is to help donors achieve their philanthropic ideals. Our Vision is to be a recognized leader and catalyst in philanthropic matters for Montgomery County and surrounding area by serving as a resource for donors, charitable non-profit agencies and the general public through a proactive program of asset growth, management and distribution of funds that reflect the unique knowledge of a commitment to the Community.

Positively Pottstown Magazine
421 Strasburg Avenue
Parkersburg, PA 19365
484.889.5961

Advertising Specialties, Advertising Agencies
Local ad magazine.

Railroad Street Bar and Grille
36 Railroad Street
Linfield, PA 19468
610.495.7043
www.railroadstreet.com

Food Products - Specialty, Restaurants

Your local tap room, established in 1850, as the Montgomery House Hotel. Renamed the Linfield Hotel shortly after Prohibition was lifted in the 1930's, and renamed again in 2006 as The Railroad Street Bar and Grill. Yet off the beaten path, this pub packs a punch with all that it has to offer. Choose from over 50 different off the wall sandwich creations, and over 165 different beers!

Rivster's on High
250 East High Street
Pottstown, PA 19464
484.752.4751

Bakeries, Ice Cream Parlors, Restaurants
Ice cream/coffee shop, crepes, specialty cupcakes, hot dogs, pretzels, malts, shakes, smoothies and more!

Samana Holistic Center
194 South Hanover Street
Pottstown, PA 19464
267.304.2043

www.samanahc.com

Health Maintenance Organizations, Nutritional Products / Services, Wellness, Health, Yoga

Samana equals transformation from the inside out. We welcome you to share in an exploration of your Self with the multiple modalities we have to offer here at Samana H.C. Whether you resonate with one or all of our services, we hold a space for you that we hope will serve as a catalyst for what YOU have to offer the Universe.

Scargill McClurken Insurance Agency
525 Schuylkill Road
Suite A
Phoenixville, PA 19460
610.935.8201

www.scargillmcclurken.com

Insurance Companies

By offering world class protection for your Auto, Home, Health, Business, and Life Insurance, we make sure that you're covered today as well as in the future so that you can focus on what is important to you and your family. At Scargill McClurken Insurance our #1 job is to assist you in identifying your needs and problems, while putting together a customized plan that's simple and easy to understand.

The Blue Elephant Restaurant
152 East High Street
Pottstown, PA 19464
610.724.7473

www.blueelephantbar.com

Caterers / Banquet Services, Restaurants
Coming soon!

The Little Gym of Pottstown
238 East High Street
Suite 204
Pottstown, PA 19464
484.949.8211

www.tlgpottstownpa.com

Child Development, Recreation, Schools / Colleges / Education

The Little Gym of Pottstown is independently owned and operated by EG Health and Wellness. EG Health and Wellness has been committed over the last few years to being an intricate part of the revitalization of the great city of Pottstown and its surrounding neighborhoods. After much research, The Little Gym was exactly what they were looking to add next. Its proven curriculum based fitness programs for children would be a positive, nurturing, environment sure to bring smiles to children and parents!

Three Daughters Inn LLC
1016 East High Street
Pottstown, PA 19464
610.287.7828

www.threedughtersinn.com

Hotels / Motels / Bed and Breakfasts

A three-suite bed & breakfast located in the historic district in Pottstown in a 115-year-old house that used to be the rectory at St. Aloysius.

Valley Forge Casino Resort
1160 First Avenue
King of Prussia, PA 19406
610.878.8480

www.vfcasino.com

Caterers / Banquet Services, Hotels / Motels / Bed and Breakfasts, Conference and Convention Centers

As the region's only full-amenity gaming resort, Valley Forge Casino Resort features a 35,000 square-foot gaming floor with 850 slot machines and 45 table games, plus 100,000 square feet of meeting, conference and banquet facilities and two luxury hotel towers. The property also presents six dining options, live entertainment and an exciting nightlife scene. Every Valley Forge employee is dedicated to a culture of impeccable service that is conceived, nurtured and supported by the theme "The House Is Yours."

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!***





Mark Your Calendars!

NETWORKING

Tues., July 16

LEYP into Camp Son-Shine

10 AM – 12 PM

St. Paul's UCC, 927 N. Franklin St., Pottstown, PA 19464

We will assist with morning preparation and packing lunches for the camp kids. Lunch is served at 12:00. Please wear closed-toe shoes. Hairnets and gloves will be provided at the venue. Seeking 5-6 volunteers.
No Charge.

Thurs., July 18

Small Business Resource Association Co-Mingle

5 – 7:30 PM

Sunnybrook Ballroom, 50 Sunnybrook Rd., Pottstown, PA 19464

A great opportunity to expand your networking reach! Join members of the Small Business Resource Association and TCACC for a special networking event. Complimentary appetizers, cash bar, and entertainment.
Members Only; No Charge

Fri., July 19

Refresh Friday: B2B Show & Tell

8:30 AM – 10:30 AM

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

Take a sneak peek behind the curtains of other Members! Speed networking meets marketing blended with some fundamental components of show & tell – attendees will have five full minutes of undivided attention from fellow business people who want an in-depth look into your business. PCTV is offering an exceptional value – only \$100 for a professionally edited video about your business. Again, this is an additional option for you to choose.
Members Only; No Charge.

Tue., July 23

Business Card Exchange

4 PM – 6 PM

Greater Pottstown Tennis & Learning, 1430 Maple St., Pottstown, PA 19464

Mingle and play a little tennis at this unique NETWORKING event on GPTL's new courts at Maple Street Park. Bring your business cards and sneakers!

Members Only; No Charge.

Sponsored by: Greater Pottstown Tennis & Learning

Wed., August 21

Five Chamber Mixer

5 PM – 7 PM

Pope John Paul II High School, 181 Rittenhouse Rd., Royersford, PA 19468

Network with professionals from five Chambers of Commerce in the area: TriCounty Area; Perkiomen Valley; Phoenixville Regional; Spring Ford; Upper Perkiomen Valley

Members Only; No Charge.

Sponsored by: Pope John Paul II High School; Tompkins VIST Bank

Mon., September 9

Annual Chamber Golf Outing and Clam Bake

10:30 AM – 6:30 PM

Reading Country Club, 5311 Perkiomen Ave., Reading, PA 19606

It's that time of year to get your golf clubs out and come join us at the Reading Country Club for our Annual Chamber Golf Outing. Registration will begin at 10:30 AM and lunch will be provided! Be ready for a shotgun start at noon and then finish with an amazing clam bake from Moyer's Catering.

Early Bird Pricing: \$145 per Member Golfer; \$550 per Member Foursome (prices increase August 1, 2019)

Sponsorship Opportunities Available

MEMBERSHIP LUNCHEON: LEADERSHIP GRADUATION

On June 6, Members gathered at the Sunnybrook Ballroom to celebrate the graduation of the Leadership Tri-County Class of 2019! The Class presented the projects they have been working on since October and then proudly walked across the stage to receive their diplomas and be recognized for their contributions to the non-profit community. We wrapped up the afternoon with keynote speaker Jack Gulati. Thank you to all who came out and celebrated with us!

Presenting Sponsors:



Keynote speaker Jack Gulati shared some advice, wisdom, and laughter with the audience.

See page 40 for additional sponsor recognition



We recognized new Members and welcomed them to the Chamber.

New Members (L to R): Jay Serrano, Keller Williams; Gracie Skiadas, Gracie's 21st Century Café; Cassandra Mabery, Flavors Café LLC; David Charles, The Strive Initiative; Keith and Christa Costello, Costello Investments; Christian Warren and Patrick O'Brien, Lennar at Whispering Woods; Jennifer Schell, Phoenixville Federal Bank & Trust; Jennifer McCarty and Robert McCarty, Valley Lock and Door Corporation; and Zahmere Trott, Uptown Flavors LLC.

Call Michele Barrett, Events & Member Engagement 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 tricityareachamber.com or call 610.326.2900.

Happy Anniversary to the following Members:

(ACCORDING TO TCACC RECORDS)

40+ YEARS

Smale's Printery

30 YEARS

The Twin Turrets Inn

5 YEARS

Bechtelsville Car Wash

1 YEAR

Transcend Facility
Management Company

Longstreth Sporting Goods, LLC

Vista Realty Partners LLC

TeamChildren

Member Renewals

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

Amruth Brewing Co. & Social Kitchen

Arnold's Family Fun Center

Bella Vista Golf Course, Ltd.

Boyetown Area School District

Canteen Berks County

Catagnus Funeral Home & Cremation
Center, Inc.

Clothes To Home, LLC

Comcast

Dana Incorporated

David McSurdy D.M.D. Orthodontist

Edward Jones - Bonnie L. Thompson,
Financial Advisor

Global Advanced Metals

Jesse Baro, Inc.

John J. Cione and Co. LLC

JWM Business Services

Montgomery County Development
Corp.

Office Technologies

PA Industrial Equipment, Inc.

Pottstown Industrial Complex

Reading Fightin Phils

Rick Loughery, Chester County
Recorder of Deeds

Sealstrip Corporation

Smale's Printery

The Victory Bank

Wheels In Motion

RIBBON CUTTINGS

Superior Credit Union

930 N. Charlotte St., Pottstown, PA 19464

610.326.6604

www.superiorcu.org



Once Upon A Time Consignment Boutique

254 E. High St., Pottstown, PA 19464

484.300.8737

facebook.com/OnceUponATimePottstown



Bally Savings Bank

a Division of Ambler Savings Bank

323 Main St., Bally, PA 19503

610.845.3353

<https://www.amblersavingsbank.com/>



Rivster's on High

250 East High Street, Pottstown, PA 19464

484.752.4751

www.facebook.com/RivstersonHigh



Montesano Café

283 East High Street, Pottstown, PA 19464

484.340.2728

www.facebook.com/Montesano-Cafe-Pottstown

Celebrate your new business or new location by hosting a Ribbon Cutting/Grand Opening. The TriCounty Area Chamber of Commerce provides this complimentary service to ALL businesses in the tri-county region.

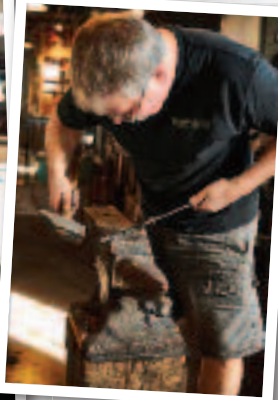
For more details or to schedule your Ribbon Cutting, please contact Michele Barrett, Events & Member Engagement Director, at 610.326.2900 or michele@tricitychamber.com.

MAKING A DIFFERENCE IS WHAT WE DO!

MAY BUSINESS CARD EXCHANGE

Boyertown Museum of Historic Vehicles

Members enjoyed museum tours and blacksmithing demos at this special networking event on May 21.



Annual
GOLF OUTING
and
CLAM BAKE

MONDAY, SEPTEMBER 9 12 PM
SHOTGUN START
READING COUNTRY CLUB

Save the Date!

THANK YOU!

SPONSORS:

BERKS COUNTY ABSTRACT COMPANY
CITADEL FEDERAL CREDIT UNION
H & H SYSTEMS, INC.
MEDIA FUSION TECHNOLOGIES, INC.
ORLANDO LAW OFFICES, P.C.
PREMIER ORTHOPAEDICS: BRANDYWINE INSTITUTE
OF ORTHOPAEDICS DIVISION
REALTY ONE GROUP RESTORE
SCHULTZ TECHNOLOGY
TOMPKINS VIST BANK

CHAMBER NIGHT

ON SUNDAY, JUNE 9

Reading Fightin' Phils

TRICOUNTY **R** **REACH**

EMPOWERING AND CONNECTING WOMEN.

We are excited to announce that Women of The Workforce (WOW) has been rebranded!

NEW NAME - NEW LOGO
NEW & IMPROVED PROGRAM

See insert for more details.

MAKING A DIFFERENCE IS WHAT WE DO!

Chamber Chat



JULY: NEW EPISODES EVERY TUESDAY & FRIDAY!

- July 9** Autumn Shaner & Kendra Cook, Boyertown Museum of Historic Vehicles
- July 12** Jennifer O'Donnell - LEYP
- July 16** Betsy Chapman, Steel River Playhouse
- July 19** Juliann Beauvais, KenCrest EmployNet
- July 23** Amy Konop, Amy's Upcycles
- July 26** Amy Auwaerter & Michael Harcum, Montgomery County Community College

Presented By:



Be a podcast guest or sponsor!
For inquiries, contact

podcast@tricityareachamber.com

Follow Us!



TriCounty Area Chamber of Commerce



[tricityareachamber](https://www.instagram.com/tricityareachamber)



TriCounty Area Chamber of Commerce

JUNE SPONSORS

MEMBERSHIP LUNCHEON: LEADERSHIP TRI-COUNTY

PRESENTING:

- Pottstown Hospital Tower Health
- Translogistics, Inc.
- The Victory Bank

CONTINUING EDUCATION:

- Alvernia University

TRANSPORTATION:

- Pottstown Area Rapid Transit

EDUCATION:

- Pottstown Area Health & Wellness Foundation

HEADSHOTS:

- Studio 413

CLASS OF 2019 JACKETS:

- FASTSIGNS

GRADUATION PROGRAM:

- CMD Services
- FASTSIGNS
- Foundation for Pottstown Education
- Montgomery County Community College
- Office Technologies
- Pottstown Area Rapid Transit
- Pottsgrove School District
- Schultz Technology

BUSINESS CARD EXCHANGE:

- Diamond Credit Union

POTTSTOWN PROGRESS LUNCHEON:

PRESENTING:

- Pottstown Area Industrial Development, Inc.

PLATINUM:

- CEDARVILLE Engineering Group, LLC
- Montgomery County Community College
- Pottstown Hospital Tower Health
- The Victory Bank

GOLD:

- O'Donnell, Weiss & Mattei, P.C.
- CODY Systems
- Traffic Planning and Design, Inc.
- Tompkins VIST Bank

SILVER:

- Citadel Federal Credit Union
- Pottstown Area Health & Wellness Foundation
- Diamond Credit Union
- Hobart's Run

2019 - 2020 TCACC EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

EXECUTIVE COMMITTEE

CHAIRMAN OF THE BOARD

Baran Schultz, CEO, Schultz Technology

CHAIR ELECT

Rich Newell, CEO, Pottstown Hospital Tower Health

TREASURER

April Barkasi, President & CEO, CEDARVILLE Engineering Group, LLC

IMMEDIATE PAST CHAIRMAN

Richard Graver, Chief Lending Officer, The Victory Bank

SOLICITOR

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

SECRETARY

Eileen Dautrich, President, TCACC

BOARD OF DIRECTORS

Bill Breslawski, Maillie LLP

Sean Deviney, The Body-Borneman Companies

Twila Fisher, The Hill School

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

Lee Levensgood, Everything Printing

Rick Libra, Exelon

Lisa Lightcap, Tompkins VIST Bank

Eric Phillips, Dana Incorporated

Greg Richardson, Traffic Planning and Design, Inc.

Elaine Schaeffer, Schuylkill River Greenways National Heritage Area

Dr. William Shirk, Pottsgrove School District

Michael Stevens, BB&T

MAKING A DIFFERENCE IS WHAT WE DO!

Leadership TRI-COUNTY Congratulations to the Class of 2019!



From the director....

"Please join me in congratulating the Class of 2019! It has certainly been a true privilege to lead them on this journey and see each of them all grow, in their own way, in the process.

Over ten months, the Class of 2019 experienced a variety of different products and services offered throughout the tri-county area, developed knowledge of nonprofit board governance, heard from various community and business leaders that serve the tri-county region, and gained new perspective of themselves as they continue to evolve as a leader, both personally and professionally. Together, they shared new experiences, learned to trust one another, stepped out of their comfort zone a few times, and made lasting friendships that came with new business connections along the way. This class formed a bond that belongs only to each of them. Today, that bond is now joined with over 220 Alumni with opportunities to mentor upcoming participants and take part in an Alumni Executive Series to further enhance their leadership throughout their careers.

On behalf of the TriCounty Area Chamber of Commerce Foundation Board of Directors and the Leadership Tri-County Alumni Council, we congratulate the Class of 2019 on completing their requirements of our community leadership program. We know they will serve our communities well!"

Special thanks to our Graduation Sponsors:

CMD Services, Inc.
Foundation for Pottstown Education
Leadership Tri-County Class of 2000
Montgomery County Community College
Office Technologies
Pottstown Area Rapid Transit
Pottsgrove School District
Schultz Technology

Class of 2019 Jacket Sponsor: FastSigns



The Graduates of the Class of 2019 proudly showing off their diplomas!

PROJECTS

- **An Event/Funding Plan that "Works"** for Pottstown Works

By Dan Christopher of Fulton Financial Corporation, Krissy Pennypacker of Pottstown Water & Wastewater Plants, and Alison Prosock of Schultz Technology

- **Pay No Attention to the Organization Behind the Curtain** for TriCounty Community Network

By Jeanna Baker of Citadel Federal Credit Union, Ann E. Maletsky of Exelon Nuclear, and Jenn Ulrich of Pottstown Hospital Tower Health

- **HR Practices** for Pottstown Cluster of Religious Communities

By Ann E. Maletsky of Exelon Nuclear

- **Developing Our Youth** for Leadership Tri-County

By Monique Johnson of Translogistics, Inc. and Brian Meyer of The Victory Bank

- **On the Rise for Greater Pottstown Tennis & Learning**

By Andy Ferens of Limerick Generating Station and Ron Linke of Pottsgrove School District



The graduation ceremony was followed up by a delicious cake by Beverly's Pastry Shop.

GET ON THE WAITLIST!

Learn how this ten-month, tuition based, leadership and professional development program can equip you or a member of your organizational staff with the skills and understanding of the problems, opportunities, and resources throughout the tri-county region to effectively serve on a nonprofit board and sustain community participation and involvement. Class of 2020 starts in September.



To get on the waitlist for Leadership Tri-County, contact Jennifer O'Donnell, IOM, Director, at 610.326.2900 or jennifer@tricityareachamber.com

EXECUTIVE SPONSORS



EDUCATION SPONSOR



TRANSPORTATION SPONSOR



MAKE AN IMPACT – BE A LEADER – MAKE A DIFFERENCE

ROUTE 422 BUSINESS ADVISOR GOLF GUIDE

Arrowhead Golf Club

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

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

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

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

You are invited to visit Arrowhead and find out why they are one of the leading public golf

courses in Southeastern Pennsylvania. If you would like information about outings or anything they have for sale, please call Arrowhead at 610.582.4258. And visit Arrowhead online at www.arrowheadgolf.net.

Bellewood Country Club

A Private Club with Something for the Whole Family

Bellewood Country Club is a virtual sanctuary, providing a complete recreational experience surrounding the simple pleasures of golf, swimming, and good food. Bellewood is nestled in a serene setting where families and friends can relax, entertain, and celebrate special events. We are centrally-located in North Coventry, Chester County, bordering both Montgomery and Berks Counties PA, close to the Schuylkill River and Route 422.

The par 71, 6825-yard layout is sculptured through 171 acres of naturally rolling terrain. Two distinctive nines give the player the best of both worlds. The front nine is very much a links-style course with gentle rolling hills and emerald fairways highlighted by the tall yellow fescue grasses and natural wetlands. The back nine is a picturesque wooded layout framed by towering oaks, pines, and bordered by pink and white dogwoods. What separates Bellewood from other clubs is our no tee time policy, quick pace of play, and meticulously maintained course.

Valerie McLean Keller, Owner & Operator

Our 66th Anniversary

Arrowhead Golf Club

A mature challenging public golf course with 27 meticulously maintained holes nestled in a serene wooded setting

League Dates Available • 9-Hole Play Available

Pavilion for Corporate Outings • Business Functions • Catering

100 Carts Available for Shotgun Start Outings

Carts Do Not Have to Stay on Cart Path! (weather permitting)

Greens Fees Weekdays—\$20.00 Weekends—\$32.00

Riding Carts \$10.00 per person

Pro Shop • Snack Bar • Rental Clubs

5 minutes from Route 422 & 662N Intersection

For Tee Times Call (610) 582-4258

Swim or relax in the tranquility of our private Pools and Pool bar. The Pools at Bellewood Country Club is a social gathering place for families throughout the summer. The Club features three heated swimming pools, splash park, an outdoor covered restaurant/bar pavilion, and fire pit. The Pool Bar and Restaurant hosts regular summer social events for members and guests, including but not limited to live music, beer tasting, themed dinner events, pool parties, dive-in movies, and late-night swimming throughout the season. Whether relaxing by the pool or enjoying dinner and music, the Pools at Bellewood Country Club will provide hours of enjoyment for friends and family during the summer season.

Our boutique country mansion, set in beautifully manicured grounds, is a picturesque backdrop to the most poignant moments of your life. Brides, prepare for your special day in the Bellewood bridal dressing suite, then saunter down our spiral staircase to meet your groom and say your vows together. Treat your guests to cocktails on the patio before an evening of dancing, desserts, hors d'oeuvres - you name it, we'll make it happen for you! Our specialty is intimate private parties no matter what the occasion. Bellewood has hosted countless bridal showers, baby showers, and rehearsal dinners so you can be confident that our experienced team will be attentive and helpful in creating your special event. For membership information, please call 610.718.9100 and visit www.bellewoodgolf.com.

Gilbertsville Golf Club

Gilbertsville Golf Club is looking forward to a fantastic 2019 golf season! Gilbertsville Golf Club is a 27-hole facility, open to the public! Memberships Available! Located in New Hanover Township amidst the rolling hills of Montgomery County, Gilbertsville Golf Club has established itself as one of the best-maintained golf courses in the area. The Red & White Courses offer you that traditional look, with small flat greens and tree-lined fairways. While the Blue Course gives you a more modern look, rolling fairways with challenging lies and large undulated greens.

Gilbertsville Golf Club offers phenomenal customer service and impeccable course conditions. Whether you're looking for daily fee play, golf outings, league play, golf instruction or anything golf, Gilbertsville Golf Club is the place to go!

Gilbertsville Golf Club is located just a "short drive" from Routes 100 and 422 offering you the perfect chance to play one of the area's premier golf facilities. Come and see what many are calling "the best kept secret in Montgomery County." For further information, please call 610.323.3222, and visit: golfgilbertsvillegc.com. Like us on FB for upcoming deals & discounts. Book on line for potential discounts.



Plan your next golf outing with us. To find out more visit www.bellewoodgolf.com

SOMETHING for the whole family

MEMBERSHIPS AVAILABLE

610-718-9100 x225 | www.bellewoodgolf.com

THE COURSE — Nestled in the rolling hills of Chester County, Bellewood CC, a 6,825-yard par 71 course offers players both challenges of a links course with the serenity of nature. NO TEE TIME! EXCELLENT CONDITIONS — FOUR SETS OF TEE'S.

THE POOLS AT BELLEWOOD — Redefining the country club pool. The state-of-the-art swim club at Bellewood CC is like no other, combining the thrill of a water park with the tranquil and relaxing setting of a private pool. THREE HEATED POOLS — SPLASH PARK — RESTAURANT — FIRE PIT

EVENT SERVICES — We're ready for any event! Weddings • Birthdays • Anniversaries • Engagements • Rehearsal Dinners • Bridal & Baby Showers • Golf Outings • Business Events • Meetings and more

MEMBERSHIP LEVELS

Full Membership — Family • Individual • Pool

Weekday Membership — Family • Individual • Pool

Young Professional II (35-40) — Family • Individual • Pool

Young Professional I (Up to 35) — Family • Individual • Pool

House — 5 rounds of golf • Pool

Swim Membership — Family • Couple • Individual

Dining

400 East Schuylkill Road • North Coventry, PA 19455

610-718-9100 • gsmith@bellewoodgolf.com

Gilbertsville Golf Club

2944 Lutheran Road
Gilbertsville, PA 19525

610.323.3222

www.golfgilbertsvillegc.com



27 Hole
Public Golf Course

Leagues • Outings Available

\$10.00 OFF

Green Fee Monday-Sunday

Not Valid with Other Offers

Must Present this Coupon

Expires 7/31/19 422BA

THE HOME IMPROVEMENT CONSUMER PROTECTION ACT – A PRIMER



LEGAL PERSPECTIVES

By Faye C. Cautin, Esquire, Wolf, Baldwin & Associates, P.C.

With spring come the myriad signs popping up in our neighbors' yards advertising the services of the contractor who put on their new roof, new deck, new driveway, new kitchen or whatever other home renovation project they've recently undertaken. It's always refreshing to have an update and most of us are happy to trust the professionals we hire to get the job done right. But we also all know some horror story of a never-ending project, contract disputes, cost overruns, faulty work and so on.

Over 10 years ago, in 2008, Pennsylvania passed the Home Improvement Consumer Protection Act (HICPA) which created a statutory framework to protect homeowners from unscrupulous home improvement contractors, and which goes beyond the consumer protections set forth in Pennsylvania's Unfair Trade Practices and Consumer Protection Law. HICPA placed significant new requirements on home improvement contractors in terms of how they conduct business, including mandating certain terms of their customer contracts, dictating how they accept payment from customers, and requiring all home improvement contractors to register with the state.

This consumer-friendly law has made it easier for homeowners to avoid being scammed or otherwise subjected to unscrupulous practices which may damage their home, and their bank account. HICPA further created a new crime for

home improvement fraud, and also gave homeowners powerful new civil remedies in court to sue contractors who violate the law, including the ability to collect treble (i.e. tripled) damages and attorneys' fees if they prevail in their claims. HICPA provides:

- All home improvement contractors to register their business with the Pennsylvania Attorney General and to receive an identification number. Registration is an easy process that can be completed online, but failure to register is a violation of HICPA. A contractor is required to include its registration number on all estimates, contracts, and advertising.
- Strict requirements regarding the provisions which must appear in contracts with homeowners. HICPA also has deemed certain other provisions as unenforceable against the homeowner.

(Continued on page 42)

We make it EASY to talk with a lawyer.

Faye C. Cautin, Esq.

- General Business Representation
- Homeowner's Association Representation

Lawyers Who Listen

When you schedule a meeting at one of our three convenient locations, you will receive a warm reception from a compassionate attorney.



www.wolfbaldwin.com

Pottstown
610-323-7436
800 East High Street
Pottstown, PA 19464

West Chester
610-436-8300
113 W. Miner Street
West Chester, PA 19382

Reading
610-374-2400
606 Court Street, Suite 203
Reading, PA 19601



ATTORNEYS-AT-LAW

EZ IN & OUT

Rentals for
Personal & Commercial

Professional • Affordable • Responsive
dumpsterdudez.com

• FRANCHISES NOW AVAILABLE •



LUDGATE ENGINEERING CORPORATION

ENGINEERS • SURVEYORS • LAND PLANNERS

P: (888) 646-6161 F: (610) 404-7371
www.ludgate-eng.com



WE STAND

FOR OPENING AS MANY DOORS AS POSSIBLE.

For nearly 200 years, we have stood for one thing: service. We are committed to helping businesses flourish. If your business is ready to take the next step, we're ready to take it with you. We're WSFS Bank, and We Stand For Service.

WSFSBANK.COM / 1.888.WSFSBANK

WSFS bank
We Stand For Service®

©2018 WSFS Bank | Member FDIC | NMLB# 417678

LEGAL PERSPECTIVES

(Continued from page 41)

For instance, the contract must be in writing, must be signed by both the contractor and the homeowner, must contain an approximate start and completion date, and must include a notice describing the homeowner's right to rescind the contract within three business days. Moreover, "legalese" which was once ubiquitous in home improvement contracts — such as a hold harmless clauses, confession of judgment provisions, jury trial waivers, and waivers of state and local health, life, safety and building codes — are now deemed to be unenforceable.

- Specific practices now deemed to be illegal. For example, a contractor may not accept a down payment from a customer before a contract is signed. Additionally, a contractor may not deviate from the original plans for the project in any material way without a written and signed change order. And for any project exceeding \$5,000, a contractor may not accept more than 1/3 of the contract price as a down payment.

HICPA applies to contractors doing over \$5,000 of home improvement

business annually, regardless of a single project's size. Further, "home improvement" is defined broadly to include:

- A contractor who is engaged in work such as repair, replacement, remodeling, demolition, removal, renovation, installation, alteration, conversion, modernization, improvement, rehabilitation or sandblasting; and
- Contractors who are involved with the construction, replacement, installation or improvement of driveways, swimming pools, solar energy systems, pool houses, garages, roofs, siding, insulation, security systems, flooring, patios, fences, gazebos, sheds, cabanas, painting, doors, windows, waterproofing, installation of central heating or air conditioning, and installation of storm windows or awnings.

Notably, HICPA does not generally apply to landscaping services, unless the landscaper is involved in the construction, replacement, installation or improvement of any of the foregoing. Specifically, landscapers will fall within the purview of HICPA if they are involved with lighting systems, non-decorative fences, concrete walkways, windows, doors and the installation of



Escape the Office



Everything you need...
Catering options available
Meeting rooms with TVs and HDMI compatibility!

Please mention you saw our ad in Route 422 Business Advisor!

iFLYworld.com/events

Ready to inspire? Book an event and watch your team soar!



iFLY King of Prussia
290 Goddard Blvd | King of Prussia, PA 19406
610.595.4359 | sales.kingofprussia@iFLYworld.com



To find videos and more details visit iFLYworld.com/events

HAVE YOU SPOTTED THESE?

EARLY DETECTION IS THE KEY TO SAVING YOUR TREES!

The **Spotted Lanternfly** is an invasive plant hopper which has been discovered in Berks, Bucks, Chester, Lehigh and Montgomery counties. They are spreading rapidly and present a serious threat to gardens, orchards, ornamental trees and woodlands.

With over 50 years experience in solving pest problems, veteran-owned **Patriot Pest Solutions** should be your first call. We will conduct a **FREE** thorough inspection of your property to identify any host trees, as well as any of your trees that are susceptible to the lanternfly.



ADULT LANTERNFLY



BLACK NYMPH



RED NYMPH

We know how to get rid of Spotted Lanternflies. Call us for a FREE estimate!

VETERAN-OWNED

PATRIOT PEST SOLUTIONS, LLC
Eliminating Pests is Our Patriotic Duty!

610.489.5136 | PatriotPestSolutions.net

MENTION THIS AD FOR **10% OFF** YOUR FIRST SERVICE WHEN YOU SIGN UP FOR A HOME PROTECTION PLAN.

COMMERCIAL • RESIDENTIAL • HASSLE-FREE HOME PROTECTION PLANS AVAILABLE
LOCAL VETERAN-OWNED & OPERATED • FULLY LICENSED & INSURED • **MILITARY DISCOUNTS**

Trees at Risk of Lethal Damage	
Almonds	Peaches
Apples	Pine Trees
Apricots	Plums
Cherries	Poplar Trees
Grapes	Sycamore Trees
Maple Trees	Walnut Trees
Nectarines	Willow Trees
Oak Trees	

100% GUARANTEE

retaining walls, fountains or drainage systems. It is likely that HICPA will apply to landscapers, as many landscaping businesses perform a variety of the above services for their customers.

For consumers, which contractors are governed by HICPA is just as important as those who are not. Despite the broad definition of "contractors" who must register with the Bureau, there are some exemptions. For example, any individual that sells his services for commercial or business use is exempted from the registration requirement, as is new home construction. In addition, someone who sells appliances, such as stoves, refrigerators, freezers or room air conditioners, is not required to register. Finally, a home improvement retailer that has a net worth of more than \$50,000,000, such as Home Depot and Lowe's, does not need to register.

The definition of what constitutes home improvement fraud includes what many think of as fraud: misrepresenting the true name of the salesperson, contractor or business; damaging a person's property with the intent to induce the consumer into purchasing home improvement services; misrepresenting the cost of materials; altering an agreement, mortgage, etc.; or publishing

a false advertisement. However, as noted above, receiving an advance payment for home improvement work and failing to complete the work when specified in the contract and not returning the payment, is now included in the definition of home improvement fraud.

When undertaking a home improvement project, be sure to carefully vet all contractors and ensure that you understand all provisions of the contract (and do be sure to have a contract). If you have any concerns during the course of the project, address them immediately and follow up discussions in writing. If you have any concerns about a project or proposed project, do not hesitate to consult with an experienced attorney to ensure as smooth a renovation or improvement as possible. Contractors should similarly consider engaging an attorney to make sure that their contracts meet all the requirements of Pennsylvania law.

Faye C. Cautin, Esquire recently joined the law firm of Wolf, Baldwin and Associates, P.C., which has offices in Pottstown, West Chester, and Reading. The firm has represented employers and employees in business matters and litigation for over 40 years. She may be reached by calling 610.323.7436, or by e-mail at fcautin@wolfbaldwin.com.

Get Spring Clean!

Full Range of Residential and Commercial Services

Additional services include but not limited to:

- Steam Cleaning Carpets • Windows
- Cabinets (treatment) • Organizing Closets
- Floors (stripping & waxing)



Cat's Cleaning

catzcleaning.com • Cathy Walker — Owner
484.554.4970 • Bookcatzcleaning@gmail.com

Wes Jackson

AUTOMOTIVE CENTER
1851 E Ridge Pike Royersford, PA www.wesjackson.com



**WE CAN HANDLE ALLOF YOUR
AUTO REPAIR SERVICES INCLUDING**

- Complete Computer Diagnostics
- Complete Safety Analysis
- Pennsylvania State Inspections
- Enhanced Inspection (Salvage Title)
- Oil Changes
- Tires
- Brake Repair Specialists
- Mufflers and Exhaust Systems
- Steering and Suspensions
- Tune-ups
- Alignments
- Fuel System Services
- Coolant Systems
- Emission Repair Facility
- Air Conditioning Service
- Electrical Systems
- Engine Work
- Drivability Problems

Shop Manager • Keith Smith
Service Advisor • Kim Galloway

610-489-6888

CUSTOMER LOYALTY



By Maria L. Novak

Do you have a specific plan for addressing loyalty to your current customers and clients? Did you know that if you improve your customer retention by just five percent, you are also adding five percent to your growth rate? That is due to the high costs of closing new business vs. the profitability of loyal customers spending more money and/or referring you new business.

Once you have closed a sale, is it part of your normal routine to offer additional products or services that complement the original sale? What about being a resource for your customers?

What about previous clients? It is less costly to reach out to those who have used you in the past than it is to close a new sale. Remember to keep all the information you can on your customers and don't hesitate to ask for the next sale.

Use Complaints to Build Business

When customers aren't happy with your business they usually won't complain to you — instead, they'll probably complain to just about everyone else they know and take their business to your competition.

That's why it is so important to make follow-up calls or email satisfaction surveys. If prompt follow up resolves a customer's complaint, the customer will be more likely to do additional business than the average customer who didn't have a complaint. Why? Because they know that their issue was handled quickly and efficiently and, oftentimes, content customers just go about their routines never thinking about increasing business with you.

Reach Out To Your Customers

Contact...contact...contact! The more the customer sees or hears from you, the more likely you'll get the next order. Send holiday greetings, see them at trade shows, stop by to make sure everything's okay, or just send them your monthly newsletters and important updates and specials.

Sending a simple newsletter to your customers telling them about the great things that are happening and including some educational information lets them know that they are still important. Send them copies of any media about your firm. Invite them to seminars and networking events. The more they know about you, the more they see you as a resource, and the more they know about your accomplishments, the more loyal a customer they will be.

Customer Service

The increasing trend today is to send customer-service and technical-support calls into queue for the next available person. This builds no personal loyalty. Before you go this route, be sure this is what your customers prefer. Otherwise you should assign a specific support person to every customer and make sure they understand the response time on voice mails. Sometimes it is not just about answering the phone but more about the response time if they leave a message.

Remember, building customer loyalty will require your hard work and thoughtfulness, but it is under your control. While so many aspects of business are out of your control — technology changes, competition, tax rates, etc. — the single most important process, creating loyal customers, is in your own hands.

Maria L. Novak Dugan is president of Marketing Solutions & Business Development, a firm in West Chester, PA, offering creative marketing services and goal implementation for small & medium sized businesses. For more information, contact Maria at 610.405.0633 or MariaNovak001@yahoo.com or visit www.Maria-L-Novak.com



828A Route 100 N • Cornerstone Plaza • Bechtelsville

Digital Print & Copy Center
Postcards & Brochures
Signs & Banners
Posters & Fliers
Fulfillment
Mailings

(610) 367-7444 • EverythingPrinting.com

Call 610.323.6253 to promote your business
in the Route 422 Automotive Guide!



Mercer's TruCraft Collision

Turn your Collision into Compassion

Had a minor fender bender or major collision? Bring your vehicle to Mercer's TruCraft Collision and a portion of the repair will be donated to the animal rescue organization of your choice! All insurance claims welcome. Visit www.TruCraftCollision.com or call (610) 327-8787 for more details.

Red Kieffer's Auto Repairs, Inc.

Specializing in Mercedes-Benz since 1961!

1404 Ben Franklin Highway
Douglassville, PA 19518
610-326-5754
www.kieffersauto.com



Matt's AUTO DETAILING
Since 1988

Professional Auto Cleaning

"Experience & Care You Can Trust"

610-326-5242
61 South Adams Street
Pottstown, PA 19464

FAMILY OWNED & OPERATED SINCE 1987

H&F TIRE SERVICE

Bridgestone • Firestone • Fuzion
Goodyear • Kelly • Dunlop • Michelin
Uniroyal • B.F. Goodrich • Carlisle
Continental • General • National

Performance Touring All Season Radial Tires

- Computerized Wheel Alignment / Balancing
- Full Brake Service
- Struts/Shocks
- Batteries
- Tire Repair / Wheels
- Emission Inspections
- Front End Specialists

SAME DAY SERVICE
POTTSTOWN
610-326-2326

1379 E. Schuylkill Rd.
Pottstown, PA 19465
MON-FRI 8-5 • SAT 8-12

• COMPLETE AUTO & LIGHT TRUCK REPAIR
• Oil & Lube
• Inspection Station
• Exhaust Systems
• Fleet Service
• National Accounts Welcome

Visit Us At www.hftire.com

CJ's Tire & AUTOMOTIVE

17 locations in the tri-county area including:

King of Prussia 484-864-5005	West Chester 610-455-0400	Lionville 610-524-1002	Kimberton 610-933-3984
Limerick 610-409-0400	Coventry 610-705-5501	Birdsboro 610-582-4266	West Lawn 610-670-5922

CJTIRE.COM

SAVE UP TO \$100

DEADLINES DON'T INCLUDE DOWNTIME.

30-DAY SATISFACTION GUARANTEE • 24-HOUR WORKSITE & ROADSIDE ASSISTANCE • EXCLUSIVE DISCOUNT

Text "TRADE" to 30486.

Goodrich TRADESMEN SUPPORT PROGRAM

MNA, Inc., reserves the right to modify or discontinue the program at any time.
Copyright © 2010 MNA, Inc. All rights reserved.



BFGOODRICH® ALL-TERRAIN T/A KO2® Benefits

- Core Guard Technology provides split and bruise resistant sidewalls
- Self-cleaning shoulders push out mud for the best traction
- Interlocking tread blocks deliver stability and more even treadwear

Saving you time & money is our business!

Congratulations on Boyertown's 150

From ALL COUNTY & ASSOCIATES

Land Surveying • Civil Engineering
Environmental Permitting

Building Permit Plans... The Maze.

BE SURE TO ASK THESE IMPORTANT QUESTIONS!

How Do I know if I need a Building Permit Plan?	What other Agencies will be involved?
What does the typical Building Permit Plan consist of?	How long of a process is this?
What grading or elevation needs to be shown?	How much does a Building Permit Plan cost?

Where do I find the help I need to get a Building Permit Plan done? You need to look no further than All County & Associates, Inc. (ACA). ACA is a professional Land Surveying, Civil Engineering and Environmental Permitting firm located in southeastern Pennsylvania ready to serve your Building Permit needs. Our experienced staff works throughout Pennsylvania and has done so since our inception in 1992. As a full service company, ACA has the knowledge and experience to make your goals become a reality.

We offer many other services, including:

- Subdivision/Land Development Design
- Environmental Permitting
- Hydraulic Load Testing
- On-site Sewage Disposal System Inspections
- Boundary Surveys
- Wetland Investigations

On-site Sewage Disposal System Inspections...Let it flow.

BE SURE TO ASK THESE IMPORTANT QUESTIONS!

Are you buying a house served by a septic system?	What is a drainfield?
What type of Septic System do I have?	Should the septic system be inspected?
Where are the components of my Septic System located?	How much does an On-Site Sewage Disposal System Inspection cost?
What is a septic tank?	

Where do I find the help I need to get an On-site Sewage Disposal System Inspection done? You need to look no further than All County & Associates, Inc. (ACA). ACA is a professional Land Surveying, Civil Engineering and Environmental Permitting firm located in southeastern Pennsylvania ready to serve your On-site Sewage Disposal System Inspection needs. Our experienced staff performs inspections throughout eastern Pennsylvania and has done so since our inception in 1992. As a full service company, ACA has the knowledge and experience to make your goals become a reality.

We offer many other services, including:

- Subdivision/Land Development Design
- Environmental Permitting
- Boundary Surveys
- Hydraulic Load Testing
- Wetland Investigations
- Building Permit Plans

Land Surveying • Civil Engineering • Environmental Permitting
www.all-county-assoc.com
e-mail: info@all-county-assoc.com • 1-800-220-8165
P.O. Box 472, St. Peters, PA 19470 • 610-489-3830 • fax: 610-489-5385
610-987-8165 • fax: 610-987-9787

CARING MATTERS HOME CARE
TOLL FREE 1.866.220.2724

WHERE CARING MATTERS.
Serving Berks, Lehigh, Bucks & Montgomery Counties

OUR SERVICES INCLUDE
Personal Care • Home Support
Alzheimer Care • Respite Care
Meal Preparation • Companionship
Medication Reminders • Recovery Assistance • Appointment Escorts

For more information, visit www.caringmattershomecare.com.

FIVE COOL IDEAS FOR REMEMBERING NAMES



By Michael Angelo Caruso

I once earned a speaking engagement by impressing Roxanne Gibbs, editor of *The Nation* a prominent Barbados newspaper. When I visited her company to deliver the presentation, Roxanne introduced me to a large group of her employees. She told them that I remembered her name a half-hour after meeting her and 30 other people in a buffet line. Here are 5 Cool Ideas for remembering names.

1. Mnemonic triggers don't always work. A mnemonic memory device is way to trick your brain. You might, for example, establish a memory trigger that reminds you of a woman you met. Her name is Pat and you remember her name because she wore a purple sweater. The alliteration may be just the trigger you need to recall Pat's name at some future time and place. Your brain may get confused if, however, the next time you meet Pat she is wearing brown. Try to remember a person by who they are, rather than what they wear.

2. Use "cluster imprinting" to learn names. The goal of cluster imprinting is to imprint your brain with the person's name eight to ten times within three minutes of meeting them. This is easy to do and can be transparent to the other person if you practice. Here's how to get started. During introductions, listen to the person say their name and then say, "Catherine, it's nice to meet you." You've now heard her name twice.

3. Repetition is a form of practice. After being introduced, you might say "Catherine, is

that Catherine with a 'C' or Katherine with a 'K'?" The person could answer "'Catherine' with a 'C'." Now you've heard the name six times and visualized it at least once. If someone approaches you and Catherine, offer to introduce the new person. "Catherine, do you know David? David, this is Catherine." At this point, you've been imprinted with Catherine's name eight times.

4. Closing remarks are a chance to practice. When it's time to excuse yourself, you might say, "It's been nice meeting you, Catherine," which makes the ninth time your brain has been imprinted with her name. You are not likely to forget "Catherine."

5. Interval training can help achieve total recall. Try to recall the name at several intervals during the next 24 hours, stretching the time span with each attempt. Another form of interval training is to review the name before and after each meeting.

Michael Angelo Caruso can be reached at 248.224.9667; email: michael@michelangelocaruso.com.

Economical.

Payroll processing and business solutions almost as economical as PB and J.

COMPLETE SUPPORT FOR YOUR SMALL BUSINESS

- Powerful payroll processing & support
- Pay-as-you-go workers compensation insurance
- Full control with online access and mobile apps
- Effective time and attendance solutions
- Complete Human Resources support

express EXPRESSDATASYS.COM | 610.495.7166
DATA SYSTEMS, INC.

A Honey Dipper
SEPTIC SERVICE
J. Brehm, Inc.

WE PUMP WHAT YOU DUMP

Prompt, Reliable, and Quality Service!
Residential • Commercial • Industrial
Septic Pumping • Field Services • Bulk Hauling
610.327.1699 • www.honeydipperseptic.com

VIDEO CONTENT FOR SOCIAL MEDIA



SOCIAL MEDIA TIPS

By Theresa Mintzer

Video is becoming an essential part of social media content. It's favored by all the algorithms and people will stop their scroll to watch it. That's why businesses should try to use video when they can. The great thing about video is that you can do it right from your phone.

Here are some helpful ideas for using video as social media content.

- Highlighting important features.
- Instructions about how to use your product.
- Introducing employees to customers. This is great if you have a service-related business.
- Reviewing or featuring complimentary place. For example, a dog walker could review local parks. If you geotag the review you will come up on local searches.

One way to use video to your advantage is incentivizing customers to join a Facebook group. You could film inventory unboxing and then release it as an exclusive to your group before the general public. This would be great for stores. When you have a Facebook group, people see your content more than they see the content on your page.

Video content can help with customer service. If you walk a customer through a procedure that can confuse them, you'll have less phone calls for help. You also can manage the expectations of the customer. This can quickly clear up any miscommunication.

In conclusion, video is becoming more and more important on social media. The more that you use video as part of your content plan, the more visible you will become. Plus, it's a better way for customers to learn about you and your business so they will know, like, and trust you.

Theresa Mintzer can be reached at 484.686.2995; email: bytheresamarie@outlook.com; website: ByTheresaMarie.com.

ElderCareDirection.com

A Complete Solution for Senior Care Planning

COST SAVING PLANS

Save thousands and eliminate the stress of dealing with financing solutions. ECD has a cost savings solution for nearly every situation.

EFFICIENT SOLUTIONS

Save both time and money by avoiding the paperwork hassles, unnecessary attorney fees, and get the best solution for your loved ones.

MEDICAID PLANNING

Protect your assets and get the care you need by planning in advance with the many experts at Elder Care Direction.

VETERANS BENEFITS

As a free service, we can help you understand and apply for a service member or their spouse. We are in tune with the new changes made to VA benefits and can show how that affects eligibility.

Call 267-368-4201 for a FREE CONSULTATION

#MAKEITMONTCO

SUMMER 2019 HOTEL PACKAGE

GET DEALS

Explore all Montgomery County, PA has to offer with 25 Exclusive Deals

\$250+ VALUE

BOOK YOUR STAY

MAKEITMONTCO.COM

VALLEY FORGE & MONTGOMERY COUNTY, PA

C·O·R·E ELEMENTS

New flooring for your business or workspace is easy as 1-2-3!

STEP 1

SELECT YOUR SPACE

Identify your business segment and view sample boards featuring high-performance flooring products, specially selected to satisfy your unique needs.

STEP 2

CHOOSE YOUR COLOR STORY

Professionally-designed, mix and match color schemes suit your space, your style and one another!

STEP 3

PICK YOUR PRODUCTS

We extend the manufacturer's warranty on each flooring option and streamline the selection to make choosing easy!

Core Elements: Quite possibly the easiest business decision you'll make today!



FLOORING SOLUTIONS MADE SIMPLE

CHES-MONT CARPET ONE FLOOR & HOME

Route 724, Parker Ford, PA 19457

5 minutes from the Limerick exit of Route 422

610-495-6211

www.chesmontcarpetone.com

LIC# PA0081672

Marathon Capital Advisors Marathon Financing Advisors

4 Park Plaza, Wyomissing, PA 19610

610.898.8086

Toll Free: 800.280.5927

www.vrmarathon.com

mmccarthy@vrmarathon.com

Sell Your Business • Buy a Business Mergers and Acquisitions Strategic & Succession Planning

From confidential marketing, to securing qualified buyers, to structuring the transaction, you can depend on the experience and integrity of the Marathon professionals throughout the business transition process.



VR has sold more businesses in North America than anyone else.

FIVE TIPS TO HELP YOUR ELECTRONICS BEAT THE HEAT THIS SUMMER!

TECH TIPS

By Kelly-Rose McNeil, TECHBLDRS, Inc.



Summer is finally here. School's out, days are long, and memories are being made (and stored on your phone's Camera Roll). But as the days get warmer, it's important to the working condition of your computers, phones, and other portable electronic devices that they remain as cool as you feel after a dip in the pool.

If you want to make sure you're able to Instagram those 4th of July fireworks, keep these five tips in mind as you go through the summer months:

Backup Your Data

Dropping your phone in the pool or leaving your Kindle at the beach is costly and painful, but not as costly and painful as losing your irreplaceable photos and documents. To avoid that, make sure your data and devices are backed up regularly with a verified backup service provider like IDrive, Backblaze, or Carbonite. A damaged device can be replaced, but your data could be lost forever unless you back it up!

Allow for Airflow

Your devices like a nice breeze as much as you do — so give them some breathing room! Most computers, printers, game consoles, etc. have fans and vents clearly located on the back or side. Make sure these are free of blockages and have ample room around them (about two-four inches) so as not to obstruct the flow of air into and out of your device.

No Sun

Never place your computer, phone, or other electronics under direct sunlight for an extended period of time, since the sun can cause heat damage, damage to your

screens, and melting. It's best to store your electronics in a cool place, like near a fan or air conditioner. And never leave your electronics in your car — your iPhone can't use sunscreen!

Don't Stack

Electronics get hot enough on their own during the summer. Stacking them on top of each other produces heat, which can transfer between devices and cause things to get dangerously toasty. We want to roast marshmallows during the summer, not important data, so keep your devices spread out and use shelves for device storage!

In an Emergency, Shut it Down

If one of your devices begins to over-heat and malfunction, immediately shut it down and (if possible) disconnect its power supply. Taking steps to cool down your device can help prevent damage and data loss, so it's important to let your overheating gadget sit until it is no longer hot to the touch. It will then be safe to power up again.

If you'd like to learn more ways to protect your devices and keep up on the latest cybersecurity news, you can "Like" us on Facebook at www.Facebook.com/TechBLdrsInc or read our blog at www.TechBLdrs.com/blog.

Stay safe, stay smart!

JWM
Business Services

We put your marketing in motion
JWM Direct
Way Cool Email
Kinetic Web Solutions

Proper implementation of your marketing ideas are a key ingredient to success.



www.jwmbusiness.com
610-831-9030

Ask SCORE

Business Planning: The Next Generation

Starting a small business requires extensive planning and research. But just because things are up and running doesn't mean your days as a strategist are done. In fact, they are just beginning.

Planning is an ongoing necessity because the environment in which your small business operates continually changes. New opportunities and challenges will arise that are different than those assessed during the start-up stage. Your initial financial projections may be literally and figuratively on the money—or trending in a different and unexpected direction.

Here are some planning tips to help keep your small business on track for long-term growth:

Revisit your business plan. Your business plan shouldn't become a "trophy" of your start-up success. Refer to it every quarter or six months to match estimates with current realities. Update your plan as needed with new or modified contingencies, and adjusted time frames

for key milestones such as expansions or new product/service lines.

Watch those numbers. Financial statements provide a window into the health of your business. Project cash flow several months into the future based on reasonable expectations for sales and income, customer demand, regular payments (e.g. loans and rent), and other factors. By comparing actual cash flow to projections, you can spot opportunities to improve performance.

Watch your industry. In today's interconnected global economy, any change anywhere can have a ripple effect on any small business. The influences may be as far-reaching as a shift in demand for a certain commodity, or as local as a new stoplight near your store. Stay current with world and community events; study your sales records; and communicate with customers, suppliers, and colleagues. You'll be less susceptible to surprises, and better prepared to anticipate and capitalize on these changes.

(Continued on page 50)



We Envision. We Resolve.

Our Services:

- Janitorial management
- Commercial janitorial services
- Paper & plastics products facilitation
- Commercial & residential carpet cleaning
- Hardwood cleaning, recoating, & polishing
- Post-construction clean up
- Window cleaning (utilizing service partner)

Serving the tri-county area!

32 Wells Road Spring City, PA 19475
(888) 627- 6383
www.transcendfmc.com

"I think we're protected" isn't enough. It's time to be sure.

Better, smarter IT support from TechBldrs

-  Live Help Desk Support
-  Backup & Disaster Recovery
-  Cybersecurity Protection & Training
-  Office 365 Migration & Support
-  Cloud Integration

...and more!

TECHBLDRS



Celebrating 20 Years



(610) 937-0900

**Call for a FREE
cybersecurity
assessment**



(610) 937-0900



www.TechBldrs.com

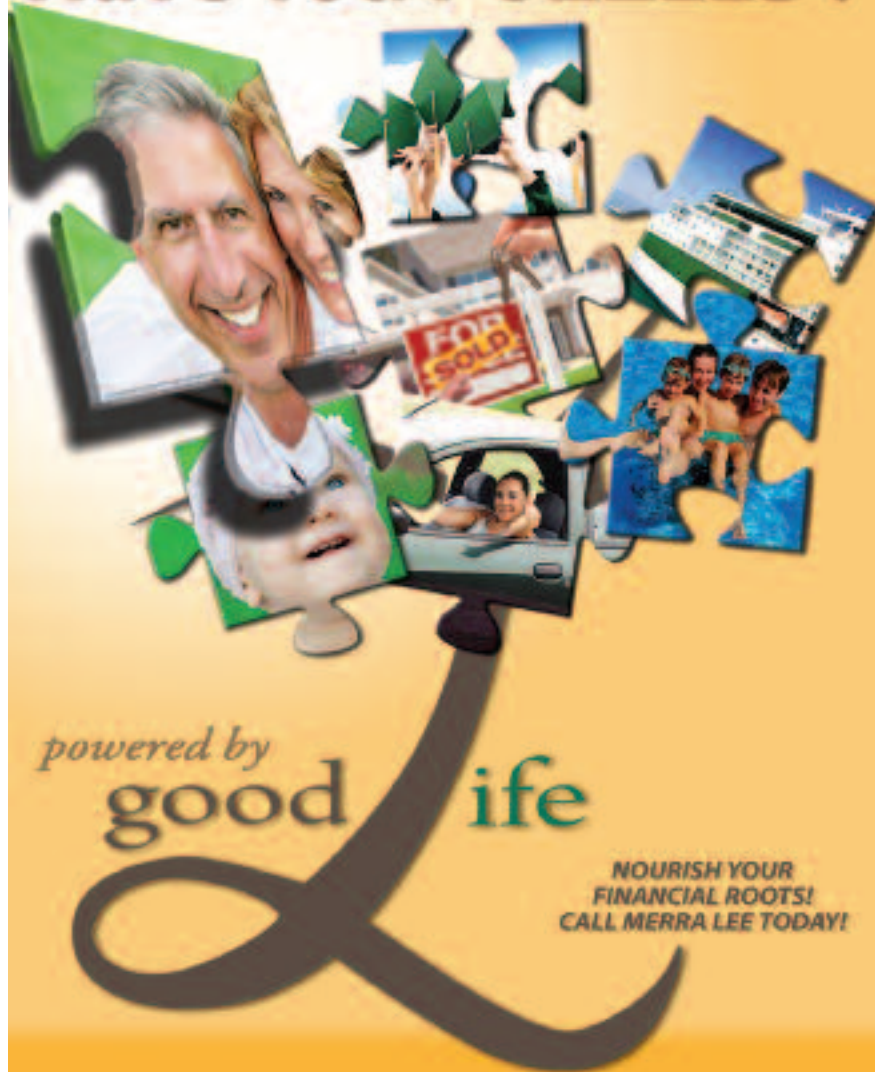


info@techbldrs.com



**604 Gordon Drive
Exton, PA 19341**

Financial Planning Have You PUZZLED?



Three "Interesting" Ways To Start Financial Planning:

- 1) Schedule a date night to discuss your plans.
- 2) See an advisor who is a financial planner.
- 3) Hint! Hint! Call Merra Lee.



goodlife
FINANCIAL GROUP
Merra Lee Moffitt
CMFC, AWM, CFP®
Senior Partner, Wealth Strategist

610-628-2055 • 610-488-7353 • fax 610-628-2055
email merralee.moffitt@lpl.com • www.MerraLee.net

Securities offered through LPL Financial, member FINRA/SIPC. Investment advice offered through Good Life Advisors LLC, a registered investment advisor. Good Life Advisors LLC and Good Life Financial Group are separate entities from LPL Financial.

H&H SYSTEMS INC

EMERGENCY SERVICE

www.hhsystems.net
Commitment To Excellence

53 Airport Rd Suite B
Pottstown, PA 19464
(T)610-495-5688
(F)610-495-5688
office@hhsystems.net

We can provide a wide range of maintenance and services for all your fire protection needs. There is no job too small or too large for us to handle. Our facility houses a fully stocked warehouse, engineering department, and fire extinguisher shop. We have fully stocked service vans as well as mobile fire extinguisher maintenance vehicles. Our technicians hold a wide range of certifications and manufacturer training including NFPA and NAFED certifications.

INSPECTION • SERVICE • MAINTENANCE • INSTALLATION • ENGINEERING

NOW FILLING CO2 CYLINDERS

Fire Alarm Systems • Proprietary • Non-proprietary • Addressable • Conventional • Voice Evacuation • Mass Notification • Nurse Call	Fire Suppression Systems • Wet systems • Dry systems • Deluge systems • Preaction systems • Foam • Fire particle • Stand pipes • Backflow Testing • Tank fed systems • Underpressure piping	Fire Suppression • FM-200 • Inergen • CO2 • Dry Chemical • Kitchen Systems • Fire Extinguishers • Vesda	Security Systems • Emergency Lights • CCTV • Card Access • Controlled Access • Burglary Alarms
--	---	--	---

Ask SCORE

(Continued from page 49)

Develop relationships. Although growth usually implies investing in additional resources, there may be more cost-effective options better suited to your immediate and long-term needs. Building partnerships with other businesses in your field and specialty consultants can help stretch your capabilities. They may also call on you when they need help—perhaps during a period when you have time or capacity to spare.

Invest in your staff. Because a growing business will demand more of your time, identify employees who can take on routine and management responsibilities. They'll relish the opportunity to grow personally and professionally, and you'll be free to focus on more important issues.

An experienced, outside perspective can benefit any small business, which is it's a good idea to contact SCORE "Counselors to America's Small Business." SCORE is a nonprofit organization of more than 10,500 volunteer business counselors who provide free, confidential business counseling and training workshops to small business owners. Call 610.327.2673 for the Pottstown SCORE office, or visit www.pottstownscore.org.

Bringing on Contractors Vs. Hiring Staff: Which Will Benefit Your Small Business the Most?

As your small business grows, you will find you cannot do everything on your own. To obtain the help you need, you can choose to outsource tasks to independent contractors or hire employees to whom you can delegate work.

To decide which will make the most sense for your company, it is important first to understand some of the key differences between working with independent contractors versus having employees on staff.

Employees vs. Independent Contractors: Four Points of Comparison

COMPENSATION: Independent contractors who do work for you operate under their own business names. They are not on your payroll, and they will issue you invoices for their services rendered—typically based on an agreed upon flat fee or a per hour rate. With employees, you provide regularly scheduled paychecks that reflect compensation according to the salary or wages you agreed to pay them.

TAX WITHHOLDINGS: With hired employees, you withhold their federal, state, and local taxes from their paychecks—and you are

Millennium
ADMINISTRATORS

JUST HEALTH INSURANCE

Plans for independent contractors, families, individuals and groups at competitive rates.

Whether you know it or not, your healthcare broker receives ongoing commissions for servicing your account. So why aren't you receiving ongoing service?

Call Millennium today! We will show you the difference between a commission driven broker and a service driven benefit broker!

610-222-9400 • sales@millennium-tpa.com

AMAZINGLY UNIQUE...



...UNIQUELY AMAZING!

TRADING POST
CUSTOM CREATIONS & HOME DECOR

Magically marrying old and new to make your environment uniquely amazing!

- LIVE EDGE CREATIONS
- CUSTOM FURNITURE
- FARMHOUSE TABLES
- RECLAIMED LUMBER AND MUCH MORE!

Spring City, Pennsylvania

PennsylvaniaTradingPost.com

tables@pennsylvaniatradingpost.com

responsible for submitting those tax payments to the tax authorities. Independent contractors, on the other hand, must submit their own federal, state, and local income tax payments—including self-employment taxes (Social Security and Medicare/Medicaid)—to the tax authorities directly.

COMPANY BENEFITS: When you have employees, you may be required by law to provide certain benefits, such as offering medical insurance, paying half of each employee's Social Security and Medicare tax obligation, workers compensation insurance, and family and medical leave. You are not, however, required to provide benefits to independent contractors.

MANAGEMENT OF WORK: With employees, you have more control over how work is done, when it is done, and where it is done. With independent contractors, you cannot dictate their hours, the equipment they use to perform their work, or tell them how to do their work.

Which Should You Choose? That depends. Using independent contractors might save you some money on labor costs, minimize liability, and give you more flexibility if you choose to discontinue your working relationships. On the other hand, hiring staff gives you more control over the skills development of your employees and you call the shots on how, when, and where work is performed.

If you choose to sign on independent contractors to help you with your work, make sure it is clear they are not employees. Consider having them sign an Inde-

pendent Contractor (or Work For Hire) Agreement and request they sign a W-9 (Request for Taxpayer Identification Number and Certification) form to identify them as a contractor.

Good Habits Can Translate Into Great Sales

The longer you're in business, the more you realize that the only constant is change. You may be enjoying strong sales across a broad customer base, but those conditions could be far different in just a matter of months. A competitor's offer may tempt your customers to try something different. Organizational and operational changes may require you to build relationships with new people from scratch.

While there are to approach these challenges, all share the same fundamental elements—good selling habits. For example, it's important for your business to approach selling with a positive, service-minded attitude that focuses on your customer's needs, desires and expectations. How do you get these valuable insights? Ask them. Most people love to talk about themselves, and what you learn will help you adjust your sales and service tactics accordingly.

(Continued on page 52)

610.924.2744

black lab



landscape supply

A BME Inc. Company

Black Mulch • Red Mulch • Brown Mulch

Triple Ground Bark • Mushroom Soil

Screened Topsoil • Gravel

River Jacks • Sand • Crushed Stone

www.blacklabsupply.com

100 Warwick Road, Elverson, PA

Stylish Images photography

Are you trusting Your Business' image to
poor cellphone snapshots?

Business and Commercial Portraiture * Families
Sports Action * Location, In Office or Studio Sessions

Photos for: Business Cards, LinkedIn, Websites and Annual Reports

Visit us: www.stylishimages.com

**Business Discounts available
for multiple sessions**

An ~~\$500~~ Studio session includes:
20-40 exposures taken (2-4 poses),
2 - backgrounds

Upload to our website for your review
within hours of your session.

1- Retouched High resolution digital file
emailed to you within 24 hours,
additional files available for a small fee

Can you really afford to look bad
with a price this good?

Don't settle for this



When you can have these



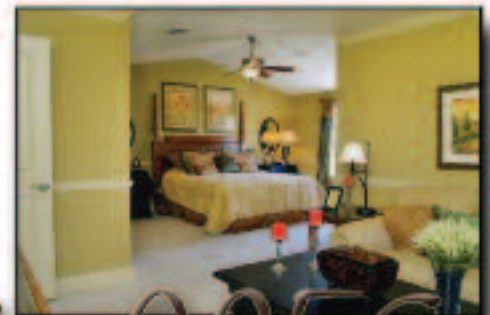
Educators First Financial



McCarthy & McCarthy
Attorneys At Law



Real Estate Interiors



610-792-9956

CLEAN CUT



LAWN & LANDSCAPING SERVICE

Ron Buttarro

Owner/President

phone 610.495.6399

cell 610.334.8603

285 Linfield Road P.O. Box 1100, Parker Ford, PA 19457

cleancutlawnsvc1987@gmail.com

LAWN SERVICES

Mowing
New Lawn Installation
Seed or Sod
Lawn Renovations
Mulching & Edging
Shrub Trimming
Maintenance Contracts

LANDSCAPING SERVICES

Creative Designs
Trees & Shrub Installation
Patios & Walkways
Retaining Walls
Enhancement Lighting
Irrigation Systems
Ponds & Waterfalls
Fencing

Ask SCORE

(Continued from page 51)

Keeping the attention on them, rather than you, will also help you tune in to why they buy, or why they don't. Plus, if you take time to listen and ask questions, customers will start to think of you and your business as a valued resource, rather than just a selling machine. You can easily show that you are willing to help the customer by anticipating what they need and having answers to potential objections.

Train yourself and your employees to smile. It's easy to get grumpy or cynical if sales go south. But that's when a good attitude becomes most important. Don't be afraid to take a risk or try out a new approach from time to time. It could be a new marketing pitch or advertising channel. When operating a business in today's competitive world, the greater risk is in thinking that the status quo will suffice.

Remember too that today's customers have higher expectations than ever before. You can't accommodate everybody's needs, but automatically declining an unusual request will get you nowhere. By adopting a positive, can-do attitude, your mind will instinctively be alert to ways for doing things that once might have seemed unreasonable. That will ensure

your customers keep coming back and, just as important, keep recommending you to others.

To learn more about sales and marketing issues facing your small business, contact SCORE "Counselors to America's Small Business." SCORE is a nonprofit organization of more than 10,500 volunteer business counselors who provide free, confidential business counseling and training workshops to small business owners. Call 1.800.634.0245 for the SCORE chapter nearest you, or find a counselor online at www.score.org.

Since 1964, SCORE "Mentors to America's Small Business" has helped more than 10 million aspiring entrepreneurs and small business owners through mentoring and business workshops. More than 11,000 volunteer business mentors in over 320 chapters serve their communities through entrepreneur education dedicated to the formation, growth and success of small businesses. For more information about starting or operating a small business, contact SCORE TriCounty. You can call 610.327.2673, email tricity@scorevolunteer.org or visit the website at www.tricity.score.org.

SCORE
FOR THE LIFE OF YOUR BUSINESS

IMPACT OF OPPORTUNITY ZONES



DOWNTOWN MARKETING & DEVELOPMENT

By Barry Cassidy

Recently I have been asked to help a community group in Coatesville. The group of residents got together and formed a CDC, with a primary focus on the resident. They are separate from the current effort to revitalize Coatesville. They are what some call, an ancillary group — A group of people wanting to do good.

The good news for them is that Coatesville has been designated as an Opportunity Zone. That, coupled with the extension of the SEPTA service, the housing values are sure to rise. Since I am doing a train project, I used a SEPTA study by *Econsult* to recognize increase in value with the introduction of rail. There is a four-county average increase (not including the City of Philadelphia) of \$19,900. Houses in Paoli are worth \$69,400 more, where a house in Thorn-

dale is worth \$46,600 more. Paoli is a higher level of service than Thorndale, and that makes a difference.

Coatesville has some Section 8 people living in the Opportunity Zone. I am not sure what is project-based (the apartment is Section 8) or a voucher (the person is Section 8). It will make a difference if the voucher housing is forced out because of the rise in values. Others who are just regular renters may be forced out too.

(Continued on page 54)

LOOKING TO ENHANCE YOUR ONLINE MARKETING?

INCREASE YOUR SEARCH RANK	GENERATE LEADS ONLINE	BUILD YOUR ONLINE REPUTATION
Local/Maps Organic Rankings We help you show up in searches where your prospects are looking.	Facebook Twitter LinkedIn Google+ YouTube Instagram We help you use Social Media Advertising to attract new prospects to your business.	Google Reviews Yelp Reviews Facebook Reviews Twitter Reviews LinkedIn Reviews YouTube Reviews Instagram Reviews 88% of shoppers trust an online review as much as a personal recommendation We help you generate more and better reviews for your website.



SOCIAL MEDIA ADVERTISING



SEARCH ENGINE MARKETING



CONTENT MARKETING



REPUTATION MANAGEMENT



Social Assurance Media
267.277.3391

bdietrich@socialassurancemedia.com

SocialAssuranceMedia.com/Roadmap



PENNSYLVANIA
DERMATOLOGY
PARTNERS

FOR ALL YOUR MEDICAL &
SURGICAL DERMATOLOGY NEEDS



Board Certified Dermatologists

Immediate Appointments

Online Appointment Scheduling

Most Insurances Accepted

Accepting New Patients

Multiple Locations in Berks, Montgomery,
Bucks, Lehigh & Philadelphia Counties



610.288.2908

www.padermpartners.com

Passion.Dedication.Responsibility



STYER GROUP

ARCHITECTURE
INTERIOR DESIGN
CONSTRUCTION

www.styergroup.com
610-275-4800
412 DeKalb Street - Norristown, PA 19401

certified
WBENC
WORKPLACE BARRIER ENERGETICS



Hureka Technologies Inc.
www.hurekatek.com
215.816.8300 randy@hurekatek.com

-  **Web Design & Brand Identity**
-  **SEO**
-  **Fully Managed Services**
-  **Mobile**
-  **Machine Learning**
-  **eCommerce Solutions**




DOWNTOWN MARKETING & DEVELOPMENT

(Continued from page 53)

It could be urban renewal without an Interstate highway project demolition.

I was asked to become involved when there was a grant needed. They asked me write a grant proposal for a swimming pool for Ash Park. The grant had some legislative help and was awarded for \$150,000. I will package in a couple of more grants so they can do it for nothing. The problem with getting money for people is that you have to build capacity in the organization. I am not their employee, but instead could be classified as a socially conscious friend of the program. So, I need to impart wisdom, not argue with a contractor.

But while I am funding the pool, I cannot ignore what is going on around me. In our goals and objectives, they have outlined a plan for outreach and homeownership development. I have a background in that skill evidenced by my work on the Fayette Orleans corridor in Baltimore. I also fiscally supervised most of the Community Development Block Grant pass through for all of the Hispanic organizations in East Philadelphia, as well as my own New Kensington CDC (Kensington Ave, Front to Lehigh).

I think there is a real chance to be creative in working with the existing population. Perhaps there could be a new method developed utilizing the Opportunity Zone in a manner that has not been done up to this point. The Opportunity Zone is new, and there has not been a lot of activity. I had originally devised a plan for Ridge Avenue but they did not seem to want to try new ideas and eventually they decided they did not need my help. So, I have a kernel of an idea on how a new way of dealing with homeownership can be successful in Coatesville. Of course, there is an ongoing effort to revitalize, and I do not want to interfere with that effort, as they are the experts. I am just helping the neighbors out.

I believe one of the main, if not the biggest, attraction of the opportunity zone is the break on capital gains. So, some investor buys a house and fixes it up and rents it, and when he sells it he will get a tax break on the increment of value attained in the transaction. This means that after a certain period of time, selling the property is somewhere on the horizon.

(Continued on page 56)



EARTH ENGINEERING INCORPORATED
Geotechnical Engineers & Geologists

We've Got The 422 Region Covered!



Subsurface Investigations Construction Inspection and Testing
Geotechnical Design & Analysis Clean Fill Testing
Stormwater Infiltration Testing Laboratory Soils Testing
Carbonate Site Assessments Environmental Site Assessments and Remediation

www.earthengineering.com

Corporate Headquarters: 610-277-0660 Central PA: 717-697-5701
Lehigh Valley: 610-967-4540 South Jersey: 856-768-1001

QUALITY * COMMITMENT * PERFORMANCE

Sanatoga Animal Hospital
2814 East High Street
Sanatoga, PA 19464

610-326-6346
www.sanatogavet.com



Accredited by American Animal Hospital Association since 1990
Loving Care and Compassion
State-of-the-Art Equipment
Comprehensive Approach Emphasized in Treating Patients

Dental Care • Diagnostics • Surgery
Radiology • General Preventive Patient Care





The Pottstown Rotary Club Wants You!



Join us at 6:30 on Wednesday evenings at Brookside Country Club for a delicious meal, camaraderie, and a Rotary meeting where we plan and execute projects to improve the community.

Visit

www.pottstownrotary.org
or call **Bill Wellen** at
484.886.5396 to learn more!

BUSINESS PROFILE

Visions Federal Credit Union

At Visions Federal Credit Union, we understand money matters to people. And people matter to us. That means you get all the benefits of credit union membership, like savings dividends and low loan rates, with uncommonly kind service.

Through the strength of our members, we've grown to a network of 51 offices serving more than 200,000 individuals in Pennsylvania, New York and New Jersey. Our founders started Visions with \$40, which has grown to more than \$4 billion in assets over the past 50 years.

Member-owned and community-driven, Visions offers a complete line of financial products that cover every stage of life – from basic savings and checking to retirement planning and investment guidance.

Visit visionsfcu.org to learn more about membership benefits, including exceptionally low rates on auto, home and personal loans.

FACE

by **YOUNG**
Medical Spa

Need a little lift without surgery?

Absorbable Threads & Dermal Fillers

Call for your Free Consultation!

635 North Broad Street
Lansdale
215.DOC.SKIN (362-7546)

4025 West Hopewell Road
Center Valley
610.798.SKIN (7546)

YoungMedicalSpa.com

Dr. Thomas E. Young
is the Region's
Leading Aesthetic
Physician when it
comes to the latest
and most effective
aesthetic
technologies for
your face and body!

Choose Your
\$SAVINGS\$

**FIND A WAY TO
SAVE THAT WORKS
FOR YOU.**

There are many ways to save at Visions. Everyone knows they need to set some money aside, so let us help you find the best fit for your budget. Make your money work for you with one of our many options.

SHARE SAVINGS

SHARE CERTIFICATES

FLEX MONEY MARKET

HEALTH SAVINGS ACCOUNT

VISIONS

FEDERAL CREDIT UNION

visionsfcu.org/choose

Pennsylvania | New York | New Jersey

Federally insured by NCUA.

THE PCTV NETWORK

*Your Hometown Station...
We're Home For You!*

NOW OFFERING:

- *Streaming on Three Channels. 24/7*
- *Unbeatable Pricing for Commercial Productions and Airtime*
- *Webisode Productions*
- *Internet Placement*
- *Live Remote Broadcasts at The Location of Your Choice*
- *Local Sports Advertising Packages*

Powered By **TellisVision**

ThePCTVNetwork.com
ThePCTVNetwork@gmail.com • 610.327.1866

DOWNTOWN MARKETING & DEVELOPMENT

(Continued from page 54)

I would think the trick in this is to work around that sale so the person who is put in the house is ready to buy when the house becomes available. In order to make it work, there would have to be socially conscience investors. I am not really sure where you find them, but I will be looking.

Any time you have a new program, there are new methods that could be developed, and many times those methods are pooh-pooed by people in the field. I am always amazed when people tell me you can't do this or can't do that, and then when it seems like it works, they want to take it over. I had another potential coup attempt with the train a week ago... seems I am not "credible," and it was time for the "Pros from Dover" to take over.

In order to develop a new approach or method you need to read. There are regulations, and many times those regulations are based upon other regulations that were passed years before, and you

need to pull up three or four laws to figure it all out. This one is a little different, as it is the first introduction of the program. It is less complicated now than it will ever be. I remember one time back in the 1970s they had the Comprehensive Education and Training Act (CETA) and you had to be unemployed for six months to qualify. I created the status of Super CETA where I supplemented my salary with another grant. Congress passed a regulation the next year limiting the subsidy to ten percent.

If you push the envelope you will sometimes win. But sometimes it is legal but not the intent of the legislation. Innovation and creative financing are a balancing act. The goal is always to try to do your best and develop a program that works.

Barry Cassidy is a freelance grant and economic development consultant. He can be reached at barrycassidy@comcast.net.



- DRAPERIES
- TOP TREATMENTS
- CELLULAR SHADES
- BLINDS & SHUTTERS
- ROMAN SHADES
- ROLLER SHADES
- CORNICES
- AND MORE!



WE DO WINDOWS

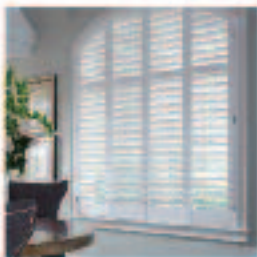
SO THAT YOU DON'T HAVE TO!

DECORATING DEN INTERIORS

DON'T LEAVE YOUR HOME. WE COME TO YOU! OUR EXTENSIVE PRODUCT ASSORTMENT ALLOWS US TO WORK WITH YOUR LIFESTYLE AND BUDGET.



LET'S GET STARTED CREATING THE HOME OF YOUR DREAMS. CALL TODAY FOR A FREE INITIAL IN-HOME DESIGN CONSULTATION!



Barbara McInnis-Hayman
Owner | Decorator
484.624.4787
barbaramcinnish@hotmail.com
barbara.decoratingden.com



REGIONAL CHAMBER ROUNDUP

Please see pages 33-39 for the TriCounty Area Chamber of Commerce news and information section.

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. 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. **Don't miss Chamber events, member news, special offers and more...** Like us on Facebook @PerkValleyChamber and email info@PVchamber.net to receive weekly e-news! Visit www.PVchamber.net to view membership directory



UPCOMING EVENTS

Visit the Chamber website for complete list of upcoming events including PV Chamber Business Book Club, PV MEN, Business Roundtables, Mixers and more! www.PVchamber.net



July 18, 2019 – Grand Opening and Ribbon Cutting

We are excited to show off our new office! Please join us for a Grand Opening and Ribbon Cutting in celebration of our new office in Trappe! Tour the new space including welcome center, conference center and offices, enjoy food, drinks and networking on July 18th from 4pm – 7pm. RSVP required: renee@pvchamber.net RSVP no later than July 11th @ 610-489-6660. PVCC, 521 W. Main Street, Suite 103, Trappe, PA 19426.

July 23, 2019 – Annual Night Out at Reading Phils

Thanks to our event sponsors, 10,000 tickets will be distributed throughout the Perkiomen Valley for the July 23rd game! Pregame PA announcements and ceremonial first pitches for all sponsors. Hope to see you there! Call the chamber for more details 610-489-6660.

July 26, 2019 – PV Chamber Business Book Club

This 2019 Chamber sponsored club is devoted to personal and professional development through reading and discussing various business inclined books. This year, discussions will focus on the theme of Dealing with Change and Change Management with a subtopic of Leadership vs. Management. Discussions will be led by PVCC Board Director, Joe Bergquist. July's book is Out of the Maze, By Dr. Spencer Johnson. Meeting will be held at Towne Book Center, 220 Plaza Dr, Ste B-3, Collegeville. RSVP 610-489-6660.

August 21, 2019 – Regional 5-Chamber Mixer

Member-Exclusive Event! Experience the opportunity to network with representatives of Perkiomen Valley, Spring Ford, Upper-Perkiomen Valley, Phoenixville Regional and Tri-County Chambers at the 5-Chamber Mixer! Free event; food and beverages sponsored by PJP and Tompkins VIST Bank. Pre-registration required! Call PVCC at 610-489-6660 no later than August 12. Mixer will be held at Pope John Paul (PJP) High School, 181 Rittenhouse Road, Royersford.

August 28, 2019 - New Member Orientation sponsored by Maillie

Wednesday, August 29, 8:30am – 9:30am at the new PVCC office, 521 W. Main Street, Trappe.

All welcome to attend! **New members, prospects and current members** are invited to learn how to maximize your Chamber membership. FREE event. Optional Networking training, 9:30am – 10:00am. Pre-registration is required. Register online www.PVchamber.net

October 9, 2019 – Business Expo at Pfizer

The PV Chamber Annual Fall Business Expo at Pfizer will be held on Wednesday, October 9, 2019. This 3- hour event is an opportunity to showcase YOUR business to fellow PV Chamber members and employees at Pfizer, Collegeville. Admission to the event is restricted to pre-registered exhibitors and Pfizer employees (not open to public). Call the Chamber for details – 610-489-6660 or email renee@pvchamber.net.

WELCOME NEW MEMBERS

TruMark Federal Credit Union -
Ellise Ortiz
www.trumarkonline.org

Moove In Self Storage - Jess Dubbs
www.moovein.com

Join the All-New PVCC Text Club!

Be the first to get alerts on event information, exclusive offers, member coupons, Area News, Emergency Alerts and Weather Closures. To join the text club, simply text PVCC to 55678. Expect up to 5 messages a month with events, deals and more!

PV Chamber 34th Annual Golf Outing

Despite a rainy forecast, 24 teams competed in the 34th Annual PV Chamber Golf Outing on Monday, June 10th at Spring Ford Country Club. Special thanks to Title Sponsor, Keyser Miller Ford! Much appreciation to all golfers, volunteers and donating business for your generosity and support!

Please visit the Chamber Golf Page for event photos and sponsor recognition.



Title sponsor foursome, Keyser Miller Ford.



Kelly Insurance Group



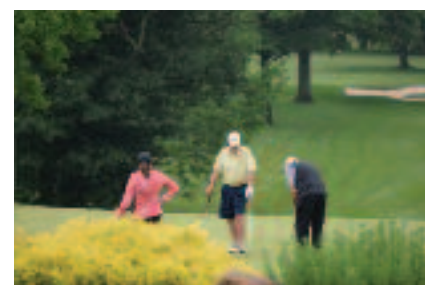
Volunteers!



more awesome volunteers!



Playing through the rain



A break in the weather!

Ask SCORE

OPPORTUNITIES ABOUND FOR SHARPENING YOUR SMALL BUSINESS SKILLS

Very few people begin the process of building a small business with a full knowledge of all the skills required for success. Even those who have extensive experience or education in business management still need to bring themselves up to speed on the added responsibilities of entrepreneurship—tax issues, employee management, business development, accounting, etc.

Fortunately, the range of small business-oriented learning opportunities and training programs has never been broader for veteran and novice entrepreneurs alike. Seeking help is simply smart. No business owner can be adept at every aspect of operating successfully. Plus, conditions change, so keeping yourself informed is vital to long-term success.

The single most popular program in America is probably the SBA Small Business Training Network/E-Business Institute, which registers nearly a million users at its Web site each year. The Small Business Training Network is a Web-based conglomerate that can link you to online courses, workshops, publications, learning tools, information resources and access to electronic counseling and other types of technical help. For details on the Small Business Training Network, go to www.sba.gov and click "Training" under the site's Services section.

Free online courses are offered on about 75 topics in areas such as business startup, growing your business, home-based business and re-engineering your skills. Sample titles include: Growth Strategies; Analyzing Profitability; Building Your Brand; and, Understanding Business Insurance.

The Tools section of www.sba.gov gives you access to an extensive library of articles, podcasts, and Web chats on various small business issues.

Local SBA-sponsored training events are offered nationwide. These range from breakfast talks on local economic conditions, to brown-bag networking lunches, loan seminars, startup workshops and free business assessments. Simply go the Local Resources section of www.sba.gov and click your state on the Web site map for a calendar listing dates and event details in your area. You can also sign up for free newsletters issued by your state SBA office.

In addition, dozens of top colleges and universities offer business training courses you can take online or in more traditional classroom environments. Most require a fee, and some may have educational prerequisites. Advisors at the individual schools will help you identify one or more courses that are best suited to your needs.

To learn more about training opportunities your small business, contact SCORE "Counselors to America's Small Business." SCORE is a nonprofit organization of more than 10,500 volunteer business counselors who provide free, confidential business counseling and training workshops to small business owners. Call 610.327.2673 for the Pottstown SCORE chapter, or find a counselor online at www.pottstownscore.org.

REGIONAL CHAMBER ROUNDUP

Please see pages 33-39 for the TriCounty Area Chamber of Commerce news and information section.

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!

Do you need a head shot?

The Spring-Ford Chamber of Commerce and Pam Baumann Photography are teaming up to provide two days in July where you can stop in and get a Head Shot done for an affordable price! Dates will be as follows:

Wednesday, July 24th - Keller Williams:
2:00pm – 7:00pm

Thursday, July 25th - Brewed
Awakenings: 11:30am – 3:30pm

Sign up times and prices will be available at the Spring-Ford Chamber website.

CHAMBER NOTES

- REGISTER NOW for the Limerick Community Day on August 24th
- Thank you to The Lewis Group for hosting the RBA /Spring-Ford Chamber Mixer
- The Chamber is looking for members to participate in the following committees: Women In Networking, Special Events, Finance and Award Nominations. If you are interested, please contact the Chamber office
- The offers advertising opportunities on our website, event postcard and our email blasts. If you are interested in any advertising opportunities please contact the chamber office.
- If you are interested in hosting a mixer or workshop in 2019 please contact the chamber at 610-489-7200 or email atinfo@springfordchamber.com

UPCOMING EVENTS

RSVP for all events online at
www.springfordchamber.com

Thursday, August 15 – Shark Think Tank

Copperfield Inn at Lakeside
11:30am – 1:00pm

*Business Owner Members only

Wednesday, August 21 – Five Chamber Mixer

Pope John Paul II High School
5:00pm – 7:00pm
Free for Members only

Saturday, August 24 – Limerick Community Day

Manderach Park
4:00pm – 7:00pm
Business Expo
Food Truck Festival
First Respondent's Expo
RAM Nation/Spring-Ford School District
Family Movie Night following at Dusk

SAVE THE DATE

Thursday, September 26th – Chamber Member Appreciation Night

6:00pm – 9:00pm
Free for Chamber Members Only

A Mixer for Collaboration!

On Monday, June 3rd, the Spring-Ford Chamber of Commerce and the Royersford Business Association came together at the Stoveworks in Royersford to celebrate the coming collaboration of these two great organizations. Whether it is National Night Out, our respective community days or our mixers and workshops. These two organizations have vowed to offer our members reciprocal opportunities. Members of each organization will be able to take advantage of each other's amazing events. The purpose of this collaboration is to help our great community grow and succeed. There are wonderful things on our horizon and the Royersford Business Association, and the Spring-Ford Chamber take great care in helping our community grow and thrive.



REGIONAL CHAMBER ROUNDUP

Please see pages 33-39 for the TriCounty Area Chamber of Commerce news and information section.

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



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."

WELCOME NEW CHAMBER MEMBERS!

Adam Supplee

Alpine Sanitation

Bank of America

Boho Boro

Coralust Solutions Westside

The Desmond Hotel

Elizabeth Le

HC Design

Holy Ghost Orthodox Church

One More Shot Photography, LLC

Pennsylvania Recovery Center

Phoenixville Area Positive

Alternatives - PAPA

Reads & Company

Sedona Taphouse

Spotts Insurance Group

UPCOMING EVENTS



2019 marks the Chamber's 90th year of serving the Phoenixville business community. We're celebrating all year long with events and excitement, ending with a Roaring 20s Charity Gala on November 23rd at Rivercrest Golf Club & Preserve. For more information, visit www.phoenixvillechamber.org!

Young Professionals Networking Event (YPN) – Tuesday, July 2nd, 6:00 PM @ Great American Pub, Phoenixville

Join the Phoenixville Chamber and the Jaycees at the Professional Networking Group in the Phoenixville Area. Created for business minded people aged 21 to 40 to gather in a relaxed atmosphere, YPN meets the first Tuesday of every month.

Join us to network with other young professionals. Refreshments will be provided with a Cash Bar. Bring plenty of business cards. Visit our website at www.phoenixvillechamber.org for information and registration

Networking @ 9 - Wednesday, July 24th, 9:00 am, Steel City Coffee House

Bring your business cards, grab some coffee, and do some networking Cost: free

We Heart(Stone) Networking & Coffee! - Tuesday, August 13th, 9:00 am, Heart Stone Coffee, 400 Franklin Avenue, Phoenixville

Join us for a morning of coffee and networking with our friends at Heart Stone Coffee in Franklin Commons! Bring your business cards and meet us in the cafe for an exciting morning that includes a fun networking activity and giveaways! Cost: free

Ribbon Cutting: Reads & Co. Friday, June 7th, 6:30 PM, 234 Bridge Street, Phoenixville

Help us welcome an exciting new addition to Downtown Phoenixville... an independent book store! Cost: free

July Monthly Membership Breakfast – Tuesday, July 9th, 7:15 - 9:00 AM @ Phoenixville Area School District

Join the Phoenixville Chamber and the Phoenixville Area School District for a morning of education and networking. Dr. Alan Fegley, Superintendent of PASD will give an update on the State of the District. Visit our website at www.phoenixvillechamber.org for information and registration

Cost: \$20 pre-registered, \$25 at the door. \$30 for non-members.

Rockin & Reelin Summer Concert and Music Series - Saturday, July 20th, 4:00-10:00 @ Reeves Park

Outdoor concert by Elle & the John Doe Band in the Bandshell! Afterward, join us for a showing of Spideaman: Into the Spideverse (PG) on the baseball field. Movie starts at dusk! Come hang out, listen to some live music, shop local vendor stands, grab something to eat from a food truck, then grab your blankets and chairs and enjoy the movie! Cost: free

SAVE THE DATE - Roaring 20s Charity Gala - Saturday, November 23rd, Rivercrest Golf Club & Preserve

The Chamber is closing out its 90th year in style with a Roaring 20s Charity Gala to raise money for one lucky local non-profit organization. Dress in your 20s best and celebrate with us in our Speakeasy at Rivercrest, and stay for an awesome afterparty. Tickets are \$125. Please visit www.phoenixvillechamber.org for information

Phoenixville Events

First Fridays in Downtown Phoenixville – July 5, August 2, September 6, October 4 6:00-10:00 PM

Visit our Phoenixville on the First Friday of every month, May through October, to experience the vibe of our eclectic town. Sample some of the region's best craft brews, grab some local eats, shop our sweet boutiques, and listen to live music on the street. Main Street is closed between Bridge & Church Streets to allow vendors to set up and showcase their wares. Visit www.phoenixvillefirst.org to apply to be a vendor!





Making the Web Work for You

Full Service Digital Agency

- Responsive Web Design
- Expertise in Wordpress and Shopify
- Digital Marketing
- SEO and Local SEO
- Social Media Management
- Paid Ad Management
- Online Review Management
- Web Hosting and Domain Registration

Does your website stand out from the competition? Does it drive real business to you each and every month? Your website isn't just a static online business card; it's an extension of who you are and what you have to offer. It should be more than just a website that people look at after they know who you are; it should be a marketing vehicle that drives real business to your virtual doorstep.

Get a **FREE** Website Evaluation and Action Plan Today

Just call Tiras Buck at 215-801-0290
or email tiras@amitydigital.com



YUCHA
MEDICAL PAIN MANAGEMENT &
CHIROPRACTIC REHABILITATION



Growing to Better Serve You



- Medical Pain Management
- Medical Weight Loss
~Lose up to 30lb in 30 Days!~
- Regenerative Medicine
- Stem Cell and PRP Therapy
- In-House Pharmacy
- Medical Marijuana
- Physical Therapy
- Chiropractic

Randy E. Yucha, DC
Mary Kashurba, MD
Rod Gabel, DC
Lucas Rizzardi, DPT
Shannon McCormick, PA-C
Tony Odell, DC

We are the only integrative pain management clinic in the region that offers services from a medical doctor, physician assistant, physical therapist and chiropractors!

WE GET YOU BETTER FASTER

***NO LONG-TERM
TREATMENT PLANS***

CALL US TODAY!
610-326-2706

Yucha Medical Pain Management & Chiropractic Rehabilitation
435 W. Cedarville Road, Pottstown, PA 19465
Tel 610.326.2706

WWW.YUCHAMEDICALCHIRO.COM