

ROUTE 422

SEPTEMBER 2022

BusinessAdvisor

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



GOOSE'S HOME OF THE BIG BRANDS

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 Testing
- Respirator Clearances & Fit Testing
- Hearing & Vision Testing
- OSHA & DOT Regulatory Compliance Assistance
- Travel Medicine Clinic
- Onsite Health Services Available
- Occupational & Physical Therapy
- Physical Capability Screenings

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



Pottstown Hospital

TOWER HEALTH

Advancing Health. Transforming Lives.

Pottstown Hospital Occupational Health



OCCUPATIONAL HEALTH PROVIDERS



**Joseph Albert, DO, MRO,
DOT Certified Medical Examiner
Medical Director**

Dr. Albert has over 20 years of comprehensive Occupational Healthcare experience. His experience in emergency department medicine is an asset to our team. Dr. Albert is a certified Medical Review Officer and a DOT Certified Medical Examiner.



**James Stephenson, MD, MRO,
DOT Certified Medical Examiner**

A skilled Board-Certified Occupational Health medical provider and surgeon, Dr. Stephenson has over 30 years of clinical health care experience. Dr. Stephenson is a certified Medical Review Officer and a DOT Certified Medical Examiner. An avid traveler, Dr. Stephenson also oversees the Travel Medicine Clinic at our occupational health clinic.



**Monica Kwan-Consigli, PA-C,
DOT Certified Medical Examiner**

Monica has been employed at Pottstown Hospital for over 20 years. During this time, she has been a dedicated medical provider for our Occupational Health Team and Pottstown Hospital's Employee Health Department. Monica's health care expertise in both departments is well respected.



**Theresa Cedzo PA-C,
MSA Health Care Administration,
DOT Certified Medical Examiner**

Theresa's 30 years of comprehensive Occupational Health Medical Provider and Occupational Health Clinic Management expertise is an asset to our team. Theresa also leads our ancillary clinic team.

For More Information: Kathleen Kelly O'Hara,
Client Service Coordinator 610-326-2300 ext. 5555

Occupational Health

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

Find out how
where you bank
can help **you** *and*
your **community.**



We **support** more than **500 organizations** that have a **local impact.** Your membership makes us a stronger credit union so we all can build **stronger communities** together.

VISIONS

FEDERAL CREDIT UNION

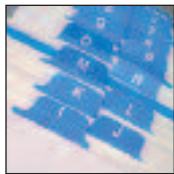
visionsfcu.org/cares

Pennsylvania | New York | New Jersey

Federally insured by NCUA.



Cover Story: Goose's Montecristo Lounge and Tobacconist of Limerick, PA carries a vast array of premium cigars, vape, hemp/CBD products, roll-your-own tobacco, hookah supplies and more, while the 2,500-square-foot lounge provides a comfortable space for smokers to relax, or play a game of pool or chess with fellow tobacco aficionados.



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



30
Chester Perfetto Agency, Inc. and TravelSafe Insurance Acquired by Chris Montgomery

Visit 422bizmag.com for...

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



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

Contents

- 10** | Focus on Engineering / Environmental Engineering Firms
- 18** | Social Media Tips
Planning Ahead for Holiday Success
- 20** | Marketing Tips
Media Buying 101
- 22** | Technology Tips
Maximize Productivity from Your Workforce
- 33** | Regional Chamber of Commerce Round-Up
Greater Reading / Perkiomen Valley / Phoenixville / Spring-Ford / TriCounty Area / Montgomery County
- 38** | The SBRA Community
Future Entrepreneurs—Amazing Students
- 40** | Business Growth Tips
Three Key Components to Identify Errors in Your Business Financials
- 43** | Ask SCORE
Protecting Your Intellectual Properties
- 45** | Ask SCORE
Sharpening Your Small Business Skills
- 48** | Legal Perspectives
A Landlord's Guide to Eviction
- 54** | Advertised Services Directory
What You Are Looking For — At Your Fingertips
- 55** | Downtown Marketing & Development
Flooding in Downingtown

... 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

To contact the Route 422 Business Advisor:

phone: 610.323.6253; fax: 610.970.6194; email: bill@422business.com

RE/MAX ACHIEVERS REAL ESTATE



Celebrating
35

YEARS IN BUSINESS

RE/MAX ACHIEVERS INC
COLLEGEVILLE OFFICE: (610)489-5900
POTTSTOWN OFFICE: (610)326-1200
WWW.ACHIEVERSPA.COM



AGENTS! Would you like to join
RE/MAX Achievers and sell real estate?!

Call John E. Ohler, Broker/Owner
Nicole Roman, VP at 610-489-5900!

Call RE/MAX Achievers for all of your real estate needs!
Award winning Realtors are at RE/MAX Achievers!
OVER \$150 Million Sold in 2021!

YOUR ONE-STOP FOR MACHINE & DRIVELINE SERVICES!

Celebrating our **50th ANNIVERSARY** this year, our machine shop, welding and fabrication team is known for custom work. We are here to help whether you need tooling developed for a manufacturing line, or maintenance and repair needs. We also specialize in driveshaft, PTO and hydraulic cylinder services. Our driveline partners include:

SPICER

MERITOR

sonnax

LEVAN
MACHINE & TRUCK EQUIPMENT

3417 Pricetown Road, Fleetwood, PA
610-944-7455 www.levanmachine.com

OTHER SERVICES OFFERED BY OUR TEAM INCLUDE:

Work Truck & Van Upfitting • After-Market Truck Accessories
Spray Liner • Custom Lighting • Liftgates • Toolboxes & Storage
Snowplows & Spreaders • Truck & Trailer Maintenance & Repair



Serving customers throughout PA, NJ, NY & MD!

HOME OF THE BIG BRANDS:

GOOSE'S MONTECRISTO CIGAR LOUNGE AND TOBACCONIST

By Kathy Hunt

Craving a luxurious, Connoisseur Edition Montecristo cigar? Looking for the latest, innovative vape product from world famous producers such as SMOK? In need of a relaxing Tree-Rolls CBD pre-roll or, conversely, an invigorating 28 BLACK energy drink? You will find all of this and more at Goose's Montecristo Lounge and Tobacconist at 250 West Ridge Pike in Limerick. John Giese Sr., VP of Sales & Marketing, puts the marketing emphasis on "Goose's being the home of the BIG BRANDS not only in Pennsylvania but across the USA!".



JOHN GIESE SR.

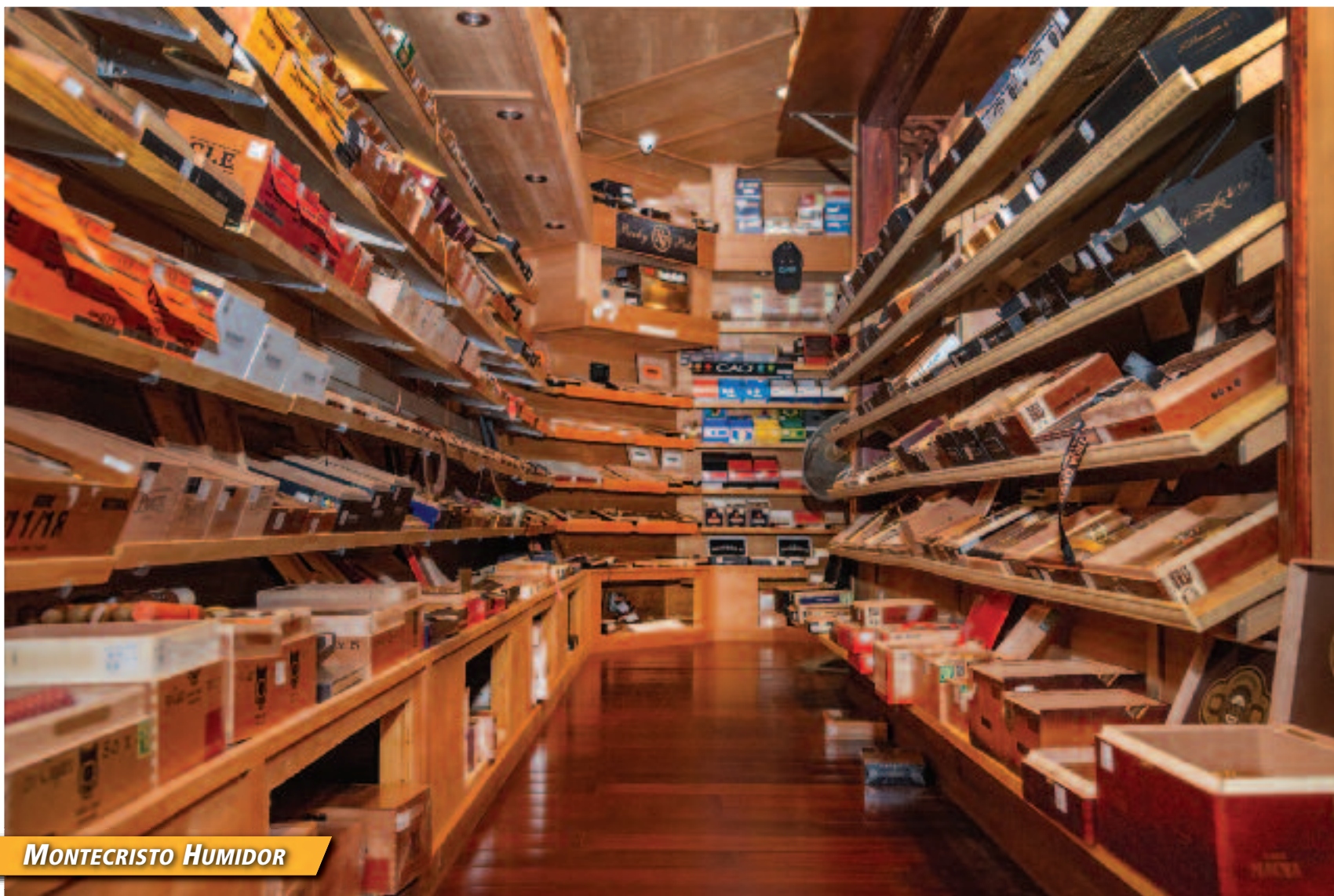


Montecristo Super Humidor

LOCATED AT 250 WEST RIDGE PIKE IN LIMERICK



PHOTOS BY STYLISH IMAGES



MONTECRISTO HUMIDOR

The destination for Montecristo cigars

In business since 2010, Goose's Montecristo Lounge and Tobacconist was the brainchild of Joanne Giese, John Giese Sr, John Giese Jr and Brian Bruno. The company name is a play on his family surname, which is pronounced "geese." It is also a nod to the luxury cigar and cigarette brand Montecristo, which was produced in Cuba since 1918 and in the Dominican Republic since the 1970s. Today, it is owned by Altadis U.S.A.

As you might expect from a business with "Montecristo" in its name, Goose's features a full line of Montecristo, hand-rolled cigars. That includes the brand's exclusive Connoisseur Edition, the Montecristo New York Edition, which is a top-seller in the Goose Humidor.

"We are proud to be a Montecristo Lounge," said Giese. "It's a prestigious designation and we have a great team, the Altadis company, backing us."

Montecristo ranks high with critics and consumers. Since 2020, the luxury lifestyle magazine the *Robb Report* has put Montecristo on its "best of the best" list of premium cigars. In 2022 the magazine described the brand's medium-bodied Signature Espada as having a "smooth creaminess that remains to the last puff."

Although Goose's may possess the designation of a Montecristo cigar lounge, the store carries far more than



this one brand. It has a range of iconic Altadis brands, including Romeo y Julieta, H. Upmann, Aging Room, St. Luis Rey and Vega Fina. Lining the shelves of its Spanish cedar, walk-in humidor are such brands as Macanudo, CAO, Rocky Patel, Fratello, Ashton, Padron, Fuente, Alec Bradley, Oliva and Drew Estate. Goose's offers 2,500 open boxes from which customers can select their cigars. Giese noted that his store provides its clients with the best prices on Montecristo, Romeo and Julieta, Vega Fina, and St. Luis Rey.

Continued on page 8)



(Continued from page 7)



One-stop-shop for distinctive smoking accessories and tobacco

Once a customer has stocked up on cigars, the next item needed might be a lighter or an accessory. Goose's has Vertigo and Zippo lighters, Xicar cutters, ashtrays and humidors for the home or office. It also has Boveda's two-way humidity control packs, which keeps humidors at a steady 69 to 72 percent.

For cigarette and pipe fans, Goose's offers 50 tobacco varieties from the United States' oldest tobacco company, Sutliff Pipe Tobacco. It also sells Sago and Gambler roll-your-own tobacco and tubes, which come in king size and 100's. For those interested in commercially produced cigarettes, the store's best seller is Seneca from the native-owned Grand River Enterprises in Six Nations, Ontario, Canada.

"If you look at the tobacco industry's figures on pipe tobacco, it's through the roof," Giese said. "It's not because everyone is walking around with a pipe. It's because people use pipe tobacco to roll cigarettes. There's a lot of

flavor and good taste with pipe tobacco. So, when they're buying a 16-ounce bag of pipe tobacco for roll-your-own, that's going toward the overall tonnage," he said.

For the pipe smokers, Goose's showcases the luxury brands Savinelli and Peterson of Dublin. Originating in Milan, Italy, Savinelli pipes are made from Italian briar and contain a signature triangular balsa wood filter. Established in 1865 and based in Ireland, the award-winning Peterson is the oldest continuously operating briar pipe factory in the world.

The store also sells hookahs, smoking devices that date back to ancient Persia and India. Also known as a water pipe, a hookah consists of a bowl mounted over a water vase with a long tube. Smoke travels through the water, where it's cooled, and then is pulled up through the tube to the smoker's mouth. Hookahs use molasses-laced tobacco, or shisha, which Goose's also sells.



High quality products for a high quality vape experience

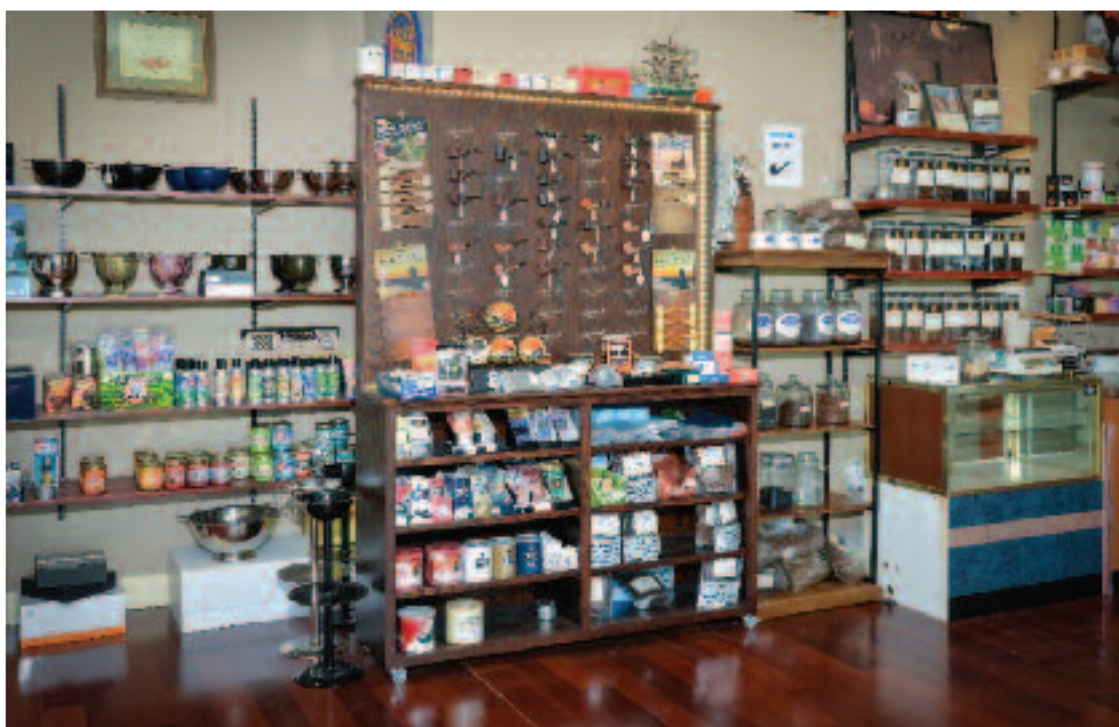
When the Giese Family first looked at the 5,700-square-foot space on Ridge Pike that houses Goose's, they thought that it was too large for their business. Once they started envisioning the business's layout — an office, a cigar lounge, retail area — they realized that the additional space would give them the opportunity to specialize in not only premium cigars but also destination categories. They could cater to "the lit" as well as "the unlit." Within the tobacco industry, "the lit" refers to tobacco that you light or burn. "The unlit" pertains to electronic cigarettes or "vaping," where you heat rather than burn a substance and inhale the vapors.

Goose's sells both disposable and refillable vape devices. These include vape pens, mods, and tanks from such esteemed brands as SMOK. It also carries juices, such as the American-made Halo e-juices or vape juices. Produced by Halo Cigs in a 110,000-square-foot, FDA-registered facility, these liquids come in four flavors — Tribeca Tobacco, Turkish Tobacco, Fusion Unflavored, and Subzero Menthol — and with different nicotine concentrates.

"The vaping world took a big hit after the black-market vaping deaths," Giese said. "Then, when JUUL took a hit about a month ago, a lot of people started coming in and buying vaping devices. They were afraid that they wouldn't be able to get these products anymore."

In June 2022 the Food and Drug Administration ordered the removal of JUUL electronic cigarettes and pre-filled cartridges from the U.S. market. This was due to inconsistent and conflicting safety data about JUUL's products. In July 2022 the ruling was reversed.

"We look upon vaping as a smoking cessation product. We carry a variety of juices for vaping. What has become popular in the juice line is salt nicotine juices, which mimic the taste of a cigarette but it's not a cigarette," Giese said.





Goose's . . . The place to go for leading CBD products

For anyone searching for CBD (cannabidiol) and smokable hemp products, Goose's provides both. One of roughly 113 cannabinoids present in cannabis plants, CBD relaxes but does not produce the high associated with cannabis use. As long as it contains less than .3 percent THC (tetrahydrocannabinol), the psychoactive ingredient in cannabis, CBD is legal to possess and consume in Pennsylvania. The same holds true for hemp.

A 2020 *Forbes* magazine survey indicated that over 60 percent of Americans have tried some form of CBD and believe that it has medicinal value. The top reasons cited for CBD use are relaxation, pain alleviation and improved sleep.

At Goose's, first-time and repeat CBD users have a wealth of choices and informed advice. They can acquire such CBD-infused items as gummy bears, vape juice and "cannadips," which are reminiscent of snuff, as well as hemp oil, creams, tinctures, cigarettes, energy shots, and even bacon-flavored hemp extract for dogs. Its most popular CBD/hemp product, though, is Tree-Rolls. This packaged hemp pre-roll contains organically grown hemp flowers and rolling papers.

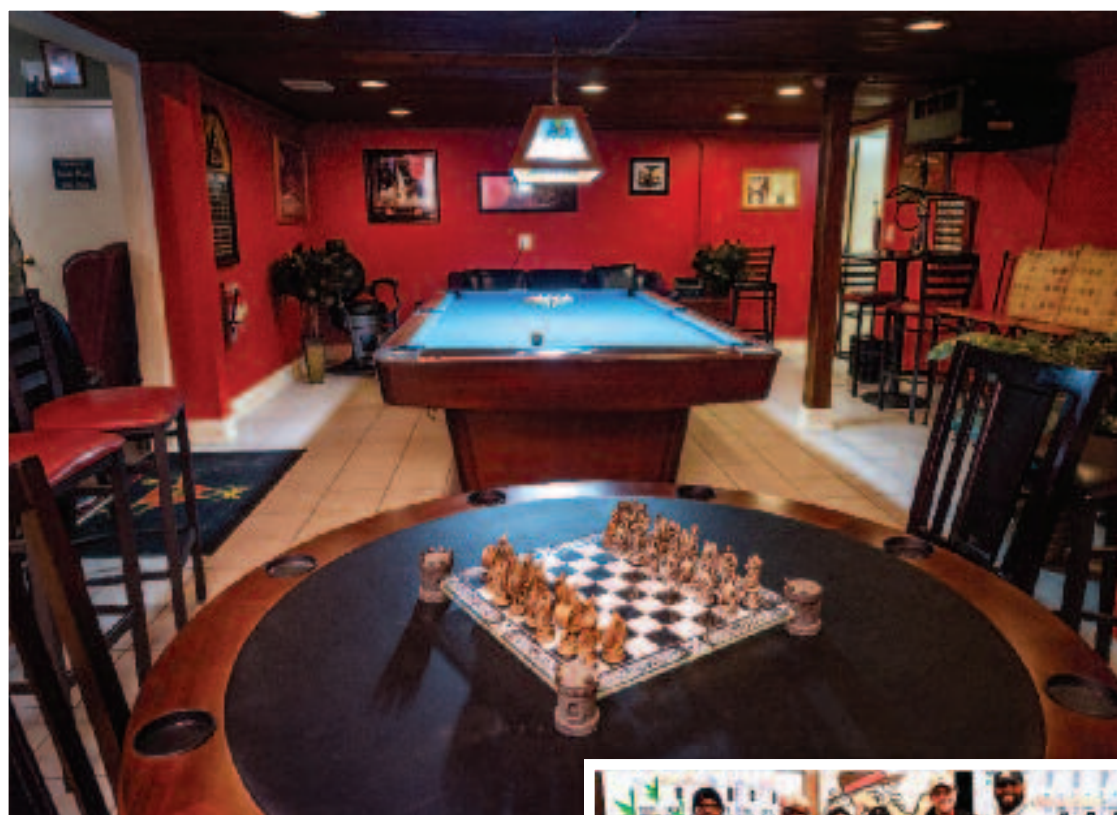
"Tree-Rolls makes a product called Tree-Bites gummy that people eat to feel relaxed," Giese said. "Our country has an aging population, and a lot of people have arthritis and aches and pains. CBD is a much better, safer alternative for pain than opioids. We want to create a store-within-a-store with a CBD/hemp health wellness center. Even now, Goose's is the store in the region for quality-controlled CBD products and smokable hemp. We vet all products we sell in the CBD/Hemp universe to assure quality at the best price."

A boost of energy with 28 BLACK

For those customers feeling tired or a bit too relaxed, Goose's has just the cure, 28 BLACK energy drink. 28 BLACK is an energy drink "for different lifestyles, different expectations and new challenges every day."

"28 BLACK is just hitting the market in the Northeast and we're excited to be carrying it," Giese said. "In the coming months we'll have events at Goose's centered around 28 BLACK." He added that 28 BLACK competes with Red Bull for consumers' palates and wallets. It comes in such flavors as Classic, Classic Zero, Sour Cherry, Sour Mango-Kiwi and Açai.

Along with this energy drink, the store sells Coke products, Gatorade and more. Goose's Montecristo Lounge members also have the option of bringing their own alcoholic beverages to the lounge's private bar.



Light up and relax in the Lounge

Goose's expansive space has enabled Giese to create a smoking lounge for his customers. The 60-seat room includes TV screens, a pool table, dart board, card table and chess set. It also contains a wet bar where regulars store their beverages and a radio and TV studio, which is managed by Goose Pond Media.

The entire lounge can be reserved for meetings, birthday, bachelor or cigar parties, and other smoking or non-smoking events. Although non-smoking events at a cigar lounge may sound counterintuitive, Goose's merchandises a range of smoke eliminating sprays and candles. It also possesses \$30,000 HVAC unit that draws clean air in and pushes smoke out, enhancing air quality and ventilation in the Cigar Lounge.

Goose's sells lounge memberships, which provide access to the lounge, discounts on cigar purchases and use of humidity- and temperature-controlled storage lockers. A silver membership costs \$200 per year. A gold membership, which includes a locker, is \$400 per year. Platinum goes for \$1,000 per year and features the use of two lockers.

"In the last year, membership has exploded. We have 55 new members," Giese said.



Cool 98.5 FM Plus the Undefeated G.O.A.T.S. with Kevin "Flow" Towns

Several years ago, Giese set up a radio and TV studio at Goose's. The intention was to create podcasts and other content about cigars and sports. Undefeated G.O.A.T.'s podcast, has produced a unique product for our Cigar Lounge. Kevin "Flow" Towns and his team invite brand owners, representatives and others to come in and talk about their products and sports.

"G.O.A.T. stands for 'greatest of all time,'" Giese said. "We talk to people about who's the greatest of Phillies team and why."

In part, what prompted the creation of the podcast and broadcasting studio was WXPB 98.5 TV and Radio Studios. Located in the same 10,000-square-foot building as Goose's, the independent radio station focuses on the communities of and events around Pottstown, Royersford, Spring City, and Phoenixville.

"Having WXPB here greatly enhances our marketing abilities and our ability to get the word out about the podcast and events," Giese said. "And they play retro music, which ties right into Goose's retro sports talk show. It's a great fit."

Located at 250 West Ridge Pike in Limerick, Goose's Montecristo Lounge and Tobacconist is open seven days a week. On Monday its hours are noon to 8 PM. Tuesday through Saturday it welcomes customers from 10 AM to 8 PM and on Sunday from 11:30 AM to 7 PM. For additional information, stop by the store, consult the website <https://www.cigargoose.com/>, or call 484.902.8770.

FOCUS ON ENGINEERING / ENVIRONMENTAL ENGINEERING FIRMS



OUR SERVICES INCLUDE:

WATER FACILITIES ENGINEERING | WASTEWATER ENGINEERING
MUNICIPAL ENGINEERING | STRUCTURAL ENGINEERING
TRAFFIC & TRANSPORTATION ENGINEERING | CIVIL ENGINEERING
ENVIRONMENTAL ENGINEERING | PLANNING & SITE DESIGN
SURVEYING | CONSTRUCTION ADMINISTRATION & OBSERVATION
GEOGRAPHIC INFORMATION SYSTEM | DRONE SERVICES

CONTACT US TODAY FOR YOUR NEXT PROJECT!

Corporate Office: 949 Easton Road, Warrington, PA 18976 | 215-343-5700
433 Lancaster Avenue, Suite 200, Malvern, PA 19355 | 610-489-5100
630 Freedom Business Center, Third Floor, King of Prussia, PA 19406 | 610-572-7093
105 Raider Boulevard, Suite 206, Hillsborough, NJ 08844 | 908-874-7500

WWW.CARROLLENGINEERING.COM | INFO@CARROLLENGINEERING.COM



ENGINEERING YOUR SUCCESS

CIVIL-SITE | MECHANICAL-HVAC | ELECTRICAL
WATER RESOURCE | PLUMBING | ENVIRONMENTAL
GOVERNMENT & MUNICIPAL | LAND SURVEYING

LOCATIONS IN WYOMISSING & POTTSTOWN
WWW.MCCARTHY-ENGINEERING.COM
610.373.8001

Carroll Engineering Corporation

Carroll Engineering Corporation (CEC) continues to provide quality engineering and surveying services to clients throughout Pennsylvania, New Jersey, and parts of Delaware since first opening its doors in 1973. We are known to a wide range of authority, municipal, public, and private clients in the region for our highly recognized professional services.

CEC currently has a staff of approximately 90 employees divided into nine interrelated departments, five of which represent specific engineering functions being Municipal, Water / Wastewater, Planning & Site Design, Structural, and Traffic & Transportation Services. The remaining four departments include Surveying, Construction Administration & Observation, Geographic Information System (GIS) / Computer Aided Drafting & Design (CADD), and Administrative, all of which are support departments to our engineering services. Our services have expanded to include the usage of high-tech capabilities, Drone / UAV, and 3-D Laser Scanning Services, to ensure data precision and accuracy for our client's projects. All our departments serve as valuable resources to each other. Our dedicated staff is a testament to our firm's growth, with the experience provided to

each of our clients resulting in a large number of sustainable long-term relationships.

CEC has a staff of professionals with state or national registrations and certifications in engineering, planning, surveying, and geology. In addition to professional registrations,

many of our staff have supplemental certificates including LEED AP. We are focused on identifying and eliminating potential problems and always take an innovative design approach.

Our corporate office is in Warrington, Bucks County.

We also have offices in Malvern,

Chester County, King of Prussia, Montgomery County and Hillsborough, Somerset County, New Jersey.

To learn more information about our firm and our high-quality services, be sure to check us out at www.carrolleengineering.com and follow us on LinkedIn, Facebook and Twitter. If you need any engineering or surveying support on your next project or have any questions about CEC, please contact Joel Ardman, Vice President directly by email at jardman@carrolleengineering.com or phone at 215.343.5700 ext. 243, or reach out to Zuzanna Reese, Business Development Specialist at zreese@carrolleengineering.com or 215.343.5700 ext. 220.



McCarthy Engineering Associates Inc.

McCarthy Engineering Associates, Inc., with offices in Wyomissing and Pottstown, is a multidisciplinary engineering, consulting, planning, and environmental services firm. We provide services to industrial, commercial, health care, educational, governmental, and residential clients throughout the Northeast United States. Our capabilities range from civil engineering, land development, structural design, water resource management, surveying and mapping to mechanical engineering, plumbing design, electrical engineering, and fire protection design. Jim McCarthy, owner, incorporated the business in June 2000 with a vision to create a different kind of engineering firm. Twenty-two years later, McCarthy combines the latest technologies, the most knowledgeable associates and out-of-the-box problem solving to complete client projects.

McCarthy offers its clients a professional team that includes engineers, surveyors and designers, many of whom have more than 30 years of individual experience in their areas of expertise. This knowledge has directly resulted in highly satisfied clients and hundreds of successful projects. Our strength is found in our team members' knowledge and desire to provide timely and high-quality service. This is the strong foundation upon which the company is built. The high ratio of repeat business can be attributed to our philosophy of doing things right the first time on time! McCarthy Engineering is your design partner. We Engineer Your Success!

For additional information, please contact: McCarthy Engineering Associates, 2500 E. High Street, Suite #630, Pottstown, PA 19464; Phone: 610.369.3190; Web: www.mccarthy-engineering.com.

BUSINESS SPOTLIGHT

RT Environmental Services, Inc.

Since 1988, RT Environmental Services, Inc. (RT) has been providing environmental engineering and consulting services to our clients throughout the northeastern United States and beyond. RT provides environmental due diligence, permitting, engineering, and remediation services to the real estate, banking, industrial, and legal sectors. We are a client-focused business and pride ourselves in providing reasonable & cost-effective solutions to our client's environmental issues. The lines of communication are always kept open between our professionals and our clients, and the technical solutions we provide are rooted in practicality. We are experts in our field and maintain a working knowledge of the ever-changing environmental regulations at both the state and federal levels. Our longevity and success in the industry has allowed RT to establish good working relationships with government officials and

regulators alike. RT always aligns our goals with those of our clients, and we strive to maintain the highest level of professionalism with all of our projects, regardless of cost and size.

RT offers services which include environmental assessments, soil and groundwater investigations, site remediation, environmental permitting, and indoor air quality services, to name a few. We also assist our clients with addressing sites under the various state and federal environmental cleanup programs. RT's team is made up of environmental scientists, licensed professional geologists, and licensed professional engineers. Additionally, several of our senior level managers maintain NJ Licensed Site Remediation Professional (LSRP) licenses in order to assist our clients with addressing sites in New Jersey through the NJDEP Site Remediation Program.



**For more information
on RT and our areas
of expertise,
you can contact us
as follows:**

**Email us at
rtenv@rtenv.com**

**Visit us on the web at
www.rtenv.com**

**Call one of our
environmental professionals
at 610.265.1510**

**For emergencies,
you can use
our 24-Hour Urgent Line
at 800.725.0593.**

RT's OFFICE LOCATIONS:

Pennsylvania

215 West Church Road
King of Prussia, PA 19406
Phone: 610.265.1510

2001 Waterdam Plaza Drive,
Suite 205
Canonsburg, PA 15317
Phone: 724.206.0348

New Jersey

553 Beckett Road, Suite 608
PO Box 521
Bridgeport, NJ 08014
Phone: 856.467.3476

We Are Hiring.

**RT is always looking for qualified
Environmental Professionals in all of our
offices. Please contact us at
rtenv@rtenv.com for more information.**



FOCUS ON ENGINEERING / ENVIRONMENTAL ENGINEERING FIRMS

Berks Surveying & Engineering — Connect with Expertise

For over 31 years, Fleetwood-PA-based Berks Surveying & Engineering, Inc. (BSE) has completed thousands of projects in Berks County and surrounding counties. Beginning with Boundary Surveying and Subdivision Planning, BSE has evolved to encompass all phases of Commercial, Residential, Industrial, & Agricultural Land Development Planning. Though all types of land surveying continue to be a staple service, the requests from customers looking for new construction permitting help and site design services have increased over the past three years.

Due to this demand, the need for Sketch Plans have been on the rise. This is a win-win situation for customers and for BSE — providing a specialty product that addresses potential zoning compliance and physical site condition issues that may impact improvements, development restrictions, and costs. This type of feasibility research and planning is done before more comprehensive land development planning and the municipal plan submission process which



Firehouse Coffee in Village of Maxatawny, Maxatawny Township, Berks County

requires multiple agency reviews, design costs, and associated fees.

This Sketch Plan Phase (Phase 1) gives property buyers, sellers, or developers an early opportunity to assess the potential success or pitfalls that may be associated with a particular property before moving on to Phase 2 or Final planning, such as Environmental Impacts, Access/Egress & Driveway Design, Erosion & Sedimentation Control, Stormwater Design, NPDES, or other specialized permit planning.



Scoupe deVillie Ice Cream Parlor, 460 N. Lewis Rd., Royersford, Limerick Township, Montgomery County

Striving to increase customer services has led to a fortunate progression of staff promotions at Berks Surveying & Engineering, Inc. Recently, Senior Project Manager and PA Licensed Professional Land Surveyor, Robert D. Hain, was promoted to help lead the company as Vice President.



Besides being a great asset as a CAD Drafter/Designer with over 25 years of experience, Rob is also a licensed Sewage Enforcement Officer and Licensed Drone Pilot, giving clients the advantage of having aerial drone photography of their site(s).

(Continued on page 14)

CONNECT WITH EXPERTISE

More than 30 years of experience in land development projects.

• Commercial, Industrial, Residential, Agricultural	• Site Analysis & Land Use Planning	• Legal Descriptions
• Subdivision & Land Development	• Boundary Computer Aided Design	• Expert Testimony
	• FEMA Surveys	• ALTA Surveys

Berks Surveying & Engineering, Inc.

Serving the Greater Reading Area

311 E. Main St. | Fleetwood, PA 19522
BERKS-SURVEYING.COM

610-944-8528

ATLANTIC AMERICAN PRECAST

EOE Including Disability & Vet

AAPWall.com

Atlantic American Precast (AAP) is a proud manufacturer of both Gravix® DOT/Rail Precast Wall and Forix® Precast Modular Wall Systems.

AAP Memberships & Certifications:

Proud Member of the Pennsylvania Precast Association & the National Precast Concrete Association

Certifications: Bulletin 75 Approved Producer: The Gravix Wall System, Logging Panels, Ground Mounted Sound Wall Post and Panels, F Shaped Single Face Barrier • Approved NDOT Producer: The Gravix Wall System • Approved Del-DOT Producer: The Gravix Wall System

CONTACT US TODAY!

Atlantic American Precast
1 Quarry Road • Douglassville, PA 19474
1-833-681-1571 • emailus@aapwall.com

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran. Atlantic American Precast encourages females and minorities to apply.

BUSINESS SPOTLIGHT

Atlantic American Precast (AAP)

Atlantic American Precast (AAP) was established in 2020 as a producer of specialized precast concrete earth retention structures for the heavy civil infrastructure sector. The *AAP* venture embodies a strong, 20-year working relationship with Earth Wall Products of Atlanta, GA, who is an industry leader in development of both mechanically and gravity stabilized earth walls for Departments of Transportation, Industrial, Commercial and Residential applications.

From our brand new, 18,000 square foot manufacturing facility in Douglassville, PA (within H&K Group, Inc.'s Trap Rock Business Center complex) *AAP* produces both Gravix and Forix precast concrete gravity wall systems, which are licensed exclusively through Earth Wall

Products. The *AAP* facility is situated on a 10-acre parcel and features a dedicated on-site Voeller batch plant with planned staging and storage yard areas. *AAP* is also an approved producer of Lagging Panels, Ground Mounted Sound Wall Post and Panels and F-Shaped Single Face Barrier for direct application in the heavy highway/infrastructure sector.

Our *AAP* facility is a certified producer for the PA, DE and NJ Departments of Transportation, and we are also a proud member of the Pennsylvania Precast Association and the National Precast Concrete Association.

Anyone seeking to understand more about the engineering and construction advantages of these remarkable products is encouraged to connect with *AAP* at 1.833.681.1571 or emailus@aapwall.com.



FOCUS ON ENGINEERING / ENVIRONMENTAL ENGINEERING FIRMS

(Continued from page 12)

Seeing a rise in new and expanding Agricultural Construction, we recently acquired an Ag Specialist and Estimates Manager, Amanda Marbarger. Mandy is certified to assist agricultural producers by providing simple PA manure management plans, Nutrient Balance Sheets, NRCS 590 Plans, and PA Act 38 Nutrient Management Plans. These plans will include farm purpose and goals, manure and soil test results, crop rotation history, soils information, animal type and numbers, manure storage and use, wastewater management, and any best management practices that should be implemented. This planning is considered alongside standard land development and soils conservation planning services.

And, another one-stop-shop benefit, BSE has qualified experienced consultants on staff to assist or manage Soils Testing for Sewage Permit Planning and Stormwater Control Plans required by PA DEP and for Municipal construction planning. This is a major benefit – especially to a buyer of property – because, if

on-lot septic is required and the soils are too poor for standard septic design, it's best to know upfront.

From concept through completion, our goal is to bring our expertise to work on behalf of our clients. We work diligently with our customers throughout the life of their project and represent them knowledgeably and professionally through municipal, county & state planning reviews. Berks Surveying & Engineering, Inc. is looking forward to helping our customers and our communities prosper and grow responsibly.



TRAFFIC PLANNING AND DESIGN, INC.

Moving Forward Together

An ENR 500 Top Design Firm serving the eastern United States since 1989

OFFERING THE FOLLOWING SERVICES

Highway Design	CM/CI
Bridge Design & Inspection	Multimodal Design
Traffic Signals & ITS	Environmental
Transportation Planning	Expert Witness

www.TrafficPD.com

EARTH ENGINEERING INCORPORATED
Geotechnical Engineers & Geologists

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

www.earthengineering.com

Corporate Headquarters: 610-277-0880 Central PA: 717-697-5701
Lehigh Valley: 610-967-4540 South Jersey: 856-768-1001

QUALITY * COMMITMENT * PERFORMANCE

Earth Engineering, Inc.

Earth Engineering Incorporated (EEI) is a full-service Geotechnical/GeoEnvironmental engineering consulting firm. We are composed of a group of proven professionals ready to provide swift and cost-effective service to meet the demands of any project.

"Your Success is Our Mission"

Driven to provide leading engineering solutions for any type of construction project, our geotechnical and environmental experts have over 30 years of expertise in enhancing construction design and safety. Focused on accurate subsurface site investigation, clearly defined recommendations, and innovative strategies to keep your project on time and budget, Earth Engineering Incorporated provides companies with reliable information and professional guidance for streamlined projects from start to finish.

Why Work with Earth Engineering Incorporated?

Our success in improving development projects of all sizes begins with our committed team of experienced geotechnical engineering and environmental experts. Utilizing a well-rounded approach to site analysis and organized foundation design, our comprehensive engineering solutions lead to clearer data, on-time projects, and improved confidence in the stability of your builds. When you trust our geotechnical engineering firm to investigate your site, you can expect quality engineering services, cost-effective services, and professionals with 30+ years of experience in the industry.

EARTH ENGINEERING INCORPORATED
Geotechnical Engineers & Geologists

Earth Engineering, Inc. is headquartered at
115 W. Germantown Pike, Suite 200, East Norriton, PA 19401.
For additional information, please call 610.277.0880 and visit www.earthengineering.com.



Forever Chemicals “Emerging” from Under Environmental Radar in 2022



By Mitchell E. Burack, Esq.

You may have read about some communities in the Area, having to deal with “Forever Chemicals” (e.g., PFOA and PFOS) resulting

from manufacturing and use of fire-fighting FOAM, showing up in drinking water supplies. This issue has rapidly evolved from a below-the-radar screen / “emerging contaminants” issue, into a fairly big deal that all businesses AND residents need to pay close attention to. Highly toxic Forever Chemicals and their equally or more toxic degradation products (having slightly different configurations of carbon atoms), have infiltrated soils, groundwater, surface waters, landfills, sewage sludge, and municipal drinking water well fields, and are believed to be a health hazard at barely detectable levels like .004 parts per billion. Unlike most other chemicals that can be found just about anywhere if you measure in parts per billion, the Forever Chemicals *are believed to be a health hazard at fractions of parts per billion* (e.g., as low as four parts per trillion!) You may be thinking: “Why am I telling you this?” The answer is next if you keep reading...

As a practical matter, this is starting to mean that any detectable level of the

chemicals is deemed to be a problem that may require treatment, or some other expensive plan to avoid human exposure. The regulatory complexity of this unfortunate problem is being magnified

by new requirements for PFOA/PFOS testing by water utilities as well as many businesses already engaged in periodic groundwater sampling, for any number of reasons. “Phase II” site investigations for property transactions are also suddenly starting to include such testing, because no business wants to get unexpectedly stuck with legal responsibility to prove to the government, or its employees or tenants, that the source is somewhere offsite and out of control of the property owner, rather than being a residual impact from historic manufacturing activity or previous use of foam to fight a substantial sized fire at the property (or firefighting training).

Like other newcomers to the groundwater sampling protocols in the past, Forever Chemicals may create some chaos as businesses and residents belatedly learn that they have a PFOA/PFOS problem. Until the regulatory agencies and insurance industry get their arms around this issue, the best approach will be one of CAUTION.

Mitchell Burack can be reached at 610.660.7790 (office phone); 610.952.2476 (cell phone); or email: MitchellBurack@BurackEnvironmentalLaw.com.

GOVERNMENT OF ALBERTA

BURACK ENVIRONMENTAL LAW OFFICE
TWO BALA PLAZA, STE 300, BALA CYNWYD, PA 19004

(610) 660-7790

MITCHELLBURACK@BURACKENVIRONMENTALLAW.COM



Mitchell E. Burack

Environmental Law is all I do.

My work includes stormwater permitting and disputes, underground tank issues, and government enforcement action resolution generally. I also frequently advise and represent businesses on issues of liability for potential site contamination caused by historic operations — invisible under buildings and pavement, **but threatening to devalue business property which you currently own.**

Whatever the issues, my goal is always to open a path to resolution, via **“mindful advocacy”** as an alternative to the substantial time and cost of an administrative hearing process or a civil lawsuit.

Similar issues arise in negotiating purchase and sale agreements for properties having history of industrial use, or even harmless-seeming neighborhood businesses such as dry cleaning or auto repair.

Sometimes I am contacted immediately after receiving a Notice of Violation or notice of an environmental claim; or early in the environmental due diligence period for a property sale; or even early enough to work with real estate counsel to negotiate a favorable allocation of environmental liabilities and a reasonable due diligence process. Sometimes it is a bit later in the game and some initial triage may be needed before “mindful advocacy” can succeed.

Whatever the case may be, **I get the job done** with the cards that are dealt. People who know me say that I am a good issue-spotter and problem solver who can cut through the noise and focus on a reasonable path to resolution. **I will do that for you;** and I also promise to give my Best Efforts at **thoughtful and value-added assistance**, as well as cost-effective time management from beginning to end.



*Mindful Advocacy
in Environmental Matters*

Burackenvironmentallaw.com

BusinessAdvisor

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



FOCUS ON ENGINEERING / ENVIRONMENTAL ENGINEERING FIRMS

Ludgate Engineering *Engineering for Land Development*

Ludgate Engineering has provided civil engineering for land development since the company was founded by Bob Ludgate Sr. in 1976. Although rules and regulations have changed, the planning process still deals with the several impacts imposed by almost all development plans.

While the site civil engineer provides plans to identify and offset or mitigate impacts, the Engineer must do so in a way that does not impede the essential functions the site shall provide, nor shall the plan compromise the Architect's vision of the development.

Each site plan deals with the impacts of traffic management and parking layout. Managing stormwater for



drainage and flood prevention often governs the design. Bringing sewer, water, and other utilities to the site can present difficult problems for the Engineer to solve.

Ludgate Engineering Corporation is headquartered at 10 Vanguard Drive, Suite 90, Reading, PA 19606; 610.404.7330.



**LUDGATE
ENGINEERING
CORPORATION**

Established 1975

ENGINEERS • SURVEYORS • LAND PLANNERS

Call 610-404-7330

www.ludgate-eng.com

10 Vanguard Drive, Suite 100, Reading, PA 19606

All County & Associates

Since 1992, All County and Associates, Inc. (ACA) has grown from a three-person firm, formed by All County Investments, Inc. (ACI). Located in Chester County, the firm offers a full range of civil engineering services, throughout eastern Pennsylvania. These services include

Construction Management; Civil Engineering; Environmental Permitting; Septic System Testing and Design; Land Surveying; Wetland Delineations and Mitigation.

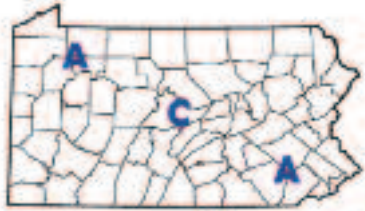
All County and Associates, Inc. is the first choice of the construction and real estate community. Having worked on thousands of projects, ACA sets itself apart by developing and maintaining long-term relationships. These relationships are represented through a dedicated referral network of satisfied customers. Our team is a trusted source for our rapid

and thorough responses, and our ability to handle a project big or small. We never deviate from our primary focus of helping them make informed decisions. It is our goal to have our clients educated and familiar with the processes. This allows for the best communication and understanding of ALL parties involved.

If you have an upcoming project and would like a proposal for our services, please call 610.469.3830 and visit www.all-county-assoc.com. Our team of licensed professionals look forward to getting to know you and learn more about your needs.

All County and Associates, Inc.

Helping You Make Informed Decisions




All County and Associates, Inc.

Full-Service Civil Engineering Firm

Civil/Site Engineering | Construction
Management | Environmental Services |
Land Surveying | Sewage Disposal
Systems | Wetland Delineation






Tel: 610-469-3830

Web: www.all-county-assoc.com

Email: info@all-county-assoc.com

Serving Berks, Bucks, Chester, Delaware and Montgomery County Since 1992



BUSINESS SPOTLIGHT

Witman Engineers & Consultants, LLC

Witman Engineers, located in Morgantown, Pennsylvania is a full-service Civil Engineering Consultant. While offering a wide range of services, we specialize in Commercial and Industrial Consulting, Construction Consulting to the Transportation Construction Industry and Residential Site Design. We serve all of eastern Pennsylvania, with projects located throughout central and eastern Pennsylvania, but go where our client's need us, even to southern Georgia.

One project of note was provided Field Engineering Services to Neshaminy Constructors, Inc, of Feasterville, PA for the replacement of the Limekiln Pike Bridge over the SEPTA's Lansdale Line. Our work included preparing Structure Demolition and Erection Plans, design of Temporary Excavation Supports, Beam Bracing and Concrete Formwork.

Our staff has designed, Bridges, Culverts and Roadways for the Department of Transportation and Municipal Governments. Industrial clients have included Montgomery Chemicals in Conshohocken and TIMAC Agro, USA in Reading. We also provide individual lot, Storm Water Management and Erosion Control Plans for residential home builders.

Witman Engineers is a member of The Associated Pennsylvania Constructors and American Road and Transportation Builders Association. We are PennDOT prequalified for Construction Engineering and Construction Surveying. You can learn more about us by visiting www.witmanengineers.com.



3417 Main Street, P.O. Box 742
Morgantown, PA 19543
610.913.5680





ONDRA-HUYETT
ASSOCIATES, INC.
Managers & Builders




Commercial | Data Centers & Mission Critical Facilities
Industrial & Manufacturing | Mixed-Use
Healthcare | Hospitality & Resorts | Educational | Religious

Delivering Construction Services since 1995

1284 North Court, Suite 210 | Millersville, PA 17305
478-661-1999 478-661-1729

PLANNING AHEAD FOR HOLIDAY SUCCESS



SOCIAL MEDIA TIPS

By Theresa Mintzer

I know that most of you are not ready to think about

the holidays. Guess what?

Now is the perfect time to start making a plan. If the trends of the last two years continue it is a safe bet that people will be making many online purchases.

Here are the things you should be doing now to set up for your success later:

- Confirm that all your information is up to date and consistent across social media.
- Try to build brand awareness through your social media. Use different social media sites like using Instagram, Reels, Stories, and ads. You could try something new like TikTok.
- Take advantage of back-to-school and Fall to grow your audience.



- Post regularly. If you can, start posting videos. You can retarget your viewers with ads at the holidays. If a video is doing well, consider boosting it. You can retarget that audience later.

- If you have a Facebook Pixel on your website confirm that it is working. If you do not have one, now is the time to install it. You want to be able to target website visitors with ads later.

- Did you have a mobile holiday shopping process last year? What worked? What did not work? Is the experience user friendly?

Now is the time to advertise your business. Ads will become more expensive as we get closer to the holidays.

If you need extra help, I offer Social Media and Facebook Ad Coaching to help businesses create a plan that works. Head on over to my website at MintzerSolutions.com for more information and to schedule an appointment.



Service
Stability
Strength

SCHATZ
ELECTRIC, INC.
Jeff Schatz,
Owner/President

"I feel confident that Tompkins will be with us in the future and help us grow even more," says Jeff. "And that's a good feeling"

Schatz Electric has been in business for 45 years. To keep the business growing, owner and president Jeff Schatz focuses on mastering new technologies and supporting customers 24/7—so he's always on the go. That's why he works with the teams at Tompkins, who proactively offer products and services that increase efficiency, such as remote deposit.

TOMPKINS

Visit TompkinsBank.com





KKBS Facility Services

HOW IT STARTED

KKBS Facility Services, headed by Mark Katzin, is a full-service janitorial company founded in 2005. Headquartered in Wyomissing, PA, KKBS provides service to all of Eastern Pennsylvania.

Mark began his career in the cleaning industry working for a national janitorial company as a janitor cleaning Toys 'R' Us. A few years later and after other cleaning jobs in the healthcare sector, he decided he wanted to take a chance with his last five hundred dollars and start his own cleaning business. When asked what he would've done if the business didn't succeed, he said, "It had to. Failure wasn't an option. It would've been easy to stop but for me hard to quit." Mark's mother and sisters were already cleaning professionally and the first thing he did was give them jobs and better pay when they started with the company. Now with revenues over \$1 million, you can say all the hard work over nearly 17 years has finally paid off.

It's been a long road of growing

pains; we have been able to implement a lot of technology including lots of automation to help us succeed. Our services are needed now more than ever. A huge spotlight has been put over the janitorial industry. We attribute our success to how we treat our employees. We offer many benefits including health insurance and 401k plans. From the moment a new employee walks through our doors, they can feel the difference in professionalism compared to other cleaning companies.

COVID

COVID made many people take the janitorial industry more seriously, and that trend looks to continue.

The mentality shifted, in some part, from cleaning for the sake of appearance to cleaning for health. Cleaning for health has been top of mind for KKBS Facility Services since before the pandemic. But during the pandemic, clients became more aware of germ neutralization in offices versus simply appearance. This heightened awareness in business leaders and their employees will likely continue

for the foreseeable future. It may not seem substantive, but lessening sick days adds value to a company. Not only will workers be out of work fewer days, but they'll also be happier because they are healthy. And healthy employees tend to be more productive employees. A lot of the "behind the scenes" work will come to the forefront as employees and customers will inquire about the steps a business takes to clean their offices, hallways, lobby and bathrooms, to name a few. Electrostatic spraying, for example, has become a trusted part of our success formula. Most cleaning experts didn't know about Electrostatic in December of 2019. Now, the solution has become known industry-wide thanks to its relative ease of use and 30-day longevity in preventing the brunt of harmful germs.

TECHNOLOGY

KKBS Facility Services has developed, implemented, and continues to maintain cutting-edge technology to define the definition, measurement, analysis, improvement, and control of all facets of our commercial janitorial services to

ensure that our operations are running well, and our clients are awarded the benefits. Peace of mind comes from the measurement of repeatable success. Effective facility management depends on timely and accurate communication regarding the status of your facilities. KKBS Facility Services technology system provides a complete solution for on-line reporting and data management — giving you a single source for your facility data, such as quality inspections and creation and management of tickets for request or quality complaints. We also manage clients periodic work with this system. In doing so, your non-routine tasks are always complete on time.

Client Response after using our system: Clients can submit tickets and work orders online and those are automatically sent to our cleaning techs in the field. Work order reminder emails for non-recurring work hold us accountable and the client can be confident these tasks are getting completed on time. We have over 150 of our processes fully automated and this allows us to focus on other parts of our business.

For additional information about KKBS Facility Services, please call 610.401.0620 and visit www.KKBSFacilityServices.com.

Turn Over a New Leaf.

Register for Fall Training Now!

To Learn More & Register

Visit tinyurl.com/GRCAtaining2022
Or Scan the QR Code

MEDIA BUYING 101



MARKETING TIPS

By Shelby Macilvain,
Communications
Manager, beMarketing

Media buying is a fundamental component of any marketing strategy. To have a successful campaign, you need more than a catchy slogan or a creative tagline. Below, the experts at beMarketing share what exactly media buying is and why you should consider incorporating it into your marketing strategy.

The media buying process is responsible for the targeted ads we see today. It is utilized in traditional marketing channels, like TV and radio, and digital channels, like websites and social media. Whether watching TV or scrolling through social media, the goal of media buying is to get the right message to the target audience at the optimal time for the least amount of money. In today's world, media buying is handled in one of three ways:

- Direct Buy – Media buyers work directly with a publisher to purchase advertising space online or in a tradition-

al publication. It can take time as they negotiate the price, pick the placement, the date the ad will run, and how long it will run. Direct buy is the more traditional method of media buying.

- Programmatic Buy – The buying process happens automatically through an ad-buying platform with KPI data and optimization available in real-time.

- Network Buy – Bidding and purchasing ad space through demand-side and supply-side platforms.

Why Is Media Buying Important?

Compelling messaging and stunning visuals will only take your strategies so far – strategically purchased media can take your campaign to the next level. Beyond placing ads in the right locations at the right times, effective media buying also creates impactful relationships with media outlets, companies, and owners, resulting in greater reach with less investment.

At beMarketing, we guarantee our media buying services will get your brand the recognition it deserves. If you need help achieving your media buying goals, contact us at 484.261.1149.

WEBSITES

CREATIVE STRATEGY

MEDIA BUYING

CONTENT

PUBLIC RELATIONS

be

Marketing Strategies To Guide Your Business To Long-term Success

Call now for a **FREE** consultation
484.497.0795 or visit beMarketing.com

E.G. SMITH to Rebrand as Rhoads Energy

Move Will Streamline Operations for Regional Energy Leader

E.G. Smith Inc., the HVAC equipment and fuel provider that has served Berks County since 1923, just got a new name and logo. The good news: the community will still be served by the same team of familiar faces.

In 2009, E.G. Smith joined the Rhoads Energy Family of Companies, a locally based energy provider that has served the region for 105 years. At that time, long-time owner Ed Smith believed merging his company with Rhoads Energy was the ideal fit — and the best way to maintain hometown, high-quality service for his customers. Now, he believes it's time for the transition to the Rhoads Energy name and logo.

"To have all the businesses under one name makes a lot of sense," Smith said. "Certainly, from my point of view, to see the Rhoads Energy truck deliver oil would be fine because it's still the same old business."

The change will enable the company to streamline operations, maintain lower costs, and consolidate a large regional

service team under one umbrella. E.G. Smith customers will still be served by the same delivery team, technicians, and office staff. The company's location and phone numbers will remain the same, as will online account access for customers.

"We're excited about this latest chapter in the long history of E.G. Smith, but the key is that our exceptional team in Berks County will remain intact," said Michael DeBerdine, CEO of Rhoads Energy. "We expect a very smooth transition for our customers."



Rhoads Energy offers heating oil, natural gas, and propane delivery; fleet fueling and commercial services; and a wide range of other offerings. The company also operates Cool Crew, a division of 50+ experienced technicians that installs and services heating, cooling, indoor air quality, and other equipment. In 2022, the company celebrates its 105th year of continuous service. The employee-owned organization serves Central and Southeastern Pennsylvania. For information, visit www.RhoadsEnergy.com.

Small Business, *BIG* Dreams

We have the resources you need to start, reinvent, or re-energize your business today!

**Mortgages | Construction Loans
Business Loans / Lines of Credit**

Questions about your business lending needs?

Contact our Commercial Lending Team
610.533.2655 | CMUReferral@phoenixfed.com

PhoenixFed.com

E.G. SMITH IS NOW
A DIVISION OF THE RHOADS ENERGY FAMILY OF COMPANIES

Rhoads Energy
EMPLOYEE OWNED

NEW NAME. SAME SERVICE.
We've changed our name, but we're still the same delivery folks, technicians and office staff. We'll continue to offer Berks County the same great service you've come to expect.

Total Heating and A/C Services
www.RhoadsEnergy.com • 610.670.1000

Now the Savings are Better Than Ever!

FLOOR SAMPLE SELL-OFF

• DISPLAY ITEMS • ONE-OF-A-KINDS • AS-IS ITEMS
• DISCONTINUED ITEMS • DEMOS & MORE

PHENOMENAL SAVINGS
IN EVERY DEPARTMENT - LIVING ROOMS, BEDROOMS, MATTRESS SETS, DINING ROOMS!
THEY'RE ALL ON SALE...WHILE THEY LAST!
HURRY IN FOR THE BEST SELECTION!

High & Charlotte Sts.
Downtown Pottstown
610-323-4000
visit us online at LastickFurniture.com

Lastick
FURNITURE & FLOOR COVERINGS

Showroom Hours:
Sun 12noon to 5pm
Mon, Tues, Wed,
Thurs, Sat 10am to 5pm
Fri 10am to 8pm

CASH, VISA, DISCOVER, MASTERCARD, AMERICAN EXPRESS, APPROVED CHECKS ACCEPTED

*Discounts are off original and regular prices which may or may not have resulted in prior sales. Management reserves the right to discontinue all or some of the items. ALL SALES ARE FINAL. All items sold "as-is". No Special Orders, Lay-Aways. Quantities are limited. First come first to serve. All prior sales and previous discounts excluded. Not responsible for typographical errors. Pictures are for illustration purposes only. See store for further details.

Black Creek
Greenhouses, LLC.
211 E. Black Creek Road,
East Earl, PA 17519
a half-mile off Rt. 625 in Bowmansville

Fall Festival September 10, 2022

- Free Food with Purchase.
- 15% off all pumpkins and gourds.
- 20% off selected hard goods.

Childrens Activities!
Barrel Train Rides!
Free Gifts!

Summer Hours 8:00 to 5:00
Closed Sundays.

(717) 445-5046 • blackcreekgreenhouse.com

MAXIMIZE PRODUCTIVITY FROM YOUR WORKFORCE



TECHNOLOGY TIPS

By Marc Umstead,
Plus 1 Technology

Almost every firm is experiencing staffing issues. Leadership must ensure they are maximizing employee productivity. I divide these productivity enhancements into three categories: hardware, software, and time management.

Hardware improvements can be the addition of monitors, replacing aging hardware, and if applicable, providing remote work abilities. Adding just one additional monitor to workstations can boost productivity by 20 percent. Team members can multi-task more efficiently and an additional monitor enables staff to work in more than one application at once. If your staff is complaining of technology frustrations and your equipment is more than five years old, it may be time to think about doing a workstation or server upgrade. Not only can aging equipment lead to productivity loss due to slow or sluggish work,

but older equipment is also at a greater risk of failure. Older computers will often fail at the most inopportune times (like April 5th). Remote work is also something that can add productivity. If there is a snowstorm or power/internet outage at the office, having a remote work option can lower the loss of productivity.

Software can also help bolster productivity. Adding a CRM can help organize customer information and track new opportunities. Firms may also consider software that helps manage tax workflow. Implementing a customer portal for clients to upload and download information not only improves productivity, but it is much more secure than email. Using a communication platform such as Microsoft Teams for inter-office messaging and collaboration can save a lot of time and is critical for anyone operating in multiple locations.

Time Management is perhaps the most important but the most difficult of these three items. Using task scheduling can not only help with productivity, but

PLUS¹ONE
TECHNOLOGY

Stress Free IT

610.792.5660

www.plus1technology.com

 Like us on Facebook

Home of the Plus One Advantage

- Live US answering 24/7.
- After hours emergency and scheduled service available.
- Provide the right solutions to improve your business's efficiency, productivity, and reliability.
- Managed Solutions to monitor your environment so we know your issues before you do.
- Able to communicate solutions in easy to understand terms.
- A trusted partner invested in the success of your business.
- No long term contracts required.
- Assist with planning and budgeting for future expenditures.

Your partner for IT Products and Services

Network Security
Remote Management & Service
Business Networking
Computer Repair and Service
Surveillance
Power Protection/Backup
Data Backup

Cloud Computing
Software Sales
Service Contracts
VOIP Phone Service
Security Awareness Training
Dark Web Monitoring
Password Management

3277 West Ridge Pike Suite B201, Pottstown, PA 19464

59 W. 8th Street, Pottstown, PA 19464



Quality,
individualized
care and
education
for the
child you
love!

Garden
PREPARATORY DAY SCHOOL

484.624.5094 • www.rosegardenprep.com

is a great tool for discovering available resources. Teaching staff to schedule their work and using their calendars to do it provides the staff with uninterrupted time to focus and management with the visibility into scheduled work. Using a public facing calendar solution that enables clients to schedule their own meetings cuts down on the back-and-forth admin time to schedule meetings. We also encourage having scheduled team meetings regardless of company head count. Schedule the meetings weekly or biweekly to review

any pressing matters and update each other on progress. These meetings can help management spot where someone may need help or identify any client issues.

Productivity is more important now than it has ever been. We recommend firms implement these steps to increase productivity of their employees.

Marc Umstead can be reached at 610.792.5660; email: mumstead@plus1technology.com.

PLUSONE
TECHNOLOGY

PRO KEYSTONE GARAGE DOOR

"The Service Specialists" Since 1970

→ Residential → Commercial → Industrial

- Professional Installation • Free Estimates • New & Replacement Doors
- We Service All Major Brands • Custom Reframing • Steel Insulated Doors
- Radio Controls • Fiberglass • Aluminum • Rolling Steel Doors
- Fire Doors • Rolling Grilles • Electric Operators

**SALES • SERVICE • INSTALLATION
OPERATORS • PARTS**




Most Of Our Business Comes From Referrals...

We Are That Good!

Pottstown
610-367-6211 • www.prokeystone.net




Worry-Free Banking

Contact us today!

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

Member FDIC



General Contracting Services in Reading, PA

*We offer a wide range of construction
and building maintenance services:*

- General Contracting • Design / Build
- Project Management
- Commercial and Industrial Remodeling
- Excavation / Demolition
- Facilities Maintenance / Repair Services
- Concrete • Drywall • Painting
- Door Maintenance / Replacement
- Window Replacement
- Commercial and Industrial "Handyman" Service

From the ground up, The Blatt Group stands "Ready To Roll."

BLATTGROUP.COM

610.916.9828

tblatt@blattgroup.com



*Binary IT Solutions is a Managed Service Provider supporting
small to medium sized business with their business IT needs.*



Rob Landis

- PC Support
- Network Support
- Cloud Management
- Disaster Recovery
- Cybersecurity
- User Training

610.320.2628

www.binaryitsolutions.tech



MULTI-FACTOR AUTHENTICATION METHODS



**By Rob Landis,
Binary IT Solutions**

With data and business processes now largely cloud-based, a user's password is the quickest and easiest way to conduct many different types of dangerous activities. How do you protect your online accounts, data, and business operations? One of the best ways is with multi-factor authentication (MFA). MFA provides a significant barrier to cybercriminals, even if they have a legitimate user credential to log in. This is because they most likely will not have access to the device that receives the MFA code required to complete the authentication process.

Let's take a look at three MFA methods:

SMS-BASED: The form of MFA that people are most familiar with is SMS-based. This method uses text messaging to authenticate the user.

ON-DEVICE PROMPT IN AN APP: Another type of multi-factor authentication

will use a special app to push through the code. The user still generates the MFA code at login, but rather than receiving the code via SMS, it's received through the app.

SECURITY KEY: The MFA security key is typically smaller than a traditional thumb drive and must be carried by the user to authenticate when they log into a system.

A Google study looked at the effectiveness of these three methods of MFA at blocking three different types of attacks. The security key was the most secure overall.

Percentage of attacks blocked:

- SMS-based: between 76 – 100 percent.
- On-device app prompt: between 90 – 100 percent.
- Security key: 100 percent for all three attack types.

Looking for Help Setting Up MFA at Your Company? Let's come up with a solution together. Call 610.320.2628 or visit www.binaryitsolutions.tech.

REFERENCES
AVAILABLE

DE MEDIO'S
BUILDING MAINTENANCE

30+ 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



Adult/Continuing Education at Berks Career and Technology Center (BCTC)

The Berks Career and Technology Center (BCTC) is regarded as one of the premier technical education facilities in the Commonwealth of Pennsylvania, due to the outstanding performance and success of its students. With campuses located in Leesport and Oley, BCTC is conveniently located to serve adult students in Berks and surrounding counties.

BCTC Adult/Continuing Education is designed for individuals who are seeking a new career, or for those wanting to upgrade their skills in a technical field or a trade. Making the right career training decision after high school graduation is important. Adult/Continuing Education at BCTC provides individuals with several options to acquire hands-on skills, knowledge, and industry certifications. The educational programs are highly relevant and are connected directly to the real world of business and industry. More than 400 business and industry advisors review and update the school's educational program annually. The BCTC experience provides students with a blend of classroom theory, and technical applications in state-of-the-art laboratories. Instruction is self-paced, and

highly personalized. Adults students can choose from 33 programs of study across the following career clusters: Engineering & Manufacturing, Business & Information, Communications, Construction, Healthcare, Services, and Transportation. Each year approximately 600 adult students attend BCTC and earn nationally recognized industry certifications.

State-of-the-art learning laboratories, a highly skilled faculty, and a curriculum geared to industry standards combine to distinguish BCTC as a leading provider of career and technical education. BCTC prepares today's students for tomorrow's emerging technologies and provides them with the competitive edge needed to compete in the global marketplace.

The Adult/Continuing Education programs offered at Berks Career and Technology Center is very diverse. We provide an opportunity for adult students to attend the same quality educational experience as our high school students in 33 different program areas during the day. Federal financial aid is available for qualified students attending Adult Day School programs.

Apprenticeship programs are available in the evening that are in concert with business and industry to provide theoretical learning that enhances the apprentice's on-the-job practical training. BCTC also provides customized training for business and industry that matches training needs for today's workforce. Online courses in more than 300 topic areas are available through Ed2Go. Online courses offer flexibility, convenience, and affordability by allowing you to take a course anywhere there is a computer and Internet access.

Commercial Driver's License Training (CDL) at BCTC offers a professional tractor-trailer driving training program that prepares students to obtain their CDL A or CDL B license. The comprehensive course includes 114 hours of classroom theory and 44 hours of one-on-one instruction behind the wheel on the range and on the road.

Learn more about Adult/Continuing Education opportunities at Berks Career and Technology Center by calling at 610.743.7630 or visiting www.berkscareer.com/ACE

**BE BETTER.
GROW FASTER!**



We Can Help.
Join Today!

**Workshops
Insurance Savings
Networking
Employee Retention
Sales Growth**

 **Small Business
Resource Association**

SBRAssociation.com

814.808.7272

2395 Lancaster Pike Shillington

SPARK YOUR CAREER



**Become a
Certified Welder!**

**Berks
Career & Technology
Center**



Adult Education • 610-743-7630 • BerksCareer.com/ACE

AD/GRAPHIC DESIGN, SIGNS & PRINTING SERVICES

Raise Your Business Visibility



More than fast. More than signs.®



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

AUTO GRAPHICS / SIGNAGE / APPAREL

BRANDING COMPANIES WITH A PROFESSIONAL IMAGE SINCE 1992



- ◆ SIGNS & BARNERS
- ◆ 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**

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



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

DIGITAL PRINTING / MARKETING / ADVERTISING

Posters • Mailings • Business Cards • Folders • Booklets
Programs • Large Format • Banners • Vehicle Graphics • Decals
Office Wall and Window • Signs • Small Runs and Bulk Orders

Imagine it. Design it. Print it.



Creative Custom Graphics berksdigital.com

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 (610-469-6888) 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.



GARAGE DOORS

Serving Montgomery, Chester, and Berks Counties and Surrounding Areas

Call Us For an Estimate
610-220-5168
bccgaragedoorpro.com



We're here for all your Ups and Downs



Sales – Service – Installation – Commercial & Residential

GRAPHIC DESIGN

LINDA JACOBS
DOWNTOWN

advertising & graphic design with a ♥.



228 E. High Street, Pottstown
484.363.7793
downtownde[design].com

GRAPHIC DESIGN, SIGNS & PRINTING SERVICES



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

800.365.5744 • EverythingPrinting.com • sales@everythingprinting.com

GRAPHIC DESIGN, SIGNS & PRINTING SERVICES



907 Ben Franklin Hwy. W.
Douglassville PA. 19518
610.385.7053
www.luckypw.com

SCREEN PRINTING • EMBROIDERY • SIGNAGE
BANNERS • VEHICLE GRAPHICS • LOGO DESIGN
PROMOTIONAL ITEMS • BUSINESS CARDS & MORE

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

LANDSCAPING / PROPERTY MAINTENANCE

WHERE SERVICE IS ALWAYS IN SEASON



Serving Berks County Since 1978
610.370.1507 • 610.670.7639
SOTTOSANTILAWNCARE.NET

LODGING / BED & BREAKFAST

Twin Turrets Inn
A Delightful Stay is Assured



My husband, Frank, and I welcome you to The Twin Turrets Inn. Our English Springer Spaniel, Abby, will also welcome you with her toy.
Marianne Deery, Innkeeper

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

MASSAGE THERAPY / PERSONAL TRAINING

Bringing It To You—
Home, Office or Hotel



Massage Therapy & Personal Training

Charles Peeples, LMT, NCTMB, NSCA-PT, CSCS
610.324.3306 (cell)
teamvalkyries@teamvalkyries.org • chesterspringsmassage.com
1611 Kimberton Road, Phoenixville, PA 19460
PA Lic# MSG000532 • Insured, AMTA Member

ONLINE MARKETING

It all starts with an idea...
...let us help you market that idea!



Contact us today to schedule a
Zoom Meeting to discuss!

Interlace Communications & goMAaVA
iciconnect.com | 484-709-6564 | kasey@gomaava.com

DESIGN
MARKETING
SOLUTIONS

TOBACCO & RELATED PRODUCTS

COLE TOBACCO
215 E. High Street, Pottstown, PA 19464
610-323-4991

Hours: Mon. - Fri. 7:00 - 6:00 • Sat. 8:00 - 5:00



Cole's Tobacco Cigar Club
Club cards earn you an additional 10% off of purchase of high grade cigars!

**HANDMADE CIGARS
DISCOUNT PRICES**
Humidor Fresh • Distinctive Selection
Wide Variety of Vape Products



CARPET & TILE MART

FLOORING SUPERCENTERS

Carpet & Tile Mart is a 3rd generation, family-owned and operated business, built upon a proud heritage of providing customers a unique combination of unprecedented value, massive selection, and unsurpassed customer service since 1967.

We have thousands of Area Rugs in-stock, miles of the finest Tile and Natural Stone, durable Luxury Vinyl Tile, Hardwood flooring from the USA, and of course the largest in-stock selection of Carpets around. We now do Countertops, too!

We operate 14 Flooring Superstores serving Delaware, Pennsylvania, Maryland, South Jersey and South Carolina. Now we are bringing the Carpet & Tile Mart value proposition and buying power within reach of flooring customers from Coast to Coast in the US on our website CARPETMART.COM.

Q: How does Carpet & Tile Mart keep prices so low?

A: We buy direct from mills and manufacturers for all flooring categories, eliminating middleman and mark-ups that are normally associated with flooring franchise stores, big-box home center flooring departments and floor covering buying group operations. Working closely with the mills and flooring suppliers for decades, we have also been able to maintain a superior product-quality level that

other 'flooring liquidators' cannot match. Our long-standing history with these vendors, and a unique liquid position in the marketplace, allows our buyers to negotiate and buy at deep discounts, and obtain goods or special limited deals not readily available to other retailers. Combined, this cost and pricing advantage has allowed us to pass all those savings on to our customers with products and prices you can't find anywhere else.

Q: How many flooring options are there?

A: We have thousands of area rugs, miles of the finest tile and natural stone, durable luxury vinyl tile, hardwood flooring from the USA, and of course the largest selection of carpet around. The best part is it's all in-stock at Carpet & Tile Mart! You can take most new floors home today. Or if you prefer we'll deliver it to your home. We also offer professional installation services on all of our floors. Pick, pay, take it away, or we'll install it as soon as you say!

Q: Are there any Waterproof floors?

A: Yes! Waterproof Floors are the fastest-growing category that includes many Sheet Vinyl and Luxury Vinyl Tile and Plank options, not to mention inherently



Waterproof Porcelain and Ceramic Tiles. But it doesn't end there as we now also stock many Waterproof Laminate Floors.

Q: When is it time to replace our floors?

A: There is no exact answer as it really depends on the type of floor and the amount of daily foot traffic. Take a quick look at your floors. Do they look worn down, or not as vibrant as when they were first put in? Have they definitely seen better days? It's time to consider updating your floors. Stop in to Carpet & Tile Mart today and let our professionally trained Flooring Consultants help assess your needs and get you the new floors your home deserves.

LOMAX Carpet & Tile Mart Pottstown

351 W. Schuylkill Rd Coventry Square 1,
Pottstown, PA 19465; Phone 610-323-0332

Carpet & Tile Mart Reading

3515 N. Fifth Street, Reading, PA 19605;
Phone 610-921-2037

www.carpetmart.com



*Company President Michael Longwill,
and Chairman Richard Longwill.*



NEW SEASON AT LOCAL SCHOOL BRINGS IN MOVIE STAR

The Pottstown Dance Theatre, located at 72 W. Main St., Pottstown, will begin the 2022-23 School Year on September 12, 2022. The faculty and staff have great things planned for the year:

- Masterclass with Fosse Dancer, Gary Flannery on Oct. 22 from 2-3:30 pm. Gary was in the original cast of many of Bob Fosse's greatest works and is a featured dancer in the Oscar winning movie, "All That Jazz"! This class is for dancers that are at least an intermediate level, and it is FREE to those registered at Pottstown Dance Theatre. Other dancers may attend for \$30. There is SOME ROOM for those who only want to observe. Proof of vaccination is required.

- Fall Festival on Oct. 23, 2022. We will have members of our Rep Ensemble performing as well as games and fun Fall/Halloween activities. There will be pumpkin ring tosses, fishing for apples, pin the nose on the Jack O Lantern, Jack O' Lantern painting and more with prizes alongside cider, apple pie, and caramel pie. This will serve as a fundraiser for our larger productions and will run in the afternoon on the studio's back lot! Call for details.

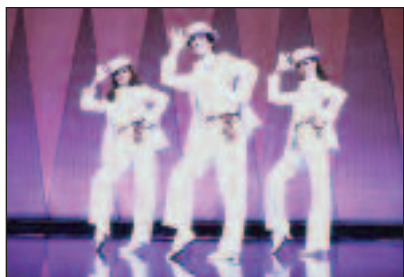
- "The Nutcracker" scheduled for Dec. 10 and Dec. 11 at Boyertown Area High School. Dancers begin rehearsals on



The legendary Bob Fosse (center) and Gary Flannery (left).

September 10 and work diligently up until the performance that puts everyone in a great Holiday Spirit! Mark your calendars to see the BEST Nutcracker production in the area under the direction of international dance artist, Michelle Jones Wurtz.

The studio is hosting an Open House and Registration event on Wednesday August 31, from 5-8 pm. Come see the newly decorated space and meet some of the staff. Enjoy a snack and get registered at the ONLY SCHOOL IN THE REGION THAT HAS DANCED IN POLAND, AT CARNEGIE HALL, AT LINCOLN CENTER, AND AT THE 2012 LONDON OLYMPICS! We're planning a 2024 trip to perform in Paris, France at the start of those Olympic Games! Call us 610.323.2569 or visit our website at www.pottstowndance.com for more information!



Gary Flannery with two back up dancers performing "Dancing Man." Flannery is a featured dancer in the Oscar winning film "All That Jazz" and is doing a masterclass at Pottstown Dance Theatre this fall.

Got Dance?

New Classes forming now for Fall!

We are currently seeking dancers to travel with us to Paris, France in the summer of 2024 to perform for tourists arriving for the Summer Olympic Games.

610.323.2569

www.pottstowndance.com



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

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

VisitingAngels
Senior Assistance Services



Now Hiring Compassionate Caregivers!

Our team is seeking dedicated individuals to provide essential senior home care. Call or apply below if you have qualifying experience.

PROVIDING: Work-Life Balance • Rewarding Positions • Flexible Scheduling based around Caregiver Availability • Weekdays, Weekends, Evenings, 24/7 Shifts Available • Referral Bonuses for Qualifying Hours • Job Security • Hands on Training Provided • Continuing Education

610.906.1924

VisitingAngels.com/Pottstown

Each Visiting Angels agency is independently owned and operated. ©2022 Visiting Angels, Inc. All rights reserved. Visiting Angels is a registered trademark of Visiting Angels, Inc.

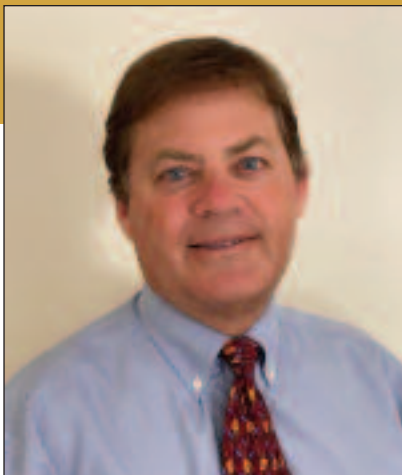
**Posters • Mailings • Business Cards
Folders • Booklets • Programs
Large Format • Banners • Vehicle Graphics
Office Wall and Window • Decals
Signs • Small Runs and Bulk Orders**



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

berks digital inc.

610.929.1200 • BerksDigital.com



Chris Montgomery

BUSINESS SPOTLIGHT

CHESTER PERFETTO AGENCY, INC. AND TRAVELSAFE INSURANCE ACQUIRED BY CHRIS MONTGOMERY

Chester Perfetto Agency, Inc. and TravelSafe Insurance, in Wyomissing, PA recently announced they have been acquired by **Chris Montgomery**, who will be the firm's new president. The company just celebrated 50 years in business and operates its headquarters out of Wyomissing with representatives working nationwide.

Montgomery brings over 30 years of management, consulting and business ownership in multiple industries. He looks to continue the excellent record of success for the agency, and its travel insurance business. Montgomery said he intends to continue operations as is, adhering to his philosophy that "if it's not broke don't fix it!" Over the coming months, he will be traveling and looking forward to meeting the many customers and partners of the Chester Perfetto Agency and TravelSafe Insurance.

Deb P Grove, who has been with the agency for 37 years has been promoted to Executive Vice President. Her new

position will require her to handle the day-to-day operations of both insurance divisions. She will continue being instrumental in seeing that the company's excellent services continue without any interruptions. She will be strongly supported by the agency's management teams, most of whom have 15 to 30 years' experience with the agency.

Bridget L Schasteen, is a new addition to the team. She comes with years of knowledge and experience in the Life & Health Insurance field and Medicare. Bridget will be responsible for expanding and growing our services to the Lehigh Valley area.

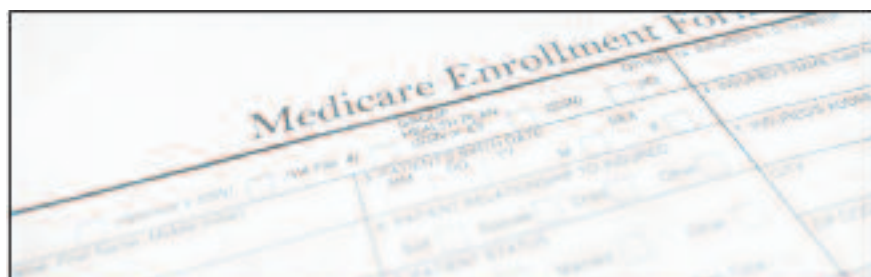
Kelly J Swanger, who has been with the agency a combined total of 22 years and has held many positions during her tenure has been promoted to Director of Property and Casualty Insurance. In her new role she will be responsible for handling the everyday operations of the commercial product line, researching, and developing relationships with new suppliers, and the conduct of the employees under her.

Jessica M Walb, who joined the agency 15 years ago and has held many positions within the health and Medicare field has been promoted to Director of Health, Life and Financial Services. In this new role, she will oversee leading the efforts to grow the Medicare and Financial insurance portfolio. Jessica will ensure that she and her team continues educating their clients on the insurance available to them and providing the right quality of benefits for their needs.

Wendy L Walter, with 10 years in personal lines (auto/home) insurance joined the agency in 2018 as a TravelSafe insurance specialist, has become the new Personal Lines Insurance Agent.



Deb P. Grove



CHESTER PERFETTO AGENCY, INC.

TravelSafe INSURANCE

Your One Stop Insurance Agency

Medicare's Annual Enrollment Period is Quickly Approaching!

October 15th - December 7th

We are here to help you review your Part C Medicare Advantage Plan or your Part D Prescription Plan

Call to schedule an appointment or to request a Part C or Part D Review Form

610.678.0373

40 Commerce Drive, Wyomissing




Carlos Cividanes, VP pictured at a Travel Tradeshaw representing TravelSafe Insurance



Bridget L. Schasteen

WE ARE YOUR "ONE STOP" INSURANCE AGENCY!

Since 1971, Chester Perfetto Agency has been servicing the Berks County community for all its insurance needs. We offer all forms of insurance plans that encompass Auto, Homeowners, Health, Dental, Vision, Retirement, General Liability, Workers' Compensation, all types of Business coverage and all Medicare plans.

As an independent agency, we have access to multiple insurance companies allowing us the ability to compare rates and coverages. Each licensed insurance professional has the expertise to review your individual needs, your family's needs and your business needs, and make suggestions and recommendations that are as unique as you are!

We are also the only independent Insurance Agency in the country that has our own travel insurance product – TravelSafe Insurance! TravelSafe plans are designed to protect the trip costs for cancellations or interruptions, the unexpected travel mishaps and delays, along with providing medical coverage while you are away on a business trip, or a vacation. Our agency even offers insurance plans for the traveling golfers...



Our goal is education and continual support for your future insurance needs. Call us today at 610.678.0373 and visit www.perfettoinsurance.com and www.travelsafe.com.

We are proud to say that during the most uncertain of times that we here at Chester Perfetto Agency continued to thrive and survive during and after the pandemic, and also with the tragic losses of our founders and leaders. Chester "Chet" Perfetto (Captain US Navy Ret.) who founded the agency

in 1971 along with his wife sadly passed in Oct 2019. We were hit again with the loss of their son Scott D. Perfetto in January 2020, who was instrumental in creating the TravelSafe Insurance brand. In May of 2020 we were struck by another loss, with the passing of the matriarch of the family, Doris K Perfetto. We have continued to keep their legacy alive by meeting the needs of the Berks County community with our knowledge of insurance. Deb P. Grove, Executive Vice President continued to keep all of her team employed with her strong leadership, during the unknown period of the agency's future.



(L-R) Wendy L. Walter, Jessica M. Walb, Kelly J. Swanger

We are proud to say we also earned a spot in the Top 50 Greater Reading Business Excellence Awards in 2022, for maintaining \$1M+ annual revenue for the past three years. The agency was

also recently recognized as the *Best Travel Insurance Company* in 2022 by **Forbes Advisor** and received the *Outstanding Service Award* in 2021 by IAGTO.

Call us today at 610.678.0373 or visit www.perfettoinsurance.com and www.travelsafe.com.

“Business lending
decisions always
made **locally.**”

That's **younity.**



610-326-5490 | diamondcu.org

Located in Boyertown, Exeter, Muhlenberg, Pottstown, Royersford, and Wyomissing

 EQUAL HOUSING OPPORTUNITY | INSURED BY **NCUA**

REGIONAL CHAMBER ROUNDUP

GREATER READING CHAMBER ALLIANCE



- 606 Court Street, Reading, PA 19601
- 610.376.6766 • fax 610.376.4135
- info@greaterreading.org
- www.greaterreading.org

Our mission is to be Berks County's leading unified resource for building a healthy, competitive business community. Our vision is to assist companies to retain, expand and grow their operations and employment and attract new businesses to Berks County.

For more details and to register for any of the events below, please visit our events calendar at www.greaterreading.org/events



ACCELERATE YOUR BUSINESS GROWTH
WITH A GRCA MEMBERSHIP

UPCOMING EVENTS

PENN STREET MARKET 2022

Thursday Sep 1, 2022
11:00 AM - 1:00 PM
Every Thursday June-September
Location: 638 Penn Street, Reading, PA 19602
<https://www.pennstmarket.org/>
Free to attend! Free for all ages!
More information: Aaron Gantz
agantz@greaterreading.org

EMOTIONAL INTELLIGENCE IN THE WORKPLACE

Thursday Sept. 8, 15, 29, Oct. 6
9:00 AM - 12:00 PM
Location: Center for Business Excellence
49 Commerce Dr., Wyomissing, PA 19610
\$695/person for Chamber Members;
\$845/person for Not-Yet Chamber Members
<http://GreaterReading.org>
More information: Mark Dolinski
mdolinski@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11177>

NETWORKING@NIGHT - ETHOSOURCE

Thursday Sep 8, 2022 from 5:30 PM - 7:00 PM
Location: Ethosource Show Room
30 Commerce Drive, Wyomissing, PA 19610
Free to GRCA Members
More information: Katie Johnsen
kjohnsen@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11082>

BCAC MEETING: SEPTEMBER 2022

Friday Sep 9, 2022 (2nd Friday of each month)
9:00 AM - 10:30 AM;
Location: Virtual Event, Login Link sent week of meeting.
Free to attend for BCAC Members
Interested in attending? Contact Katie Hetherington Cunfer.
More information: Katie Hetherington Cunfer
610-898-7773_kcunfer@greaterreading.org

ANASTASIS FELLOWSHIP CHURCH RIBBON CUTTING EVENT

Sunday Sep 11, 2022 from 10:30 AM - 12:00 PM
Location: Antietam Valley Recreation & Community Center: 905 Byram St, Reading, Pa 19606

LEAD WORKER CERTIFICATE PROGRAM AM - FALL 2022

12 weeks on Mondays: Sept. 12, 19, 26, Oct. 3, 10, 17, 24, 31 Nov. 7, 14, 21, 28
9:30 AM - 11:30 AM
Location: Center for Business Excellence
49 Commerce Dr., Wyomissing, PA 19610 or virtually on Zoom
\$690/ person - Chamber Members; \$860/ person - Not-Yet Chamber Members
More information: Mark Dolinski, Vice President Training & Professional Development
610-898-8386 mdolinski@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11121>

LEAD WORKER CERTIFICATE PROGRAM PM - FALL 2022

12 weeks on Mondays: Sept. 12, 19, 26, Oct. 3, 10, 17, 24, 31 Nov. 7, 14, 21, 28
6:00 PM - 8:00 PM
Location: Center for Business Excellence,
49 Commerce Dr., Wyomissing, PA 19610 or virtually on Zoom
\$690/ person - Chamber Members; \$860/ person - Not-Yet Chamber Members
More information: Mark Dolinski, Vice President Training & Professional Development
610-898-8386 mdolinski@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11192>

SUPERVISOR TRAINING MODULE 1: PRINCIPLES OF SUPERVISION - FALL 2022

6 weeks on Tuesdays: Sept. 13, 20, 27 Oct. 4, 11, 18
8:30 AM - 11:30 AM
Location: Center for Business Excellence,
49 Commerce Dr., Wyomissing, PA 19610 or virtually using Zoom
\$625/person for Chamber Members;
\$780/person for Not-Yet Chamber Members
More information: Mark Dolinski, Vice President Training & Professional Development
610-898-8386 mdolinski@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11123>

INTRO TO EXCEL - SEPTEMBER 2022

Four weeks on Wednesdays:
Sept. 14, 21, 28, Oct. 5
8:00 AM - 10:30 AM
Location: Shearer Technical, 727 Penn Avenue,
West Reading, PA 19611
\$300/person - Chamber Members; \$375/person - Non-Chamber Members
<http://www.greaterreading.org>
More information: Mark Dolinski, Vice President Training & Professional Development 610-898-8386 mdolinski@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11184>

ESSENTIALS OF EFFECTIVE MANAGEMENT: DRIVING ORGANIZATIONAL RESULTS - FALL 2022

Five weeks on Wednesdays: Sept. 14, 21, 28, Oct 5, 12
8:30 AM - 11:30 AM
Location: Center for Business Excellence,
49 Commerce Dr., Wyomissing, PA 19610 or virtually using Zoom
\$695/person for Chamber Members;
\$895/person for Not-Yet Chamber members
Website
<http://GreaterReading.org>
More information: Mark Dolinski, Vice President Training & Professional Development
610-898-8386 mdolinski@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11127>

DIVERSITY EQUITY AND INCLUSION: LEADERSHIP IN THE WORKPLACE

3 weeks on Thursday: Sept. 15, 29, Oct. 6
9:00 AM - 12:00 PM
Location: Center for Business Excellence,
49 Commerce Dr., Wyomissing, PA 19610
\$695/person for Chamber Members;
\$845/person for Not-Yet Chamber Members
Call for Group Pricing! 610-898-8386
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11179>

DRONE FLYING TEAMBUILDING WORKSHOP: PILOT YOUR TEAM TO THE NEXT LEVEL

Friday Sep 16, 2022 from 9:00 AM - 11:30 AM
Location: Center for Business Excellence,
49 Commerce Dr., Wyomissing, PA 19610
\$265/person for Chamber Members;
\$330/person for Not-Yet Chamber Members
Call for Group Team Rate!
More information: Mark Dolinski, Vice President Training & Professional Development
610-898-8386 mdolinski@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11187>

SUPERVISOR TRAINING MODULE 3: LEVERAGING WORKPLACE RELATIONSHIPS FOR ORGANIZATIONAL SUCCESS - SPRING 2022

6 weeks on Tuesdays: Sept. 20, 27, Oct. 4, 11, 18, 25 from 8:30 AM - 11:30 AM
Location: Center for Business Excellence,
49 Commerce Dr., Wyomissing, PA 19610 or virtually on Zoom
\$625/person for Chamber Members;
\$780/person for Not-Yet Chamber Members
More information: Mark Dolinski, Vice President Training & Professional Development
610-898-8386 mdolinski@greaterreading.org
Registration:
<https://greaterreadingchamber.chambermaster.com/eventregistration/register/11186>

EDWARD JONES-BRETT DIAMOND RIBBON CUTTING CEREMONY

Wednesday Sep 21, 2022 from 4:00 PM - 5:30 PM
Location: 3701 Perkiomen Ave, Ste 1,
Reading, PA 19606

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

ZUBER



TRICOUNTY AREA CHAMBER OF COMMERCE

Building Communities, Creating Connections, Supporting Commerce

152 E. High St., Suite 200, Pottstown, PA 19464 | 610.326.2900 | www.tricountyareachamber.com

Our Mission: Leveraging the power of membership to provide valued membership services and proactive leadership for the tri-county region.

Our Vision: The tri-county area has a strong sense of place – quality of life, economic opportunity, and generations of leaders - to support the region's businesses and communities.

Follow us on:



#WhyTCACC

#tcaccbettertogether

MEMBER ANNIVERSARIES

Happy anniversary to the following Members for their consecutive years of Chamber membership:

44+ Years

Boenning & Scattergood, Inc.
Evans, Hauseman & Richard, Inc.
Hollenbach Construction, Inc.
Houck & Gofus Funeral Home & Cremation Services
Pottstown School District
Schumacher & Benner Funeral Home & Crematory

35 Years

Express Data Systems

25 Years

Montgomery County Community College

15 Years

Owen J. Roberts Education Foundation

5 Years

Harleysville Bank

WELCOME NEW MEMBERS!

Congratulations to the businesses listed below for becoming new TCACC Members!

Building Momentum Resources
<https://buildingmomentum.info>
(484) 276-5323
Business Consultants

Cup of Joy Café
<http://cupofjoy.cafe/>
(717) 460-7576
Food Products / Food Products – Specialty / Restaurants

Customers Bank
<https://www.customersbank.com/>
(484) 302-0860
Banks / Credit Unions

Gambone Development Company
<https://gambone.com/>
(610) 277-4220
Real Estate Developers

KidSense Consignment Events
<http://www.kidsensesale.com>
(484) 925-1543
Retail Sales

Landmark Dollar
<http://landmarkdollar.com/>
(484) 366-1444
Department Stores / Retail Sales

My Water Bar
<http://www.mywaterbar.com>
(484) 366-1290
Health & Wellness

Wootten Athletics
<http://www.woottenathletics.com/>
(610) 960-9146
Health Clubs / Fitness Centers / Gyms

#WHYTACC – MEMBERS 1ST! TCACC MEMBERS, THANK YOU SO MUCH FOR YOUR SUPPORT!



By Eileen Dautrich, TCACC President

Please do not hesitate to email eileen@tricountyareachamber.com or call me at 610.326.2900 if you have any questions.

The Chamber has started its 2022-2023 program year. I have emailed you to ask for your replies to a couple of questions regarding what you would like to see from your Chamber Membership. If you did not reply and want me to resend the email/questions, please let me know and I will be happy to do so. Thank you to those that I have heard from so far!

Also, we surveyed some Members at a recent event and determined that our Members were interested in **small group relationship-building opportunities and business-oriented presentations that provide education on business strategies and methods.**

Remaining as Small Group Interactions that we are Already Offering:



Join us as we relaunch
**REACH
Coffee Chat and
Book Club**
in September

Eats and Greet -

Special Invitation based on your Membership renewal month – watch your email for your invitation!



NEW Opportunities for Building Relationships:

Chamber Office Coffee Corner - Once a month the Chamber office is open for you to stop in, have a cup of coffee, meet other members, build relationships, and learn from each other. Limited to 10 participants per month and one Member per business category. Also, take advantage of an opportunity to sponsor and have your business marketed with the notices that are sent to the Membership and we will assist with special invitations to other Chamber Member industries that you would like to get to know better. Contact me if you are interested in hearing more/participating.

REACH Power Hour - Join this group committed to this monthly meeting and assisting each other in growing their companies!



Roundtable Opportunities - CEO, Industry Specific, and more groups to be formed. Let me know if you would like to participate in a roundtable group and with whom and I will focus on starting the one that most Members have an interest in.

Young Professionals RESTART - We are looking for volunteers to join our Young Professionals Committee to help us finalize our plans to restart the program this fall. Let us know you want to be added to a YP email distribution list to be informed of upcoming programming.

And that survey result that stated our Members would like business-oriented presentations that provide education on business strategies and methods....

Join us on October 18th for our 9 in 5 Membership Breakfast.

For the October Membership Breakfast/Chamber's Annual Meeting, we will be assigning seats to help our attendees build new relationships and begin our offering of a year of small group opportunities.

We know our Members all have successes that we can all learn from and that Members should be proud to share their story. So, every attendee will serve in a "keynote" speaker role. We will present four topics/issues that all businesses have and/or are dealing with. Each table will spend 10 minutes having a roundtable conversation on each topic – helping each other and learning from each other – strengthening the bonds within your Chamber community. So, bring your experience, ideas, and your needs to the table!

TCACC 2022 TIERS INVESTORS STAKEHOLDER



REACH Luncheon

Would you like to be a changemaker? Would you like to have your voice heard beyond just exercising your right to vote?

Wednesday, September 28
11:30 AM - 1:30 PM

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

Member Price: \$45
Non-Member Price: \$90

Join us for lunch and to learn from Peggy Lee Clark, Executive Director of Pottstown Area Economic Development, about the legislative process and how to become a confident and effective advocate.



Learn more and register by using the QR Code or visit triacountyaareaachamber.com. For any questions, please email Alice at alice@triacountyaareaachamber.com.



MEMBERSHIP BREAKFAST

Featuring:

- Networking
- Introductions from all in attendance
- Did we mention networking? 😊

Tuesday, October 18th
8:00 AM - 9:35 AM

At Spring Hollow Golf Club
3350 Schuylkill Rd., Spring City, PA 19475

EDUCATION ON BUSINESS STRATEGIES AND METHODS
WITH SMALL GROUP RELATIONSHIP BUILDING

ALSO SERVING AS THE CHAMBER'S ANNUAL MEETING

MEMBER: \$35 | NON-MEMBER: \$70



Register HERE

Sponsored By:



OPEN YOUR CIRCLE THIS SUMMER

CREATING CONNECTIONS MIXER



TRI-COUNTY AREA
CHAMBER OF COMMERCE

If you are standing with a group of people and someone is hovering outside your circle, be the first person to invite them into the group.

WEDNESDAY, SEPTEMBER 21ST
4:30 PM - 6:30 PM

AT DIAMOND CREDIT UNION - ROYERSFORD BRANCH

FREE TO ATTEND FOR TCACC MEMBERS

TICKET INCLUDES FOOD AND BEVERAGE REFRESHMENTS

SPONSORED BY:



Register
HERE

REGIONAL CHAMBER ROUNDUP

SPRING-FORD CHAMBER OF COMMERCE

Building a Better Community Through Business

• P.O. Box 127, Royersford PA 19468 • 610.489.7200



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

The Chamber consists of local businesses whose main objective is to run a successful business. We are a great resource for members, not only because we offer the opportunity to network and brainstorm with fellow members, but also to have exposure to the local community, your customer, through our continued involvement in community events and charitable endeavors. Visit www.springfordchamber.com for Chamber Events, Press Releases, Online Newsletters and more!

WELCOME NEW MEMBERS

Weedpatch Studios

YWCA Tri-County Area

Dometic

Sweet Ashley's Chocolate

Action Karate Royersford

Pivot Physical Therapy

Settlement Engine

Budget Blinds of Phoenixville

Sharkey's Cuts for Kids



Limerick Community Day

Thank you to all of the amazing businesses and food trucks who come out to support Limerick Community Day

Thank you to our sponsors: Oehlert Bros Heating and Cooling, TriCounty Score, Patient First, Transnet, Spring-Ford Ice Hockey, Lazer Limo and Rothman Institute

Thank you to the Spring-Ford Cheerleaders and Soccer Team for their efforts in helping vendors move in and get set-up

Thank you to the Limerick Township Parks and Recreation Department for their continued support and collaboration with the event.

Thank you to all of the Limerick Area Police and Fire who helped the event run smoothly and provided added fun for the day.



UPCOMING EVENTS

Registrations can be found at www.springfordchamber.com

Chamber Luncheon – Brand Yourself for Success

Thursday, September 8th
11:30am – 1:00pm
Sunnybrook Ballroom

YPN – Lunch and Learn: Effective Video Marketing

Wednesday, Sept. 14th, 11:30am – 1:00pm
UPT Recreation Center, Hopwood Rd.
Collegeville

Mixer – Janney Montgomery Scott

Wednesday, Sept. 14th, 5:00pm – 7:00pm
UPT Recreation Center,
Hopwood Rd. Collegeville
542 N Lewis Rd Suite 104, Royersford

Shark Think Tank – Business Owners Roundtable

Thursday, Sept. 15th 11:30am – 1:00pm
Copperfield Inn at Lakeside
Business owners' members only

Mixer – TriCounty Federal Credit Union

Wednesday, Sept. 28th, 5:00pm – 7:00pm
TriCounty Federal Credit Union
1550 Medical Dr, Pottstown

Upper Providence Community Day

Saturday, October 15th 12:00 – 5:00pm
Upper Providence Township Building
Registration Now Open
Fall Festival and Business Expo

REGIONAL CHAMBER ROUNDUP

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

Celebrating 90 years in the PXV Business Community



PHOENIXVILLE
REGIONAL CHAMBER OF COMMERCE

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

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

UPCOMING EVENTS

PHOENIXVILLE SOCIAL HOUR!

Tuesday, September 13, 2022

Quick Connections will help you engage in the community by meeting new people and learning more about how to get involved in Phoenixville. Bring a friend or two and spread the word. Root Down Biergarten, 425 Bridge Street, Phoenixville, PA 19460

PHOENIXVILLE BOROUGH UPDATE: LUNCHEON WITH BORO MANAGER JEAN KRACK

Thursday, September 22, 2022

For this luncheon, we will be joined by Phoenixville Borough Manager Jean Krack. In this municipal update, Jean will share details on development, new borough assets, and projects on the horizon. It is a can't-miss event for updates on Phoenixville. 501 Franklin Avenue, Phoenixville, PA 19460



REGIONAL CHAMBER ROUNDUP

PERKIOMEN VALLEY CHAMBER OF COMMERCE



521 Main Street, Trappe, PA 19436 • 610.489.6660
• info@PVchamber.net • www.PVchamber.net

Welcome to the Perkiomen Valley Chamber of Commerce!

For 65 years the Chamber has been the recognized voice & advocate for the business community. 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, Trappe, Schwenksville, Upper Providence,

Lower Frederick, Lower Providence, Perkiomen, Skippack, and Oaks. Visit www.PVchamber.net to view membership directory. To sign-up for E-news, send request to info@PVchamber.net. Follow the PV Chamber FaceBook Page @PerkValleyChamber.

WELCOME NEW MEMBERS

Kevin York Photographer

Kevin York
Professional headshots you'll love!
(484) 390-2820
www.kevinyorkheadshots.com

Kari Kelly Can Help

Kerri Kelly
Real Estate agent with Homestarr Realty
(646) 413-4524
www.karikellycanhelp.com

UPCOMING EVENTS

September 1 & 29 @ 11:45am – Business Roundtable Luncheon

No luncheons in August means double the luncheons in September! Join us for interactive discussion and sharing of best practices among other business owners and key decision makers.

October 6 – Mega-Multi-Mixer

Arcadia at Limerick Pointe will host a multi-chamber mixer on Thursday, October 6th. Food, beverages, tours and prizes. Members-only mixer. Registration required. Space limited.

Interested in Hosting a Chamber Mixer?

Mixers are an ideal opportunity to gain exposure and publicity for your business. We now offer morning and afternoon time slots. Pre- and post-event recognition in PVCC newsletter, including photos. The 2022 calendar is filling up fast. Contact Renee Blomstrom at 610-489-6660.

Save the Date! December 6th @ 5pm -7pm – Annual Holiday Party @ Copperfield Inn at Lakeside

All welcome to attend! Silent Auction, Raffles, Wine Pull, Music, Exhibitors, Dinner and Drinks.

...Visit our website at www.PVChamber.net for more info and more events including PV Men/Women, Business Roundtable Luncheons, Mixers and more.

Business & Community SHREDDING DAY SATURDAY, SEPTEMBER 10, 2022 9:00AM - 12:00PM *** NEW LOCATION *** TOWER HEALTH - LIMERICK - PARKING LOT 420 W. Linfield Trappe Road, Limerick

Rain or shine drive-thru event, from 9am – Noon, or until shredding truck is filled. All document shredding will be done on-site. Businesses must pre-register by calling 610-489-6660. Load your bagged or boxed materials in the trunk, bed or hatchback of your vehicle for easy removal by event volunteers. First 100 attendees receive swag bag filled with promotional items. Free event. However, donations are greatly appreciated - suggested donation \$10/box.

Sponsored by Phoenixville Hospital Tower Health, Kelly Insurance and The Victory Bank.

PVCC's Inaugural Sporting Clays Tournament was held on July 25th. Thank you to event sponsors – Health Insurance Solutions, Inc.; Merck, Sharp & Dohme Federal Credit Union, CycleBar Collegeville, UBS and Patriot Pest Solutions.



Be Part of the Bigger Picture!

The Pottstown Rotary Club
Wants You!



Join Rotary's 1.2 million neighbors, friends, leaders, and problem-solvers who see a world where people unite and take action to create lasting change — across the globe, in our communities, and in ourselves.

Please call **Dave Czarnecki**
at 215.431.2802 to learn more!



www.pottstownrotary.org

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 © 2022 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.

BE BETTER.
GROW FASTER!



JOIN THE SBRA

The Ultimate Small Business Community

JOIN
TODAY!



www.sbrassociation.com



Small Business
Resource Association

THE SBRA COMMUNITY

Future Entrepreneurs—Amazing Students



By Gary Seibert, CEO,
Small Business Resource Association

This summer the Small Business Resource Association launched the Emerging Entrepreneurs Academy (EEA). It was a six-week program designed to help high school students interested in someday owning their own business, learn about and experience the real world of being an entrepreneur.

We intended it to be a pilot program that would help explore whether or not students would actually give up six weeks out of their summer vacation, stay engaged, learn and benefit from the experience, have fun and recommend the experience to other students. According to them, thumbs UP to all the above.

Graduation day was Friday August 5th at the DoubleTree by Hilton Hotel in Reading, Pa. where just about 100 people saw 12 incredible students, representing 6 school districts, provided irrefutable evidence that this experience greatly impacted their lives. They didn't want the program to end.

The EEA provided three weeks of classroom instruction where the students heard about real-life experiences taught by over sixty local business owners. Workshops provided by Alvernia College and Penn State Berks along with TED Talks, team building events and panel discussions encouraged student interaction and bonding.



Their 2.5 inch, 3 ring binder was full of notes and information provided by the presenters. After each week of classes, the students left the classroom and spent a week of internship at a local business where they experienced what they had learned the week before. The internship was provided because we believe that "knowledge without application is wasted".

The, "pilot program", was a super success and we are confident that each of the students will benefit from and use much of what they have learned for the rest of their lives. We also confirmed that programs like the Emerging Entrepreneurs Academy are greatly needed for all high school students to help them become "career ready" as they approach their senior year in high school.

CONGRATULATIONS TO THESE AMAZING STUDENTS, our FUTURE ENTREPRENEURS!

SBRA Business Spotlight



**READING
DERMATOLOGY**

MEDICAL, COSMETIC & SKIN CANCER CENTER

Reading Dermatology Associates (RDA) has been providing medical, cosmetic, and skin cancer treatments since 2008. The staff of skin care experts at RDA offer the most cutting-edge skin care procedures for the entire family, from infants to seniors. RDA's cosmetic skin care center has been recently expanded and remodeled, continuing to provide safe, medically-based procedures that "gently soften the aging process".



Address: 3317 Penn Ave.
West Lawn, PA 19609

Phone: 610.750.7891

Website: www.readingderm.com



SBRA Monthly Member Shout Out

Members Helping Each Other Grow



WHY BELONG TO A CREDIT UNION?



**By Deb Perini,
Relationship Manager,
Members 1st Federal
Credit Union**

Many people ask, "Why should I belong to a credit union? I already have a bank account and I do not need more credit." Consumers often assume they are not eligible to join a credit union or that a credit union is only for financing—not for their everyday banking needs.

To better explain why people should join a credit union, consumers should understand the cooperative principles that drive its operations.

Voluntary Membership - Credit unions are private, membership-based institutions. The requirements of membership vary. A credit union must limit its offerings to people who share a common bond, such as occupation or designated communities. Membership does not expire. Even if members leave an employer who made them eligible to join the credit union, they can keep their membership.

Democratic Member Control - Owned by its members and governed by its unpaid voluntary Board of Directors, credit unions do not have external stockholders. Membership with a credit union means you become what we refer to at Members 1st as member-owners. Whether members have only met the minimum balance requirement or have a six-figure balance in their account, all members have an equal level of participation in determining the direction of the credit union.

Member Economic Participation - Acting as not-for-profit, financial cooperatives, credit unions were founded on the idea of members pooling their money and lending to others as needed—hence their philosophy of "People Helping People." Any profits earned by credit unions are returned to members in the form of lower fees, higher rates on savings accounts and lower interest rates on loans.

Autonomy and Independence - Credit unions are self-help organizations governed by their members. They are extremely safe and have their own version of the Federal Deposit Insurance Corporation, which is the National Credit Union Administration.

Education, Training and Information - Credit unions promote financial wellness, offering programs about money management for all stages of life, including budgeting, understanding a credit report, avoiding and overcoming identity theft and more. At Members 1st, when your business becomes a Select Employer Group, your businesses' employees and members benefit from complimentary financial literacy presentations.

Cooperation among Cooperatives - Credit unions are convenient, with a network of thousands of surcharge-free ATMs and co-op-shared branch networks across the country. As non-profit organizations, credit unions make decisions based on the best interest of the credit union movement and its members—not the bottom line of the organization.

Community Mindset - While credit unions are focused on their members' needs, they also understand their role as it relates to the communities they serve. Many credit union leaders serve on local non-profit boards and are active in giving back to the community through volunteerism and charitable contributions.

Credit unions are committed to serving community members who face challenges gaining financial services elsewhere. This commitment to service differentiates credit unions from other financial institutions. At Members 1st, we exist to strengthen our communities because our communities are stronger when we come together as one. It is why our associates volunteer thousands of hours each year to local charities and causes. It is why we donate to help non-profits in the regions we serve.

Credit unions provide a different financial experience—one where you come first and where becoming a member is far easier than you can imagine.

If you or someone you know is interested in learning more about the credit union movement and determining eligibility requirements, please visit www.ibelong.org. For more information about Members 1st, including its new branch locations in Berks County, visit members1st.org.

(@Members 1st Federal Credit Union)
Instagram: @members1stfcu

SBRA EVENTS - BE BETTER. GROW FASTER.

TUNE-UP Tuesdays
information. sharing. motivating.



Free to the public.
Get more details and register at

<https://www.sbrassociation.com/#EVENTS>

MEMBER MINGLES – NETWORKING

Wednesday, September 28th, 5:30-7:00

Register: <https://www.sbrassociation.com/#EVENTS>

Learn How the SBRA Can Help Your Business Grow

– Membership Benefits Update
Wednesday, September 28th,
9:00-9:30 a.m.

Register: <https://www.sbrassociation.com/#EVENTS>

NEW SBRA MEMBERS

Binary IT Solutions

DoubleTree by Hilton

Beyond Your Exit
Wealth Management

Holistic Financial Services

eXp Realty

N&C Transportation Company LLC

Markwood Consulting, LLC

Reading Hotels, LLC

Helping small businesses master their finances and aligning their teams to positively impact the bottom line and grow the business to extraordinary levels.

Are you ready to...

- Fully step into and experience the complete VISION of your business?
- To align your team so they can help you grow your business to the NEXT LEVEL?
- Know your and understand your business finances so you can make the BEST DECISIONS?
- Be the UNSTOPPABLE CEO you know is possible?

Reach out to learn about my unique program to help businesses obtain your vision and master the 3 key elements needed for your success so you can realize that ULTIMATE VISION



Let me help you master the 3 key elements to create a complete 360 solution to the challenges you face in your business and let's take your business to the next level.

Learn more www.audreyfaustconsulting.com

THREE KEY COMPONENTS TO IDENTIFY ERRORS IN YOUR BUSINESS FINANCIALS



BUSINESS GROWTH TIPS

By Audrey Faust, Business and Certified NeuroCoach

Oftentimes as business owners we catch financial errors too late and I'm on a mission to put a stop to that and put the power back in your hands as a CEO to turn things around as soon as they happen and not at the end of the financial year.

Here are three key components you can use TODAY to quickly identify any errors going on in your business financials.

Check your Owners Distribution Account: This is often an account where your bookkeeper will allocate expenses that they don't know what to do with. Simply double checking through this with your bookkeeper means you can identify legitimate expenses that could be written off your tax bill, which could save you thousands of dollars in taxes each year.

Run a Cash Flow Statement: Not everything shows up on your profit and loss statement but the items that do not, will show up instead on your cash flow statement. Most accounting software will be able to automate running this report for you. This statement will show you cash items coming in and out of your account that are not on the profit and loss statement. For example, any principal payments for loans will show up in there.

Be aware of the behavior of your accounting team: If your gut is telling you something, listen to it. Pay attention to the behavior of your accounting team and have a fresh set of eyes look at your books every once in a while. It's not going to hurt. A lot of companies can be too trusting of their finance team only to find out too late that there are problems. Make sure that you're aware of what's going on and check in regularly.

More helpful articles on growing your business can be found on Faust Consulting's blog www.audreyfaustconsulting.com



Patricia Miller Picardi

CLU®, ChFC®, RICP®

610-970-8555

patricia_picardi@natfin.net

"Educating, protecting, and inspiring members of our community to do better with their personal and business finances."



NATIONAL
FINANCIAL
NETWORK

SPECIAL NEEDS PLANNING | INSURANCE | RETIREMENT INCOME PLANNING | WEALTH MANAGEMENT

Registered Representative and Financial Advisor of Park Avenue Securities LLC (PAS), OSJ, 1767 Sentry Parkway West, Suite 200, Blue Bell, PA 19422, (267) 468-0522. Securities products and advisory services offered through PAS, member FINRA, SIPC. Financial Representative of The Guardian Life Insurance Company of America® (Guardian), New York, NY. PAS is a wholly-owned subsidiary of Guardian. National Financial Network is not an affiliate or subsidiary of PAS or Guardian. CA Insurance License Number - 0161270, 2022-137026 Exp 04/24

MOSQUITOES RUINING YOUR OUTDOOR FUN?

MOSQUITOES



GETTING
BIT!



Poolside



Patio



WE HAVE A SOLUTION.
GUARANTEED.

No matter where you are this summer, you'll be enjoying it for sure! With **Patriot Pest Solution's MOSQUITO CONTROL**, mosquitoes will be gone before you light up the barbecue grill! Don't let unwanted guests ruin your outdoor fun, **call Patriot today!**

- ★ Mosquitoes peak in Summer
- ★ Safe for children & pets
- ★ Guaranteed Results!
(or your money back!)

PEST MANAGEMENT SERVICES HAVE BEEN OFFICIALLY
DECLARED AN ESSENTIAL BUSINESS IN PENNSYLVANIA.

The pest control industry is trained, tested and certified in the use of personal protective equipment (PPE). Technicians routinely employ the use respirators, eye protection, gloves, and clothing to conform with safety requirements established by EPA and the Occupational Health and Safety Administration.



MENTION THIS AD FOR

\$25 OFF

INITIAL SERVICE
ORGANIC MOSQUITO
CONTROL
SCHEDULED NOW THRU
JULY 31, 2022.



★ VETERAN-OWNED ★

PATRIOT PEST SOLUTIONS LLC

Eliminating Pests is Our Patriotic Duty!

• COMMERCIAL • RESIDENTIAL • CERTIFIED ENTOMOLOGIST ON STAFF ★ MILITARY DISCOUNTS
• HASSLE-FREE HOME PROTECTION PLANS AVAILABLE • LOCAL FAMILY OWNED & OPERATED • FULLY LICENSED & INSURED

610.489.5136 | PatriotPestSolutions.net



You want
the **BEST**
for your
family.



Whether you're choosing ingredients for fall baking, a college for your daughter, or living arrangements for your senior parent – **quality is important.**

We invite you to stop by and see for yourself the kind of lifestyle we can provide for your parent. Keystone Villa features 24-hour personal care services and a memory care neighborhood for those with Alzheimer's disease or dementia.

Best of all, we offer an affordable monthly lease with no buy-in fee!


Keystone Villa
AT DOUGLASSVILLE

A DISTINCTIVE RETIREMENT COMMUNITY
PERSONAL CARE • MEMORY CARE

Call Sue Okuniewski at
610-385-5002 to arrange a visit.

1152 Ben Franklin Hwy East • Douglassville, PA 19518 • KeystoneVillaAtDouglassville.com

We are an equal opportunity housing provider. We do not discriminate on the basis of race, color, national origin, religion, sex, familial status or disability.



CELEBRATING SENIOR CARE HEALTH MONTH

Shedding a Positive Light on Dementia Care

With dementia, brain change is happening; it is not a matter of choice. As care partners, we must actively choose the *right* approach to support these changes. At Keystone Villa at Douglassville, our memory care community is on an innovative pursuit to change the standard of care, shifting away from outdated practices to a positive focus on dementia care.

Through the teachings of Teepa Snow, America's foremost dementia-care education specialist, Keystone Villa provides better support for our residents living with this progressive disease. Her care methods, Positive Approach to Care® and GEMS®: Brain Change Model, sheds a positive light on dementia by changing the perception, attitudes, communication strategies, actions, and responses of care partners like us!

By focusing on our residents' abilities — their strengths — we are freeing them

from irrelevant expectations of the past. Our activities program and therapies nurture their interests and capabilities and promote interactions among staff and other residents that are joyful and fulfilling.

Our staff receives continuous dementia care training to develop awareness, knowledge, and skill. We share this information with family caregivers during our monthly Alzheimer's and dementia support group so they may better understand the brain changes their loved ones are experiencing.

These meetings are held on the last Thursday of the month, at 6:30 p.m., in the personal care theater at 1152 Ben Franklin Highway East, in Douglassville. Bring your caregiving questions and concerns and receive beneficial advice and care strategies from our dementia care experts to help improve your loved one's well-being.

For more information on our memory care community or support group, please call Sue Okuniewski at 610.385.5002 or visit www.keystonevillaatdouglassville.com.

Goose's Montecristo Cigar Lounge
is located in the

Goose Pond Center

250 W. Ridge Pike
Limerick PA

484.902.8770

www.cigargoose.com



484.902.8770

www.cigargoose.com



CIGARS & LOUNGE
ROLL-YOUR-OWN TOBACCO
VAPE, HEMP & CBD

NEW Goose... SIGN & AWNING!

Come visit us and see our
beautiful Retail & Lounge areas!

Our 2500 sq ft Lounge will be your Home Away from Home!

Ask SCORE

PROTECTING YOUR INTELLECTUAL PROPERTIES IS A SMART MOVE

"TM," "SM," "PAT PEND," "©," "®." These small symbols and abbreviations carry a lot of legal weight when it comes to safeguarding a company's proprietary names, designs, products, and services. As an entrepreneur, you should consider making sure the valuable intellectual properties of your small business are protected as well. But which one(s) do you need?

Trademarks are not the same as patents and copyrights, even though the differences are not widely understood. While there are similarities, they serve different purposes.

According to the U.S. Patent and Trademark Office (USPTO), a trademark is a word, name, symbol or device used in business to indicate a source of the goods, i.e., your business, and to distinguish those goods from those sold by another business. A service mark is the same as a trademark, except that it identifies and distinguishes the source of a service rather than a product.

A patent for an invention grants a specific legal property right to the inventor—

"the right to exclude others from making, using, offering for sale or selling" the same invention.

A copyright is harder to define. It is mainly a protection for authors of original works, including literary, dramatic, musical, artistic and other intellectual works, both published and unpublished.

The Internet has transformed the once mysterious process of applying for a trademark into something accessible to anyone willing to spend some time to understand the intricacies and get it right.

(Continued on page 44)



Lucky Squirrel
907 Ben Franklin Hwy. W.
Douglassville PA. 19518

PRINTWORKS

SCREEN PRINTING
EMBROIDERY
SIGNAGE • BANNERS
VEHICLE GRAPHICS
LOGO DESIGN
PROMOTIONAL ITEMS
BUSINESS CARDS & MORE

610.385.7053
www.luckypw.com

Facebook icon
Instagram icon
Locally Owned icon

MEDICARE
EDUCATION SERVICES

Know Your Choices

LOOKING FOR GUIDANCE WITH MEDICARE?
We Help People Choose the Right Medicare Plan.

Talk With Us for A No-Obligation, No-Hassle Consultation.



David Morrison

INSURANCE AGENCY - SPECIALIZING IN MEDICARE FOR RESIDENTS IN SOUTHEASTERN PA

- ✓ When people become eligible for Medicare, they are often confused about what coverages they are eligible for, and what their options are.
- ✓ Our mission is to educate you on how Medicare works for you and identify plans that work with Medicare to ensure you have a robust retirement benefit plan that you can rely on.
- ✓ Whether it is a Medicare Advantage Plan, a Medicare Supplement Plan and/or a Prescription Drug Plan, at Medicare Education Services, we want you to Know Your Choices.



MEDICARE ENROLLMENT

If you're turning 65 soon, it's time to think about what Medicare plan is right for you.

If you are already enrolled but would like to review your options, we can help with that too!

MEDICARE ADVANTAGE

When you want a little extra coverage - like dental, vision, and hearing care - a Medicare Advantage plan might be right for you.

Contact Us to find out if it would be to your advantage to have a Medicare Advantage plan!

MEDICARE SUPPLIMENTS

Original Medicare pays for many healthcare services, but they do not cover everything.

A Medicare Supplement (AKA "Medigap") plan can help to cover the things that original Medicare does not.

MEDICARE PART D

Even if you don't currently take prescription drugs, it is our recommendation that everyone enroll in a plan.

Like Part B, a PDP comes with a late enrollment penalty, which you would be required to pay for the rest of your life.

Contact us today to schedule a FREE, No-Obligation Consultation!

484.424.5222 • david@medicareeducationservices.com • www.MedicareEducationServices.com



Readers' Choice
BEST
BENEFICIAL

Build a Better Business

Commercial Mortgages
Vehicle Financing
Equipment Loans
Debt Restructuring & More!

Riverfront
FEDERAL CREDIT UNION

800-451-3477 RiverfrontFCU.org

Twitter Facebook Instagram YouTube RiverfrontFCU

Kristina McCoy
Business Development Representative
Riverfront Federal Credit Union
2509 Keller Boulevard
Wilmington, PA 19380
Tel 484-345-3171 | 800-451-3477
Cell 484-756-7942 | Fax 484-345-3176
kmc@riverfrontfcu.org
RiverfrontFCU.org

NCUA NMLS ID #488114

We're Here For All Your Ups & Downs

Serving Montgomery, Berks and Chester Counties & Surrounding Areas

B&C
GARAGE DOORS

HCC# PA10081

25+ Years Experience!

Sales - Service - Installation - Residential - Commercial



Get a Free Estimate

610.220.5168

info@bcgds.com

BCGARAGEDOORPRO.COM

Ask SCORE

(Continued from page 43)

But while no business skills or special legal knowledge are required to apply, the field is filled with potential pitfalls and wrong turns that could sabotage your trademark filing if you don't know the intricacies of creating trademarks that can stand up to legal challenges later on.

For example, the application requires that you identify goods or services under specific categories. But misunderstanding these categories and filing too broadly or too narrowly can ruin your trademark and cause problems later on. A qualified trademark attorney can help you avoid such problems.

The U.S. Patent and Trademark Office's Web site at www.uspto.gov provides a wealth of information and resources about protecting your small business' intellectual properties. You'll find basic information about trademarks, patents, and copyrights; links to easy-to-follow "How To" guides; and search engines for researching existing trademarks and patents.

To learn more about trademarks and other small business matters, 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 on the web at www.pottstownscore.org.

Since 1964, SCORE "Mentors to America's Small Business" has helped more than 11 million aspiring entrepreneurs and small business owners through mentoring and business workshops. More than 10,000 volunteer business mentors in over 250 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, call 1.800.634.0245 for the SCORE chapter nearest you. Visit SCORE at www.score.org.

For more information about starting or operating a small business, contact SCORE TriCounty, <https://tricounty.score.org/content/find-mentor-183>.

Today at SCORE, we are on the frontline fighting to keep Main Street America in business. If you believe that you can help a small business with your experience, advice and mentoring please think about joining us. Email us at tricounty@scorevolunteer.org, call us at 610.327.2673, or to learn more. To submit an application to be a SCORE TriCounty volunteer, visit our website at <https://tricounty.score.org/become-volunteer-2>.

SCORE is funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author and do not necessarily reflect the views of the SBA.

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 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.

(Continued on page 46)

ROUTE 422 BUSINESS ADVISOR



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
- Sandwiches
- Soups
- Salads
- Sides
- Milkshakes
- Kid's meals
- Party Orders

FOOD · BEER · FUN

HARES HILL
 BREWING CO.

Proudly serving craft beer and locally sourced food
NOW OPEN!
 1161 Ridge Road
 Pottstown, PA 19465
 (610) 469-6419
hareshillbrewingco.com
 @hareshillbrewing

Gracie's 21st Century Cafe' & Catering
 CIVILIZED DINING in the Country
 "A Restaurant Like No Other"

Find us on **facebook** at Gracie's 21 Century Cafe and Catering

1534 Manatoway Road,
 Pine Forge, PA 19548

www.gracies21stcentury.com
 610-323-4004

Luncheons Dinners Beer Cocktails

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

Serving the area since 1960,
 Route 100 South, Pottstown

The Old Coventry Pub
 610-323-5790 Open every day at 11:00 A.M.

The Old Coventry Pub
 LUNCHEONS · DINNERS
 BEER · COCKTAILS

CALL 610.323.6253 TO PROMOTE YOUR BUSINESS IN THE DINING GUIDE

OWM LAW
 O'Donnell, Weiss & Mattei, P.C.

Your Life. Your Business. Your Law Firm.

The OWM Law Business, Banking & Real Estate Team:
 James C. Koraleski, Michael B. Murray, Jr., John A. Kozy, Jr., Gary L. Stein,
 David A. Megay, Joseph K. Koway

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

Gary's FLOORING DEPOT

Your trusted source for top quality floors and installation since 1994!

- Excellent relationships with suppliers.
- Knowledgeable and Helpful staff.
- Highest quality products.
- In-house design consultants.
- All the latest styles.
- In stock Carpet and Luxury Vinyl for fast service.
- All installers have minimum 10 years' experience.
- Low price guarantee.

Stop by our showroom to see the variety of products we carry from Armstrong, COREtec, Marazzi Tile, American Olean, Daltile, Shaw Floors, Mohawk Flooring, and more!



Products:

Carpet
Hardwood
Laminate
Tile
Luxury Vinyl
Waterproof
Vinyl
Natural Stone
Glass Tile
Metal Tile
Solid Surface
Area Rugs
Kitchen & Bath



We strive to provide our customers with the best products at the best prices. We know you have an abundance of vendors and retailers, both in store and online, where you can purchase tile carpet, laminate, vinyl, and hardwood flooring products. We want to be your first choice when it comes to carpet and flooring products in the Pottstown, Collegeville, Reading communities, and surrounding areas.

Hours

Monday-Friday 10am - 6pm
Saturday 10am - 4pm • Sunday Closed

(610) 323-8881

www.garysflooringdepot.com

237 West High Street, Pottstown, PA 19464

STONEY CREEK RENTALS INC.

872 Park Road
Blandon, PA 19510



EQUIPMENT RENTALS • SALES • SERVICE

Serving Southeastern Pennsylvania since 1998, Stoney Creek Rentals has been offering an extensive inventory of quality tool and equipment rentals for a variety of jobs at reasonable prices. In addition to our construction equipment hauling services, we also offer equipment sales, parts, and contractor supplies as well as repair services.

610.926.4567 • www.stoneycreekrentals.com

Ask SCORE

(Continued from page 45)

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.

Since 1964, SCORE "Mentors to America's Small Business" has helped more than 11 million aspiring entrepreneurs and small business owners through mentoring and business workshops. More than 10,000 volunteer business mentors in over 250 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, call 1.800.634.0245 for the SCORE chapter nearest you. Visit SCORE at www.score.org.

For more information about starting or operating a small business, contact SCORE TriCounty, <https://tricity.score.org/content/find-mentor-183>.

Today at SCORE, we are on the frontline fighting to keep Main Street America in business. If you believe that you can help a small business with your experience, advice and mentoring please think about joining us. Email us at tricity@scorevolunteer.org, call us at 610.327.2673, or to learn more. To submit an application to be a SCORE TriCounty volunteer, visit our website at <https://tricity.score.org/become-volunteer-2>.

SCORE is funded in part through a Cooperative Agreement with the U.S. Small Business Administration. All opinions, conclusions, and/or recommendations expressed herein are those of the author and do not necessarily reflect the views of the SBA.

Tony & Joe's
Landscaping Service

Our Services are Always in Season.

We are a full service landscape and lawn maintenance company serving the needs of homeowner's landscaping projects large or small.

tonyandjoeslandscapedesign.com
Ph: 610.775.5380 • E: toninog1014@aol.com

FREE ESTIMATE



SCHOLARSHIPS FOR ADULT CAREER TRAINING OFFERED THROUGH NORTH MONTCO EDUCATION FOUNDATION

Limited career training scholarships for adults' in-need are available through the North Montco Education Foundation. These scholarships provide a chance for adults with limited resources to train for a high-demand occupation in one of North Montco Technical Career Center's (North Montco) adult evening programs. Many adults, including Veterans, are working in jobs with a limited or non-existent pathway to a self-sustaining family wage. And since the demand for HVAC Technicians, Electricians, Welders, Machinists, and other technical professions has never been greater, this scholarship and training opportunity can make a huge impact on one's future earning capacity. Scholarships

are limited, call today to learn more.

North Montco's Continuing Education Program offers several high-demand occupation sectors where students build workplace skills and earn the certifications employers want most: Construction Trades, Health Care, Engineering, and Manufacturing. Training in all of the programs reflect current industry trends and advances in technology. Partnerships with business and industry, manufacturing and schools have kept North Montco's programs state of the art to meet the demands of local employers.

To learn more, call Denise Collins at 215.368.1177 (ext: 303) or email dcollins@nmtcc.org.



Learn and Grow with us!

Part-time worker needed for a growing Accounting and Personal & Corporate Tax Preparation company in Reading.

Flexible Hours —

NO tax experience necessary and full training provided.

- Must be available for Tax training in September.
- Must be able to work with Microsoft Office and Email.

**For more information, or to apply,
email Manojtax13@gmail.com.**



The Junkluggers of Berks, Chester, & Lancaster Counties



**Getting junk out of your life,
keeping it out of landfills.**

What we offer:

- Same and next-day appointments
- Quick, dependable, on-time service
- Fully insured trucks and employees
- Tax deductible receipts for any donations made on your behalf
- We'll take items like furniture, TV's, appliances, clothing, household goods, and much more!

\$25 OFF

a 1/4 truck or more

Mention when booking to redeem. Only participating locations. Limit one per household. Offer cannot be combined. Tax is not included.

COUPON CODE: ROUTE422

1-800-LUG-JUNK • JUNKLUGGERS.COM

Call or book a job today for a **FREE**, no-obligation estimate!

TRAINING THAT WORKS

FastTrack Programs

*For Industry
(multiple programs available)*

CDL Training and Testing

North Montco is a PennDot certified testing site

Limited Need-Based Training Scholarships are Available!

Call for more information: (215-368-1177 ext: 303)



Technical Career Center
Continuing Education

REGISTER TODAY

1265 Sumneytown Pike, Lansdale, PA 19446

www.nmtcc.org | 215-855-3931



Find out how your contributions can impact
Technical Education and provide
learning experiences to prepare students for
today's workforce challenges

Gift Certificate for individuals or businesses

Email: info@northmontco.org
Website: www.northmontco.org

wolfrun landscapes

610-779-5717
wolfrunlandscapes.com

Your beautiful new landscape awaits. Call today!

Landscape design and installation using mostly native plants to help stabilize the loss of our biodiversity and sustain green naturalized areas.



- Natural lawn care services from new to renovation.
- Proper pruning and removal of trees and shrubs.
- Hardscapes - natural stone walls and walks, gravel paths, paver patios.
- Water gardens and ponds.

email: wolfrun@ptd.net

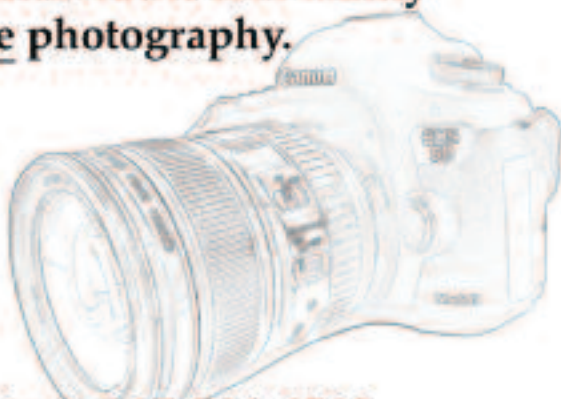
29 Klapperthal Road, Reading PA 19606

STEVE LADNER PHOTOGRAPHY

www.steveladner.com

After 25 years working as a fashion and portrait photographer in New York City, I now live and work in the Chester Springs area.

Headshots: business and social media
Portraits: individual and family
Real Estate photography.



contact: 917-584-4503
photo@steveladner.com

A LANDLORD'S GUIDE TO EVICTION



LEGAL PERSPECTIVES

By Alexis I. Lehmann, Wolf, Baldwin & Associates, P.C.

Whether you own a single rental or an apartment building, Pennsylvania's Landlord Tenant Act (68 P.S. §§ 250.101-250.60) establishes basic rules for renting residential property and governs the eviction process for both tenants and landlords. This article will outline the basics of a residential eviction in Pennsylvania, but is no substitute for a consultation with an experienced attorney.

Step 1 – RIGHT TO EVICT.

As a landlord, there are three main reasons that you can file for eviction under the Act.

1. Tenant fails to pay rent.
2. Tenant breaches a term or terms of the lease (this could include non-tenants residing on the premises, engaging in illegal activity, violating local ordinances or laws, or disturbing the neighborhood); or
3. The rental term is done, and you do not want to renew the lease.

You cannot evict a tenant based on race, color, religion, ancestry, national origin, sex, age, or disability, as these are generally protected classes under the Constitution and other laws.

Step 2- NOTICE (approximately 10-30 days).

If any of the reasons for eviction have occurred, the next step is sending the tenant notice. Before filing a complaint with the magisterial district court, a.k.a small claims court, a landlord must give the tenant written notice of the violations and request to vacate the premises. However, PA laws allow for a lease to waive the right to notice or change the notice period for more or less time. There is an exception in the case of public, subsidized, and Section 8 leases in which

case notice cannot be waived. If your lease is silent on notice, then the Act controls the timing. If notice is required and not given, the Magistrate Judge has no authority to hear the case and will most likely dismiss it.

Under the Act, the notice must be in writing and give the tenant sufficient time to vacate, and must be delivered to the tenant in a certain way. The amount of notice you need to give your tenant to vacate depends on the length of your lease and the reason for ending it.

If the eviction is occurring because of failure to pay rent, you must give a written notice at least 10 days before filing an eviction and must include:

- Name and address of the tenant's rental unit.
- The date the notice was served.
- The reason for the notice.
- The total amount due (including any late fees), where the payment should be made and whom the rent should be paid to.
- A statement that the tenant has 10 days to pay and should include the exact day or the tenant should move out.
- An ultimatum that the landlord may bring forth an eviction lawsuit.

(Continued on page 50)

Ron Black Agency/The Laskey Group

Celebrating 100 Years in 2022!



An independent insurance agency in the Spring-Ford area with 100 years in business and a wealth of knowledge in our team. Our vision is to help educate, insure, and protect your assets allowing you to enjoy your life to the fullest.

PROUD MEMBER



Helping families and business owners design and implement insurance, financial services and risk management programs using specific education, innovative tools and client support to achieve long-term goals and business continuation.

Integrity | Leadership | Excellence | Vision | Protection Education | Innovation

610-948-4830 • www.ronblackagency.com

380 N. Lewis Road, Royersford, PA 19468

FAMILY OWNED & OPERATED SINCE 1967

H&F TIRE SERVICE

Bridgestone – Firestone – Fusion
Goodyear – Kelly – Dunlop
Michelin – Uniroyal – B F Goodrich
Continental – General – Carlisle

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

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

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.

Affordable Luxury
Financing for everyone with rates as low as 2.49%
Guaranteed Credit Approval • All Income Types Accepted

highstreet
AUTO CONNECTION

1415 W. High Street, Pottstown, PA 19464
484.624.3120
www.HighStreetAutos.com
Make your next move your best move right in town at High Street Auto Connection.

CJ's Tire & AUTOMOTIVE

Better. Faster. More Affordable.

We're more than just tires

- ✓ COMPLETE AUTO CARE
- ✓ PROFESSIONAL TIRE SERVICES
- ✓ LOYALTY PROGRAM
- ✓ USER FRIENDLY WEBSITE
- ✓ FLEETS & NATIONAL ACCOUNTS WELCOME

Enjoy these additional savings for your personal vehicle!

\$10 off full-service oil change
Up to 5 qts. Most cars. Some exclusions may apply. See store for details.
EXPIRES 10/31/22 • CODE: OIL10

\$40 off a set of in stock tires
In-stock tires only. Minimum four tires. Some exclusions may apply. See store for details.
EXPIRES 10/31/22 • CODE: TIR40

17 Convenient Locations | National Fleet Accounts Welcome | cjtire.com

DAVIES
HARDSCAPING LLC

LANDSCAPE DESIGN • WALKWAYS • PATIOS
WALLS • MULCHING • FREE ESTIMATES
SPRING-FALL CLEANUP

431 Rugby Road • Birdsboro, PA 19508
610.207.0256

EXPRESS DATA GETS IT.

**LOCALLY OWNED.
OBSESSIVELY OPERATED.**

Small business professionals that respect your small business.

PAYROLL • HUMAN RESOURCES • ONBOARDING • WORKFORCE MANAGEMENT

express DATA SYSTEMS, INC. **EXPRESSDATASYS.COM** | 610.495.7166

**We make it EASY
to talk with a lawyer**

**Business & Corporate Representation
Commercial & Residential Real Estate
Workers' Compensation
Estate Planning & Probate • Elder Law
Land Use & Zoning • Civil Litigation**

WOLF BALDWIN & ASSOCIATES
ATTORNEYS-AT-LAW

Pottstown • **Pennsburg** • **Reading** • **West Chester**

610-323-7436 215-679-5912 610-374-2400 610-436-8300

800 East High Street 570 Main Street 608 Court Street, Suite 202 13 West Miner Street
Pottstown, PA 19464 Pennsburg, PA 18073 Reading, PA 19601 West Chester, PA 19382

www.wolfbaldwin.com • Your Local Lawyers Since 1973

LEGAL PERSPECTIVES

(Continued from page 48)

- A statement including how the notice was given to the tenant (via personal delivery or by posting the notice on the tenant's door)

If the eviction is occurring for a *reason other than nonpayment of rent* (for end of lease term, or for breach of the lease), you must give written notice as follows:

- 15 days before filing an eviction case, if tenants don't have a set termination date for tenancy;
- 15 days before filing an eviction case, if the lease is for less than one year; or
- 30 days before filing an eviction case, if the lease is for one year or more.

Step 3 – SERVICE (approximately 1-3 days).

The notice to vacate must be served upon the tenant in a certain way. Acceptable service is:

- By personal service (being physically handed to the tenant); or
- By leaving it at the principal building upon the premises; or
- By posting it conspicuously on the leased premises.

Not Acceptable service:

- Any form of mail.

Remember, your lease can provide a longer or shorter notice period, or no notice at all. An attorney can help you revise the lease to include a waiver of notice clause or a notice period you are comfortable with. It is always smart to consult with an attorney to review your lease terms before signing a lease with a new tenant or starting the eviction process for an existing tenant.

Step 4 – FILING IN COURT AND HEARING (approximately 7-15 days).

After the notice period is over, you can then file a Landlord/Tenant Complaint in magisterial district court. In the complaint, you can request 1) possession of the property, 2) money for unpaid rent, and 3) damages to the property. The Judge will then issue an order setting a hearing date for both parties to attend. The order and your complaint will then be delivered to the tenant prior to the hearing, usually by a Sheriff, and takes 1-3 days. The eviction hearing must be held between 7 and 10 days after the order is issued by the Judge. At the hearing, expect the tenant to bring witnesses or other evidence showing they have not violated the lease

OWNER - OPERATED

49 YEARS IN BUSINESS!



EMBODY'S SUNOCO SERVICE CENTER

1435 E. High Street, Pottstown, PA 19464

Only Full Service Station in the Area!

Phone (610) 326-2250 Fax (484) 644-3691

www.embodysservicecenterpa.com

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

terms; so, it is a good idea for you as the landlord to be prepared to present evidence; this may include proving the damages caused to your property and what is a reasonable amount of money to compensate you.

Step 5 – WRIT FOR POSSESSION (10 days after the Judgment is issued in your favor).

The Judge will make a decision, either at the hearing, or within 3 days after the hearing. All parties will be sent a copy of the decision, called a judgment, in the mail. If the Judge rules in your favor and grants "possession to the landlord," you still must wait 10 days from the date the judgment is entered to request a "Writ" or request for actual possession of the rental property. Once the Judge issues the Writ for Possession, it will be sent to the tenant and specify the date that the tenant must move out. The move out date must be at least 10 days from the day the tenant receives the Writ for Possession. If the tenants have not moved by the date specified, they can be forcibly removed from the property. If the tenants pay all past-due rent in full, plus any additional court-ordered fees, prior to the Judge ordering the Writ for Possession, the eviction process will be stopped.

Step 6 – APPEAL

Either side can appeal the Magistrate Judge's decision to the next level court – the Court of Common Pleas – if they lose the magistrate hearing. The tenant has 10 days to file the appeal for a judgment for possession and 30 days to appeal a monetary judgment only. For the tenant to stay in the property during the appeal the tenant must pay to the court both the amount of any judgment rendered by the court and any rent which becomes due during the Court of Common Pleas proceedings. If this amount is not paid, the landlord can file for dismissal of the appeal.

These timelines are strict, and the court process can be time consuming. Given the various twists and turns, it is best to engage an experienced attorney to help navigate the process.

References:

<https://propertymanagement.com/laws/pennsylvania-eviction-process>

<https://www.palawhelp.org/>

Alexis Lehmann, Esquire is an experienced attorney with the law firm of Wolf, Baldwin & Associates, P.C. with offices in Pottstown, Reading, Pottsville, and West Chester. She concentrates her practice in small business representation, commercial litigation, employment law and FCRA compliance. Ms. Lehmann be reached at 610.323.7436 or by e-mail to alehmann@wolfbaldwin.com.



Your Idea, Your Design, Your Shop

AMITY SHIRT FACTORY

Call or Text Douglassville, Pa.

610-858-9441

Screen Printing & Embroidery
All work completed In-House

CLEAN CARPETS & AIR DUCT CLEANING!

Oriental Rug Cleaning



10% Discount
for seniors, military,
& first responders



NO HIDDEN CHARGES

- **FREE** pre-treating
- **FREE** spot removal
- High powered truck-mounted equipment
- 30-day service guarantee



Serving S.E. PA

484-644-6086
smartchoicepa.com

SAVE BIG! 8-VENT AIR DUCT CLEANING SPECIAL

\$249

offer valid on single-unit systems only — additional vents can be added for \$29 per vent

SMART CHOICE CARPET CLEANING

With this coupon. Not valid with other offers or prior services. Expires 8/15/22

3 STEP DEEP CLEANING CARPETS

\$99 2 rooms

\$139 3 rooms

\$169 4 rooms

\$199 6 rooms

Up to 250 sq ft per room.

SMART CHOICE CARPET CLEANING

With this coupon. Not valid with other offers or prior services. Expires 8/15/22

\$149 upholstery
sofa & loveseat

SMART CHOICE CARPET CLEANING

With this coupon. Not valid with other offers or prior services. Expires 8/15/22

\$119 dryer vent cleaning

SMART CHOICE CARPET CLEANING

With this coupon. Not valid with other offers or prior services. Expires 8/15/22

99¢ tile cleaning
/sq ft

SMART CHOICE CARPET CLEANING

With this coupon. Not valid with other offers or prior services. Expires 8/15/22

Check Us Out on Facebook & Google. Five Star Ratings!



ESTATE PLAN ELDER CARE PROTECTION PLAN LIFE CARE PLAN CRISIS CARE PLAN





Sean D. Curran Esquire **CURRAN** ESTATE & ELDER LAW, PLLC Rose Kennedy Esquire

A LIFE CARE PLANNING FIRM

To protect what matters most in your life.

Life Care Planning Coordinates Estate Planning, Asset Protection, Nursing Home Qualification and Long Term Decision Making and Advocacy.

"Watch our Short Video on our Website about Life Care Planning"

Call today to schedule your family consultation or to attend one of our Webinars.

610.406.5377

1212 Liggett Avenue, Reading, PA 19611
sean@curraneelaw.com • www.curraneelaw.com



WHY YOU NEED A POWER OF ATTORNEY



By Sean D. Curran, Esq.

If you become incapacitated and can no longer manage your financial affairs, you should have a Power of Attorney (POA) so that some other person you trust has the authority to act on your behalf for the many financial transactions necessary to maintain your assets and financial good standing. However, you should not wait until you become incapacitated to execute a POA because it may be too late. If you become mentally incapacitated and do not have a POA, the court may appoint a guardian over your affairs. Your court-appointed guardian may not be the person you would have chosen, especially if there is a dispute among your family members. A guardian has whatever powers the court gives them. This may be very different than the powers you would want them to have.

A POA gives you, the "principal," better control over your future where you decide who will be your "agent," the person authorized to act for you, in the

event of an accident or illness. You define the powers and authority your agent will have. Many of these powers are practical and are concerned with routine day to day financial activities. POAs permit your agent to manage your money and property. The agent can pay bills, make investments, and even sell your property if necessary. A skillfully prepared POA with asset protection authority can protect your family's financial security in the event of your incapacity. It is an extremely important and relatively inexpensive document. However, great consideration needs to be given as to who will be given the powers and under what terms because it can be the vehicle for inappropriate use of assets by an unlawful agent. Nevertheless, every responsible adult should have a POA.

Effective January 1, 2015, Pennsylvania updated the POA law (Act 95) which has several significant changes. Act 95 tries to strike a balance which gives you the ability to give your agent the powers you desire him or her to have, but which also helps prevent, detect, and prosecute abuse by the agent. For instance, Act 95 imposes duties to keep the agent's and









Bobcat of Reading

COMING SOON



**5430 POTTSVILLE PIKE,
READING, PA 19605**

**SHOP NOW AT
BOBCAT OF LANCASTER
IN EPHRATA, PA**

CROWNSTONEEQ.COM 888-243-9029

CORE 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 the another!

STEP 3 SHOW YOUR PRODUCTS
We extend the manufacturer's warranty on each flooring option and streamline the selection to make choosing easy!



FLOORING SOLUTIONS MADE SIMPLE



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

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

Luxury Salon: where you will feel unique and special.

- * Manicures
- * Pedicures
- * Facials
- * Lash Extensions
- * BOTOX
- * IV Infusion
- * Lash Lift/Tint
- * Eyebrow Lamination/Tint
- * Waxing
- * Lomi Lomi add your text
- * Microblading/Microshading

And much more.....

[TRE SPA]
you deserve the spa.com or TRE SPA APP

Phoenixville | Tre Spa
420 Schuylkill Rd
Phoenixville, PA 19460
Phone: 484.924.9207

Roxersford | Tre Nail Bar
949 S Township Line Rd
Roxersford, PA 19468
Phone: 610.792.3572

principal's funds separate, to keep a record of all receipts, disbursements and transactions made on behalf of the principal, and to attempt to preserve the principal's estate plan. However, if you do not want these duties imposed on your agent, these duties may be waived or released by the principal in the POA document.

The principal signs a notice form that contains state mandated information about the significance of the POA. The updated language in the notice warns the principal that a grant of broad authority may allow the agent to give away the principal's property while the principal is

alive or change how the principal's property is distributed at death.

The agent signs an acknowledgment form accepting the duties that go with acting as an agent and agreeing to act in conformity with the principal's expectations, in good faith and only within the scope of the authority granted in the document. The agent acknowledgement must be in conformity with Act 95's new language. An agent has no authority to act until he or she has signed this acknowledgment and it is affixed to the POA document.

(Continued on page 54)

Commercial Janitorial Solutions

KKBS
Facility Services

**COMMERCIAL CLEANING • CARPET CLEANING
FLOOR CARE • PAPER PRODUCT SUPPLY**

OFFICE • INDUSTRIAL • FINANCIAL • RETAIL • HOSPITALITY • HEALTHCARE

- Experienced professional cleaners
- Uniformed employees
- Quality assurance
- Emergency service
- Day porters
- Insured

Call us today to schedule your FREE no obligation janitorial proposal!

KKBS Facility Service focuses not only on professional cleaning but also professional relationships. We understand that our clients want thorough and sanitary cleaning results each and every cleaning.

WWW.KKBSFACILITYSERVICES.COM • 610.401.0620
320 Abington Drive, Wyomissing, PA 19610

Bauer
LANDSCAPING, INC.
Creative Design, Installation & Maintenance

610.948.3329

BAUERLANDSCAPING.COM
155 Hill Church Rd. Spring City, PA 19475
PA Contractor #068471

Landscaping & Hardscaping Services

Creative Design, Installation & Maintenance

We're BETTER because we're DIFFERENT!

Seasonal Services

- Spring & Fall Cleanup
- Lawn Mowing & Maintenance
- Shrub & Tree Trimming
- Seed and Sod Installation
- Complete & Balanced Fertilization
- Edging and Mulching
- Snow Removal

Other Services

- Fire Pits
- Outdoor Kitchens & Fire Places
- Patios / Walks / Walls
- Paver Restoration
- Creative Masonry
- Natural Stone Walls
- Stone Veneer
- Flagstone
- Boulders
- Outdoor Lighting
- Grading & Drainage
- Excavation

Call us today for a FREE estimate!

EP HENRY
NATIONAL MASONRY CONTRACTORS

Techo-Pro

epi
CERTIFIED QUALITY

CCI
NATIONAL CONCRETE CONTRACTORS ASSOCIATION

Accredited Business
BBB Rating: A+

See our reviews on
Angie's list

ADVERTISED SERVICES DIRECTORY

ACCOUNTING / BOOKKEEPING

BRESLOW'S BOOKKEEPING26
KARLENE'S CONSULTING26

ACCOUNTING / TAX PREPARATION

UDITI TAX47

APPAREL / SCREEN PRINTING & EMBROIDERY

AMITY SHIRT FACTORY51

ATTORNEYS

BURACK ENVIRONMENTAL LAW OFFICES15
CURRAN ESTATE & ELDER LAW, PLLC52
O'DONNELL, WEISS & MATTEI, PC45
WOLF BALDWIN & ASSOC. PC50

AUTO GRAPHICS / SIGNAGE / APPAREL

GRABER LETTERIN' INC. SIGN COMPANY26

AUTOMOTIVE / AUTO BODY SERVICE

MERCER'S TRUCRAFT COLLISION49

AUTOMOTIVE / SERVICE

EMBODY'S SUNOCO51
RED KIEFFER'S AUTO REPAIR49

AUTOMOTIVE / TIRE SALES & SERVICE

CJ'S TIRE & AUTOMOTIVE SERVICE49
H & F TIRE SERVICE49

AUTOMOTIVE FINANCING

HIGH STREET AUTO CONNECTION49

BANKING / FINANCES

DIAMOND CREDIT UNION31
PHOENIXVILLE FEDERAL BANK & TRUST21
RIVERFRONT FEDERAL CREDIT UNION44
THE VICTORY BANK23
TOMPKINS VIST BANK18
VISIONS FEDERAL CREDIT UNION3

BUSINESS BROKERS

MARATHON CAPITAL ADVISORS / MARATHON FINANCING ADVISORS58

BUSINESS COACHING

FAUST COACHING40

CARPET, FLOOR & AIR DUCT CLEANING

SMART CHOICE CARPET CLEANING52

CIGAR LOUNGE & CAFÉ

GOOSE'S MONTECRISTO CIGAR LOUNGE & CAFÉ42

CONSTRUCTION SERVICES

BLATT GROUP24
ONDRA-HUYETT ASSOCIATES, INC.18

CONTRACTORS EQUIPMENT

BOBCAT OF READING / CROWNSTONE EQUIPMENT NET-WORK52
STONE CREEK RENTALS46

DANCE INSTRUCTION

POTTSTOWN DANCE THEATRE29

DIGITAL PRINTING / MARKETING / ADVERTISING

BERKS DIGITAL, INC.26 & 29

EDUCATION

ROSE GARDEN PREPARATORY DAY SCHOOL23

EDUCATION / TECHNICAL SCHOOL

BERKS CAREER & TECHNOLOGY CENTER25
NORTH MONTCO TECHNICAL CAREER CENTER47

ENERGY

RHOADS ENERGY21

ENERGY PROJECT FINANCING

SUSTAINABLE ENERGY FUND57

ENGINEERING SERVICES

ALL COUNTY & ASSOCIATES16
BERKS SURVEYING & ENGINEERING, INC.12
CARROLL ENGINEERING CORPORATION10
EARTH ENGINEERING14
LUDGATE ENGINEERING16
MCCARTHY ENGINEERING ASSOCIATES, INC.10
TRAFFIC PLANNING & DESIGN, INC.14

FINANCIAL SERVICES

NATIONAL FINANCIAL NETWORK40
PATRICIA MILLER PICARDI40

FLOORING

CHESMONT CARPET ONE52
FRANKLIN FLOORING55
GARY'S FLOORING DEPOT46

FLOORING & FLOOR COVERINGS

CARPET & TILE MART FLOORING SUPERCENTERS28

FURNITURE & FLOOR COVERINGS

LASTICK FURNITURE & FLOOR COVERINGS21

GARAGE DOORS

B & C GARAGE DOORS, LLC26 & 44
PRO KEYSTONE GARAGE DOOR COMPANY23

GARDEN CENTER / NURSERY

PUGHTOWN AGWAY26

GRAPHIC DESIGN SERVICES

DOWNTOWN DEZIGN26

GRAPHIC DESIGN, SIGNS & PRINTING SERVICES

FASTSIGNS26
LUCKY SQUIRREL PRINTWORKS27 & 43

GREENHOUSE/NURSERY

BLACK CREEK GREENHOUSES, LLC22

HEALTH / HEALTHCARE / OCCUPATIONAL HEALTH

OCCUPATIONAL HEALTH / POTTSTOWN HOSPITAL - TOWER HEALTH2

HEALTH INSURANCE / MEDICARE INSURANCE

MEDICARE EDUCATION SERVICES43

HOME HEALTH SERVICES

TRI-COUNTY HOME HEALTH55

INDUSTRIAL SUPPLY

CLARK INDUSTRIAL SUPPLY, INC.56

INSURANCE SERVICES

JAB INSURANCE BROKERS56
RON BLACK AGENCY / THE LASKEY GROUP48
TRAVEL SAFE INSURANCE / CHESTER PERFETTO AGENCY30

JUNK REMOVAL / HAULING

THE JUNKLUGGERS OF BERKS, CHESTER & LANCASTER COUNTIES47

LANDSCAPE DESIGN / HARDSCAPING

DAVIES HARDSCAPING, LLC50

LANDSCAPE DESIGN & INSTALLATION

WOLFRUN LANDSCAPES48

LANDSCAPING / PROPERTY MAINTENANCE

L.A. VERRUNI LANDSCAPING57
SOTTOSANTI LAWN CARE27 & 55
TONY & JOE'S LANDSCAPE DESIGN46

LODGING / BED & BREAKFAST

TWIN TURRETS INN27

MACHINE SHOP / WELDING & FABRICATION

LEVAN MACHINE & TRUCK EQUIPMENT5

MAINTENANCE/JANITORIAL SERVICES

DEMEDIO'S BUILDING MAINTENANCE24
KKBS FACILITY SERVICES53

MANUFACTURER / PRECAST CONCRETE

ATLANTIC AMERICAN PRECAST12

MARKETING & SOCIAL MEDIA SERVICES

INTERLACE COMMUNICATIONS27

MARKETING SERVICES

BEMARKETING20

MASSAGE THERAPY & PERSONAL TRAINING

CHARLES PEEPLES MASSAGE27

MEDICAL SPA

YOUNG MEDICAL SPA54

ORGANIZATION

POTTSTOWN ROTARY CLUB18
SMALL BUSINESS RESOURCE ASSOCIATION25

ORGANIZATION / CHAMBER OF COMMERCE

GREATER READING CHAMBER ALLIANCE20

ORGANIZATION / ECONOMIC DEVELOPMENT

HOBART'S RUN57

PAYROLL SERVICES / BOOKKEEPING SERVICES

EXPRESS DATA SYSTEMS, INC.50

PAYROLL SERVICES / HR SUPPORT

PREMIER PAYROLL SERVICES60

PEST CONTROL / WILDLIFE REMOVAL

PATRIOT PEST SOLUTIONS, LLC41

PHOTOGRAPHY PROFESSIONAL

STEVE LADNER PHOTOGRAPHY48
STYLISH IMAGES PHOTOGRAPHY58

PLUMBING CONTRACTOR

A. JACKSON ECKER, INC.27

PRINTING SERVICES

EVERYTHING PRINTING27 & 56

REAL ESTATE / COMMERCIAL & INDUSTRIAL

ZUBER COMMERCIAL REALTORS59

REAL ESTATE / RESIDENTIAL

RE/MAX ACHIEVERS NICOLE OHLER5

RECREATION / GOLF COURSE

ARROWHEAD PUBLIC GOLF COURSE56

RESTAURANTS

GRACIE'S 21ST CENTURY CAFÉ45
HARES HILL BREWING COMPANY45
SPECK'S DRIVE-IN45
YE OLD COUNTRY PUB45

RETAIL / TOBACCO & RELATED PRODUCTS

COLE TOBACCO27

RETIREMENT COMMUNITY / SENIOR CARE

KEYSTONE VILLA AT DOUGLASSVILLE42

SALON / SPA / NAIL BAR

TRE NAIL BAR / TRE SPA53

SCREEN PRINTING

MISSION SCREEN PRINTING, LLC58

SENIOR HOME CARE

VISITING ANGELS POTTSTOWN29

TECHNOLOGY / IT

BINARY IT SOLUTIONS24
PLUS ONE TECHNOLOGY22

coolsculpting

NEW PRICING

FREEZE THE FAT AWAY

Call for your FREE Consultation

Lansdale 215-362-7546

YOUNG Medical Spa

Bala Cynwyd 267-534-3355

YoungMedicalSpa.com

Why You Need A Power of Attorney

(Continued from page 53)

Before Act 95, there was no requirement that a POA be notarized or even witnessed. Beginning with documents signed on or after January 1, 2015, a POA must be notarized and have two qualified witnesses, which means that they are above the age of 18 and cannot be the notary or the agent. This permits the POA to be recorded if desired.

The law also attempts to reduce the potential for financial abuse by prohibiting your agent from taking certain actions unless they are specially authorized in your POA. These "hot powers" include actions that have the potential to dissipate your property or change your estate plan — like making a gift on your behalf or changing a beneficiary designation on an insurance policy or IRA. If you want your agent to have any of these powers, the authority must be set out in your POA document. Many of these powers are practical to have as we age and are concerned about sheltering our assets from long term care costs.

A POA is useful only if it will be accepted by the financial institution or other third party to whom it is delivered. So, the law includes provisions that can penalize a third party for refusing to accept your POA as well as to protect you from abuse by permitting those third parties to

question a POA when they have a suspicion that something is amiss, or your agent is acting beyond the granted powers. If the agent has fully complied with the requirements of the law, a third party that refuses to comply with the proper instructions of the agent is subject to liability for financial harm caused to the principal by the refusal and to a court order mandating acceptance of the POA.

Act 95 does not require that you get a new POA, but it makes sense to have your current document reviewed by a lawyer who is familiar with the new law. Legally, pre-2015 POAs remain valid. Practically, your old POA may not be the best document for you or your agent. You may want to update your POA so that it will be more likely accepted by your bank and other financial institutions without questions. POAs can vary in terms of scope and complexity. Some financial powers of attorney are very simple and may not contain the necessary powers to achieve desired results. If you have not recently updated your power of attorney, now may be a good time to visit your elder law attorney for a review.

For additional information, please contact Sean D. Curran at 610.406.5377; email: sean@curraneelaw.com.

FLOODING IN DOWNINGTOWN



DOWNTOWN MARKETING & DEVELOPMENT By Barry Cassidy

For the past few months, I have been working with a committee in my hometown of Downingtown concerning flooding. I sent out a mailing asking interested people to form a committee. About ten people are involved, and each has a different interest in the process.

One Committee worked on mitigation and was eventually merged with the Borough of Downingtown Flood Committee to have one mitigation committee. Community members understand and know the conditions on the ground during a flood and have a voice at the table, which is how it is supposed to work.

The other Committee devoted its efforts to the dam system. The county mitigation plan outlines that the dams above Downingtown are dangerous. However, when we moved further into the discussions about the dams being dangerous, it was not the dams that are in existence but the one that is now missing.

As part of a wetlands mitigation project on Route 322 widening near Concordville, the historic Thomas Moore Dam with roots to origins of Downingtown was to be breached, and the Brandywine Creek left to the natural habitat to improve fish migration. Historically the dam diverted water into a historic mill race that was an integral part of the paper industry industrial operation.

The mill race was no longer active when the dam was breached and halted water diversion to Kardon Park. Portions of the land now known as Kardon Park were used for quarrying limestone. Limestone is the bedrock of most of Downingtown and the rest of the valley. Before a central landfill, a portion of the land was used as

the Borough's 'dump.' Later, there were several paper companies in the Borough, and with the manufacture of paper, there was a dangerous byproduct known as paper slag. This mix included several hazardous chemicals. Illegally, the paper companies would pour slag into the open quarry pits.

I am familiar with the property because, in my Downingtown professional work, I was once going to place 200,000 square feet of office space and build a community center. I switched jobs and went to the City of Philadelphia to work after securing three, one-million-dollar grants for the site. It appears that now the site should be used for water storage since the PA Supreme Court ruled that a later attempt to put housing there was unconstitutional. It must stay park land!

It appeared to me that the goals of the dam committee became a project for the mitigation committee. It is good and bad to propose this project. The good is that there is a rare confluence of dollars available to do the project. The bad news is that it will be painful for some to go through the process. But, unfortunately, stuff is what it is sometimes.

The third Committee is just getting underway, and that is the readiness and recovery committee. This Committee will work with the people in the wider area of 19335, not just the Borough.

(Continued on page 56)



SOTTOSANTI LAWN • CARE

Serving Berks County Since 1978

- Landscape design and installation
- Hardscaping
- Patios
- Walkways
- Retaining walls
- Sod and seed lawn installation
- Excavation
- Snow removal
- Lawn mowing and maintenance
- Spring / fall cleanup
- Edging and mulching
- Shrub trimming and removal
- Fertilization and aeration
- Tree and shrub installation and maintenance



*We Can Help You Create
the Outdoor Living Space
of Your Dream!*



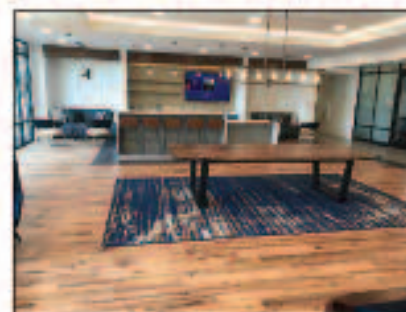
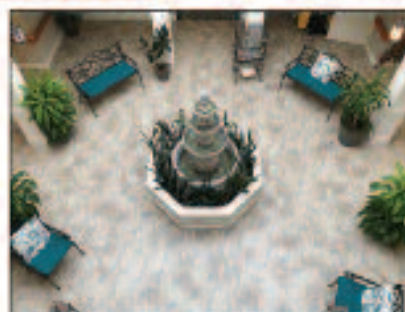
Residential
Commercial
Free Estimates
Fully Insured

We're big enough to get your job done and small enough to know your name!

610.670.7639 • 610.370.1507
www.sottosantilawncares.net



FRANKLIN FLOORING inc.



FLOORS FOR YOUR BUSINESS

610-495-9200



We specialize in commercial flooring solutions, value-added services and specialized maintenance.

Franklin Flooring is a family-owned and operated interior renovation service provider that brings three generations of experience to the table.

www.franklinflooring.net

COMMERCIAL FLOORING B2B

211 COMMERCE CT STE 106, POTTSTOWN, PA 19464



CHRONIC LUNG DISEASE MANAGEMENT PROGRAM

ClearWay empowers you to manage your COPD through direct one-on-one training with our nurses. And it's proven to reduce the chance of your COPD causing a hospital visit.

Call 855.237.0195 to learn if ClearWay is right for you.



**TriCounty
HOME HEALTH**

thcgroup.com/locations/tricounty-home-health



Stop accepting the status quo of your current insurance plan.

Realize there are other options and possible coverage you need today that you are without!

Our number one priority is YOU and YOUR needs!



Contact us today for a **FREE No Hassle Coverage Analysis and Comparison Proposal**

484-366-1281

info@jabins.com • www.jabins.com

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



GET YOUR BUSINESS
BOOMING
WITH DIRECT MAIL



(610) 367-7444 • EverythingPrinting.com

DOWNTOWN MARKETING & DEVELOPMENT

(Continued from page 55)

The Committee will address the gap in knowledge concerning the recovery funding and how to prevent future expansion of the 100-year flood zone.

Current disaster recovery models are often planned, executed, and staffed by individuals without specific knowledge of the most marginalized populations in a disaster area. At the same time, communities are often undervalued or ignored in favor of one-size-fits-all disaster strategies.

Recovery efforts must be led by community-based nonprofits located in the communities they serve. These organizations are already connected to survivors and are naturally situated to lead. Funding would be provided to build the capacity of nonprofits to assist national and neighborhood-level organizations in taking on more responsibility to assist one another; share information; reinforce opinions on recovery strategies throughout the disaster recovery process; allow state and local government officials to learn about community needs; disseminate supplies and information; design recovery and mitigation strategies concerning flood map revisions as well as integrate with municipal disaster response to maximize the benefits of both.

There are gaps in the one size fits all strategy for fairness to marginalized communities. For example, in Downingtown, much of the low-income and minority housing is located on the flood plain, and they lose everything every time there is a flood. They move. The next group lives there a while and then gets flooded and loses everything. They move. The next group moves in and...

When the flood maps are revised, few property owners know if they do not have mortgages. You are usually elderly on a fixed income if you don't have a mortgage. When dealing with being flooded, there is not enough understanding to get through the process.

There needs to be knowledgeable people who can assist the people who were flooded, as citizens need to know what they can do on their property to stop flooding by flood-proofing the house, raising elevation around the house, or creating earthen berms in areas that buffer between the flood plain and the house. And most importantly, to survey the unmet needs from IDA and help people address those needs.

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

Valerie McLean Keller, Owner & Operator

Our 69th 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

100 Carts Available for Shotgun Start Outings
Carts Do Not Have to Stay on Cart Path! (weather permitting)

Greens Fees: Weekdays — \$24.00 to Walk • \$34.00 to Ride

Greens Fees: Weekends — \$35.00 to Walk • \$45.00 to Ride

• Rates drop after 1:00 PM 7 days a week

Pro Shop • Snack Bar • Rental Clubs

1539 Weaverstown Road, Douglassville — 5 minutes from Route 422 & 562 N Intersection

For Tee Times Call (610) 582-4258

HOBART'S RUN WANTS NEW BUSINESSES TO MAKE THEMSELVES AT HOME

Hobart's Run is serious about encouraging new businesses to set up shop in the primary commercial corridor of its neighborhood improvement district.

The Hobart's Run Business Incentive Grant (BIG) provides a maximum \$1,500 incentive toward rent or closing costs to new business owners who open in the 500 to 900 blocks of East High Street in Pottstown.

To date, this nonprofit has helped three businesses develop this five-block stretch by supporting Soles Shoes LLC, 866 E. High St., a shoe and active wear boutique that opened in July 2021; Mohollen and Co. CPAs, which relocated to Hobart's Run in 2021 and primarily serves small businesses, located at 555 E. High; and Tango Multimedia, a full-service advertising agency with emphasis on home services and products, which simultaneously relocat-

ed in 2021 and is located at 555 E. High.

"A key aspect of our neighborhood enhancement strategy is to encourage development of quality businesses within our 900-parcel focus area," says Twila Fisher, executive director of Hobart's Run. "This particular corridor extends southwest to Washington Street in the downtown. By bringing more positive, community-serving business life to this stretch of High Street, we also will enhance the vibrancy of Pottstown's downtown overall," she said.

Fisher notes this section of East High Street has potential in its lovely architecture, shady sidewalks, and — depending on the business — a built-in customer base not only from area residents but also from the Hill School students, faculty, staff, and visiting alumni and parents.

(Continued on page 58)



Hobart's Run is Open for Your Business

Hobart's Run, a neighborhood improvement initiative and 501(c)3 created with support of The Hill School, now offers a Business Incentive Grant!

Qualified new businesses must open in the 500 to 900 blocks of East High Street. Our BIG of up to \$1,500 will help entrepreneurs with their first month's mortgage payment or rent. More information can be found at: hobartsrunpottstown.org/business.

To learn more about Hobart's Run and how we welcome local business development, please email **Twila Fisher**, Executive Director, at twila@hobartsrunpottstown.org, or call

610-780-6324

hobartsrunpottstown.com

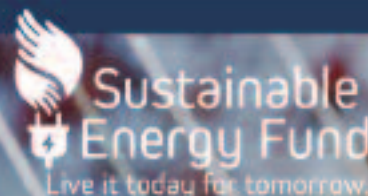
Facebook.com/HobartsRun

Instagram.com/HobartsRun

PA C-PACE

PROPERTY ASSESSED CLEAN ENERGY

A financial tool for commercial, agricultural, and nonprofit property owners to obtain low-cost, long-term financing (up to 100% funding) for energy efficiency, renewable energy, and water conservation projects.



Finance your Clean Energy Project Today

pennsylvaniacpace.org

610.264.4440 cpac@thesef.org

MARATHON

Capital Advisors



Serving Business Owners Since 2006

2240 Ridgewood Road, Wyomissing, PA 19608

Phone: (610) 898-8086

www.marathoncapitaladvisors.com

For a no obligation, no cost, confidential discussion,
please contact us via phone or email:

Mike McCarthy, mmccarthy@vrmarathon.com

David Bowman, dbowman@vrmarathon.com

*An Award-Winning Affiliate of VR M & A Advisors and
Business Brokers*

*Need assistance in other areas of your business? Ask about our
sister company Marathon Business Advisory Services.*

MISSION

SCREEN PRINTING



Screen Printing on
Shirts, Bottles, and More.
484-660-8003 • Bally, PA

www.missionscreenprinting.com

HOBART'S RUN

(Continued from page 57)

Hobart's Run would love to see interest from a coffee shop, gift shop, dry cleaners, nail salon, or other such establishments currently lacking in the neighborhood, all of which might qualify for a BIG grant. The organization would connect businesses with Pottstown Area Industrial Development and the Borough of Pottstown to help make their vision a reality.

To learn more about the BIG program or apply, go to www.hobartsrunpottstown.org/business or contact Fisher at

twila@hobartsrunpottstown.org, or call 610.780.6324. Hobart's Run respectfully reserves the right to deny BIGs requested by businesses that may be viewed as less likely to complement this part of the Traditional Town Neighborhood zoning, comprised of a largely residential, family-oriented community.

Hobart's Run, an initiative created through The Hill School, strives to foster a clean and safe neighborhood; inclusivity; home ownership and property pride; and quality commercial/retail development, all while supporting Pottstown-wide revitalization.

Stylish Images

photography

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

Business and Commercial Portraiture * Families
Drone Aerials * Location, In Office or Studio Sessions
Photos for: Business Cards, LinkedIn and Websites

Visit us: www.stylishimages.com

**Business Discounts available
for multiple sessions**

An ~~2125.00~~ Studio session includes:
20-40 exposures taken (2-4 poses),
2 - backgrounds

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

2 - 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



Drone Aerial Real Estate



Certified FAA Drone Pilot

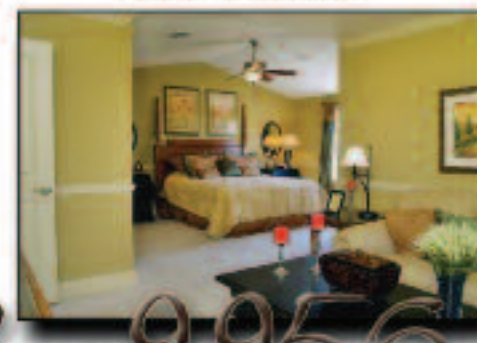
When you can have these:
Business Headshots



Nationwide Insurance Dollfus Agency



Location Portraits
Real Estate Interiors



610-792-9956



We Work For You...
Call Toll Free 1-866-948-2255



6.3 ACRES

FOR SALE- (PABK2011654)

**1646 Chestnut Hill Rd.
Morgantown, PA**

NEW STONE AND BLOCK WAREHOUSE BUILDING WITH OFFICES MEASURING APPROX. 63' X 50' TOTALING 3,150 SQ. FT. SITUATE ON 6.3 ACRES OF LAND. LARGE PARKING AREA. MANY POSSIBILITIES.

Reduced \$549,900



FOR SALE-

(PAMC2008674)

1260 E Phila Ave. Gilbertsville

FORMER FINANCIAL SERVICES OFFICE. ZONING IS CITY OF GILBERTSVILLE COMMERCIAL WHICH ALLOWS FOR MANY COMMERCIAL USAGES AS WELL AS RESIDENTIAL. THE 1ST LEVEL INCL. A RECEPTION AREA & LARGE OFFICE SEPARATED BY POCKET DOORS. A KIT. AREA & STORAGE ROOM ARE LOCATED IN THE REAR OF THE 1ST FLR. THE 2ND LEVEL INCL. 2 OFFICES & FULL BATH. FULL BASEMENT IS GREAT FOR STORAGE. STAINED WOOD TRIM IS PRESENT THROUGHOUT & HWY FLOORS ARE UNDERNEATH THE CURRENT CARPET. 8+ PARKING SPOTS. **\$187,500**



FOR LEASE- (PAMC2039422)

535 E High Street, Pottstown

900 SF furnished office space available for lease. This space was formerly a lawyer office. Affordable lease rate is \$975 per month and \$150 a month CAM charge. Office features a reception area, waiting room, conference room, additional office, private office, kitchenette and restroom. Space has rear parking and plenty of on street parking.



FOR LEASE- (PAMC2041964)

1483 N Charlotte Street, Pottstown

Unit 3 is 712 sq ft with 1/2 bath for \$1,500 / mo plus utilities; Unit 5 is 845 sq ft with 1/2 bath for \$1,200 plus utilities. Various usages allowed.

FOR LEASE- (1001359872)



Town Plaza Shopping Center

301 N Lewis Rd, Royersford

Several spaces available with multiple opportunities for office space, health care space, even a night club! Call for more information and showings.



- Space 1** Dining areas 2 Full bars and large kitchen **4400 Sq. feet**
- Space 2** Two side by side spaces **3756 Sq. feet**
- Space 3** Approximately **1900 Sq. feet**
- Space 4** Dining areas and all the venting for kitchen in place **2012 Sq. feet**
- Space 5** "L" shape area. small walled off offices approximately **2300 Sq. feet**



FOR LEASE-

191 County Line Rd, Boyertown PA

3200 sq. ft of Warehouse space with 4 designated parking spaces. \$1000 per month plus \$600/mo CAM charge. Tenant pays GP Gas heat.

LAND FOR SALE

81.81 ACRES (PABK100215)

FANCY HILL ROAD, BOYERTOWN RESIDENTIAL with MANY PARCELS WANT TO OWN A SIDE OF A MOUNTAIN? YOU CAN WITH THIS COLLECTION OF LOTS SITUATED IN EARL TOWNSHIP BERKS COUNTY. 8 CONTIGUOUS SEPARATE PARCELS THAT TOTAL ALMOST 82 ACRES. 1 COMMERCIAL BUILDING AND 2 RESIDENTIAL UNITS INCLUDED WITH THE SALE. CALL FOR DETAILS. ALL LOTS BEING SOLD TOGETHER, NO EXCEPTIONS! **\$700,000**

Richard A. Zuber INSURANCE AGENCY
for the protection you deserve...



215 East Philadelphia Avenue, Boyertown
Phone: 610-323-3300
www.zuberinsurance.com



Local support and custom solutions.

**This is
better
payroll.**



Award winning software with local support from your neighbors in Royersford

The big-box companies aren't the only option for payroll & HR. With personalized, local service, Premier Payroll has a different approach.

- 1 We answer the phone.
- 2 We provide guidance & resources.
- 3 We customize solutions for you.



Payroll+



Time &
Attendance



HRIS



Benefits

📞 610-917-2281 | ✉ sales@premiernow.com | 📍 290 Main St. Royersford, PA 19468