



Leveraging the power of membership to grow and strengthen our community, our businesses, and our future leaders.

TCACC Mission: *As the primary business advocate, the TriCounty Area Chamber of Commerce provides relevant membership services and proactive leadership to enhance economic opportunity and quality of life within our region.*

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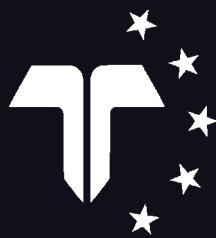
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TRICOUNTY AREA CHAMBER OF
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TRICOUNTY AREA CHAMBER OF COMMERCE

PRESIDENT'S MESSAGE



A new normal! These are the words I keep telling myself. This is what all of us will need to adjust to, a new normal. The week of March 16, when I was still working in the Chamber office, on my way home from work I could not stop questioning how we got here and could not stop being amazed that we are here!

So many conference calls, so many emails with the latest news, so many social media posts, press conferences, and so much information how is anyone supposed to digest it all and act on it all.

The TriCounty Area Chamber of Commerce staff have come together to continue to pull together resources and communicate those resources to you so you would have access to what you need in one place. They have worked to update our social media and our website to share those resources with the Tri-County Region as well as assist you in telling your story on how your business operations may have been altered during this situation with ongoing social media posts and keeping our Business Updates page on our website current. We have also reached out to survey and try and speak with each of you to ask what you need and we have created the Serve Tri-County resource to assist the business community in knowing what non-profits need resources and assistance.

We want to continue to help you through this challenging time but we also want to be here to assist you in rebuilding and succeeding in this "new normal" whenever we are able to determine what that will be for each of us.

The TriCounty Chamber works to operate as a small business, and we are experiencing the same challenges that our Members are facing. Even though we are "open" and working remotely, our revenue comes from events that we cannot hold due to the gathering



restrictions and you, our Members, are suffering and businesses in general are suffering so dues revenue will also take a while to come in the door.

The next couple of months will look different for the TriCounty Chamber. Our event calendar will be much smaller, but we believe we had great programming scheduled to finish out our program year and we are doing our best to offer all of that programming to you in the future.

An update on our event calendar is provided on page 36. We have also

shared on page 37 the list of resources that we believe can assist you.

If we can do anything else to assist you, please do not hesitate to reach out to me.

Best wishes to all of you for the health and wellbeing of you, your family, your business, and your staff. Thank you for your support and sending your quick notes of thanks for the updates we are sending – we are very happy to know that they are helpful!

#wearebettertogether

WE ARE BETTER TOGETHER!

WELCOME APPROVED NEW MEMBERS!

Congratulations to the businesses listed below. Their applications were approved by the Board of Directors in March.

*When purchasing goods or services, please keep these businesses as well as other TriCounty Area Chamber of Commerce Members in mind while you **Always Buy Chamber!***

Acupuncture on Hanover
194 South Hanover Street, Suite 101
Pottstown, PA 19464
484.300.4580

www.hanoveracupuncturepa.com
Health & Wellness; Holistic; Health Maintenance Organizations; Wellness, Health
Acupuncture on Hanover is a community based alternative medical center focused on quality, affordable and effective healthcare. The main goal of Acupuncture on Hanover is to create a space of healing. This is achieved by utilizing Traditional Chinese medicine modalities including acupuncture, Chinese and Japanese style bodywork, cupping, moxibustion, and nutritional therapy.

Boyertown Area Multi-Service – The Rickett's Center
640 Beech Street
Pottstown, PA 19464
610.367.6957

www.boyertownareamulti-service.org
Youth Services
The Rickett's Center is a program of Boyertown Area Multi-Service providing multi-purpose recreational, educational and social services for the youth in the Pottstown Community.

Dischell, Bartle & Dooley, P.C.
224 King Street
Pottstown, PA 19464
610.323.3306

www.dischellbartle.com
Attorneys
Legal services including, but not limited to, estates, estate planning, personal injury, SSD/SSI, real estate, municipal, zoning and land use law, business law, including corporate set-up.

E. Kenneth Nyce Law Office
105 E. Philadelphia Avenue
Boyertown, PA 19512
610.367.2921

www.nycelawoffice.com
Attorneys
Legal services including, but not limited to, estates, estate planning, Medicare/Medicaid, personal injury, SSD/SSI, real estate, municipal, zoning and land use law.

Marathon Capital Advisors
4 Park Plaza
Reading, PA 19610
864.884.2692
www.marathoncapitaladvisors.com
Business Consultants

We serve small and mid-sized privately held companies. We are professionals experienced in all aspects of M&A transactions including marketing, negotiating, structuring, financing and transition planning. We seek to build long-term relationships with our clients that often begin well before they are ready to sell a business and long after the transaction has been closed. We also provide CEO/COO services for companies needing guidance bringing them through times of challenge.

Nuage Logic Inc.
112 Clarion Drive
Douglassville, PA 19518
484.558.0038

www.nuagelogic.com
Computer Consultants / Support Services
Nuage Logic provides cloud solutions and IT managed services for small to medium-sized businesses.

Plus 1 Technology
3277 West Ridge Pike, Suite B201
Pottstown, PA 19464
610.792.5660

plus1technology.com
Computer Consultants / Support Services
Plus One Technology views technology as an asset to a company not an expense. Technology should empower the company and its' employees with tools that boost productivity, efficiency, and reliability. We specialize in evaluating our customers' requirements and requests to recommend the right solution for hardware, software, and services. Our goal is to take the stress out of IT through our innovative products and services.

RDTeam
168 West Ridge Pike, Suite 226
Limerick, PA 19468
610.831.9733
rdteam.com

Analytical Testing; Database Development
We maintain our own comprehensive testing facilities in the Philadelphia PA area, Jacksonville, FL area, and our network of nationwide partner facilities enabling us to conduct testing in virtually any location. Our facilities are fully technologically enabled and equipped with comfortable conference rooms for focus groups as well as backroom areas for client observation. Our testing rooms are flexible by design, enabling us to transform our spaces into kitchens, washrooms, classrooms, and testing areas for virtually any product.



TRICOUNTY AREA
CHAMBER OF COMMERCE

CHAMBER MEMBERSHIP ANNIVERSARIES

(ACCORDING TO TCACC RECORDS)

Happy Anniversary to the following Members:

42+ YEARS

The Body-Borneman Companies

5 YEARS

Downtown Dezin LLC

MaxOut Strength Studio

Tompkins Insurance

Are you Celebrating 25, 50, 75 Years?

If your Chamber Member company is celebrating a significant anniversary then the Chamber needs to know! The Chamber strives to recognize their Members for their success. Contact **Melissa Shainline** at 610.326.2900 or melissa@tricityarea.com

Member Renewals

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

Allegheny East Conference of Seventh-day Adventists

Alvernia University
Cappelletti Pinter & Company, P.C.

CEDARVILLE Engineering Group, LLC

D.E.C. - Pottstown Training Center

C. Raymond Davis & Sons, Inc.

eb Logix, Inc

A. Jackson Ecker, Inc.
Foundation for Pottstown Education

P. Richard Frantz, A.I.A., Architect

Fulton Bank

Gerhart, Hartman & Ritner Insurance Agency

Gilmore & Associates, Inc.

Glass Slipper Concierge

Greater Pottstown Tennis & Learning

Herb Real Estate, Inc.
Herbein + Company

Heritage Coach Company, Inc.

Lindt Chocolate

D. G. March and Associates/Enviromat Company, Inc.

Montgomery County Intermediate Unit

Norco Fire Company

Owen J. Roberts School District

Pixel Outdoor

PMA Medical Specialists - Limerick

Pottstown Hospital Tower Health

Pottstown Roller Mills, Inc.

Red Horse Motoring Club

Schuylkill River Greenways National Heritage Area

Speck's Drive In

Splitting Edge Axe Throwing

Traffic Planning and Design, Inc.

Richard A. Zuber Insurance Agency

5 Ways Your Customers Win with You as a Chamber Member

Did you know that **your customers receive multiple benefits from you being a chamber member** and those benefits can increase their loyalty? Here are 5 examples:

- 1. You're in the Know** - When you're a member of the chamber you know what's going on in the business community.
- 2. You Have Inside Knowledge (and Tickets) for Events** - As a member, you may be able to purchase tickets earlier or bring an interested guest - **you come off looking like a rock star to your customer or vendor.**
- 3. You Know About Legislative Initiatives** - The chamber is busy working behind the scenes for all businesses in your area.
- 4. You Become a Resource** - You become a connector in the community and someone they patronize to get the inside scoop.
- 5. You Hire the Best** - As a chamber member, you get to meet a wide variety of people and expand not only your sales networking but your career network as well.

March Membership Breakfast

At the March Membership Breakfast, we had the pleasure of hearing from Dr. Terry Madonna, political analyst and Director of the Center for Politics and Public Affairs at Franklin and Marshall College. Dr. Madonna shared useful statistics and data regarding our country's current political atmosphere and what we may expect in the future.



We welcomed the following New Members to the Chamber:

Animal-Assisted Therapy, LLC

Barto Pool & Spa

Better Living Care Giving

Bryn Mawr Trust

Extensive Auto Detailing

Grind

Happy Zen Mama

Iron Gate Biergarten

ItWorks! Global

Jim Crawford @ Better Homes & Gardens Real Estate

JJ Ratigan Brewing Co.

Kiddie Academy of Phoenixville

Kiddie Academy of Royersford

Leslies Poolmart

Pine Creek Structures

Queen Appliance

Rick Blanco Photography

ROG Orthodontics

Salter's Fireplace Patio Grill

Sticks and Stones Hardscape & Masonry LLC

Storage Sense Pottstown

Sunshine Cleaning Services

NEW MEMBERS



Thank you to our Sponsors!



WE ARE BETTER TOGETHER!

COVID-19 BUSINESS RESOURCES



2019-2020 Program Year Remaining Events that were on the calendar:

EVENT	ORIGINAL DATE	STATUS
Boyertown Area Progress Dinner	March 18	Postponed – working on rescheduling before June 30
Business Card Exchange at Lennar at Whispering Woods	March 24	Cancelled – possible reschedule for after July 1
REACH Luncheon Featuring Karen Norheim	April 1	Postponed – working on rescheduling for Fall 2020
Annual Dinner	April 23	Postponed – working on rescheduling before June 30
Business Card Exchange at KP Interface	May 5	On hold - waiting to see when we are allowed to gather again
Chamber Night at the Reading Phillies	May 19	On hold - waiting to hear when their season starts
Membership Breakfast with Disney Institute	May 21	Postponed – working on rescheduling for Fall 2020
Membership Luncheon – Leadership Tri-County Project Presentations & Graduation	June 4	On hold – waiting to see when we are allowed to gather again
REACH the Summit – ½ Day Conference	June 10	Cancelled – will scheduled our 1 st ½ Day Conference for 2021
Pottstown Progress Luncheon	June 17	On hold – waiting to see when we are allowed to gather again
Business Card Exchange at Everything Printing	June 23	On hold – waiting to see when we are allowed to gather again

SUPPORTING BUSINESS DURING COVID-19

Everyone is being impacted by COVID-19. Businesses are struggling as many are forced to temporarily close their doors or limit operations, and need the community's support.

Here's what you can do to help businesses get through these challenging times:

- Buy online gift cards
- Shop online
- Leave positive reviews
- Take advantage of pick-up and delivery services
- Engage with businesses on social media

[CLICK HERE](#)

To view a list of business updates in the tri-county area, including closures, adjusted hours/services, etc.

WE ARE BETTER TOGETHER!

COVID-19 BUSINESS RESOURCES



The Chamber prides itself on being a connector for its Members and the community at all times. Please use the below resources (information may be subject to change) to help you make the best decisions for your business and your employees.

TriCounty Area Chamber of Commerce Resources:

- <http://www.tricountyareachamber.com/supporting-commerce/covid-19-resources.aspx> - resource page - we are archiving emails sent out pertaining to COVID-19 as well as providing direct links to sites where you can access additional information
- <http://www.tricountyareachamber.com/supporting-commerce/covid-19-business-updates.aspx> - ongoing list of businesses that have provided us with updates regarding their operations.
- <https://www.leadershiptricounty.org/community-needs-list> - the Leadership Tri-County program is collecting needs from the non-profit community and the region. If you and/or your employees are looking to assist non-profits during this time of need you can click above to access the list.

Centers for Disease Control and Prevention:

- <https://www.cdc.gov/>
- <https://www.cdc.gov/coronavirus/2019-ncov/community/guidance-business-response.html>
- Steps to prevent illness: <https://www.cdc.gov/coronavirus/2019-ncov/about/prevention.html>
- When and How to Wash Your Hands: <https://www.cdc.gov/handwashing/when-how-handwashing.html>

US Chamber of Commerce

- This page has a variety of Coronavirus resources specifically for businesses and employees: <https://www.uschamberfoundation.org/coronavirus>
- Designed for business owners, CO— is a U.S. Chamber of Commerce site. A coronavirus small business guide is available on this site – <https://www.uschamber.com/co/small-business-coronavirus>
- U.S. Chamber's summary of the most recent draft of the Coronavirus Aid, Relief, and Economic Security Act (Phase III) to provide emergency economic support during the outbreak. https://d31hzhk6di2h5.cloudfront.net/20200322/70/8b/19/49/55358dc974b9d3bb2fdf9d12/Phase_3_Summary_March_22_FINAL_002_.pdf
- <https://www.uschamber.com/coronavirus-response-toolkit>
- <https://www.uschamberfoundation.org/disaster-help-desk-business>

Pennsylvania

- PA Office of Unemployment Compensation - File an initial claim: <https://www.uc.pa.gov/unemployment-benefits/file/Pages/File%20an%20Initial%20Claim.aspx>
- Information for PA Employees Impacted by COVID – 19 - <https://www.uc.pa.gov/COVID-19/Pages/UC-COVID19-FAQs.aspx>
- <https://www.uc.pa.gov/COVID-19/Pages/default.aspx> - PA Department of Labor and Industry Resources
- <https://www.pa.gov/guides/responding-to-covid-19/>
- <https://www.inquirer.com/health/coronavirus/pennsylvania-postpone-2020-primary-election-coronavirus-20200323.html>

PA Department of Health

- <https://www.health.pa.gov/topics/disease/Pages/Coronavirus.aspx>

PA Chamber of Business and Industry

- <https://www.pachamber.org/coronavirus/>
- https://www.pachamber.org/assets/pdf/coronavirus/Coronavirus_in_the_Workplace.pdf

Small Business Administration

- <https://www.sba.gov/page/guidance-businesses-employers-plan-respond-coronavirus-disease-2019-covid-19>

Chester County Members

- County information page - <https://chesco.org/CivicAlerts.aspx?CID=1>

Montgomery County Members

- County information page - <https://data-montcopa.opendata.arcgis.com/pages/covid-19>

*For Chester and Montgomery County Members: Governor Wolf's Stay at Home Order: <http://www.tricountyareachamber.com/files/freestyle/03.23.20-TWW-COVID-19-Stay-at-Home-Order.pdf>; Guidance: <http://www.tricountyareachamber.com/files/freestyle/03.23.20-Stay-At-Home-Order-Guidance.pdf>

Berks County Members

- County information page - <https://www.co.berks.pa.us/Dept/DES/Pages/Corona-Virus.aspx>

WE ARE BETTER TOGETHER!

SEASON 3 LAUNCHING MARCH 3



TELLING THE STORIES OF
OUR MEMBERS ONE EPISODE
AT A TIME!

INTERESTED IN BEING A GUEST OR
A SPONSOR?

CALL 610.326.2900 OR EMAIL
PODCAST@TRICOUNTYAREACHAMBER.COM

LEARN MORE
ABOUT
CHAMBER CHAT



FEBRUARY BUSINESS CARD EXCHANGE



Thank you to Pottstown High School for hosting the February 18th Business Card Exchange! TCACC Members networked and had the opportunity to tour the school's acclaimed Career & Technical Center, which allows students to prepare for their future careers on the same campus as their academic classes. The Career & Technical Center's Culinary students prepared delicious treats for Members to enjoy and showcased their talent. Pottstown High School provides many great opportunities to students and it was a pleasure to get a glimpse of it. Thank you to everyone who attended!

Sponsored by: Pottstown School District; ROG Orthodontics; Tri County Area Federal Credit Union

EATS & GREETS RECAP



On March 11 we welcomed over 20 Members to the Chamber Office to participate in Eats & Greets.

Held bi-monthly at the Chamber office, Members are invited as our guest

to enjoy a catered luncheon in an informal roundtable setting. Members enjoy making new connections, re-kindling old, and sharing their ideas, achievements, as well as what keeps them up at night.



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TriCounty Area Chamber of Commerce



tricountyareachamber



TriCounty Area Chamber of Commerce

2019 - 2020 TCACC EXECUTIVE COMMITTEE & BOARD OF DIRECTORS

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CHAIRMAN OF THE BOARD

Baran Schultz, CEO, Schultz Technology

CHAIR ELECT

Rich Newell, CEO, Pottstown Hospital Tower Health

TREASURER

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

IMMEDIATE PAST CHAIRMAN

Richard Graver, Chief Lending Officer, The Victory Bank

SOLICITOR

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

SECRETARY

Eileen Dautrich, President, TCACC

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Martin Bonifanti, Exelon

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Sean Deviney, The Body-Borneman Companies

Twila Fisher, The Hill School

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

Lee Levensgood, Everything Printing

Lisa Lightcap, Tompkins VIST Bank

Eric Phillips, Dana Incorporated

Elaine Schaefer, Schuylkill River Greenways National Heritage Area

Dr. William Shirk, Pottsgrove School District

Mike Stevens, Bryn Mawr Trust

WE ARE BETTER TOGETHER!

Leadership

TRI-COUNTY

PLAY BY PLAY OF OUR MARCH LEADERSHIP DAY

Blog post by Richard Gray, Class of 2020, Citadel, Market Manager

We started off the day at the membership breakfast where we heard an excellent keynote speech from Dr. Terry Madonna about the current state of politics and upcoming election coming up this year. We also heard from the main sponsor, the Reading Fighting Phils, they have an exciting season planned and really gave us a great impression of how they run their business and grow their talent from the inside. Not only talking about the players on the field but everyone involved in the business as well. Most all their people are from southeastern Pennsylvania and started with the club as an intern and grow from there. They pride themselves on attracting talent from the area and keeping them for long careers. Prior to hearing Dr. Madonna speak we welcomed 20 new members to TriCounty Area Chamber of Commerce, what a great accomplishment to member director Greg and the chamber team. Dr. Madonna had a great speech prepared to analyze some aspects of the Trump presidency included some stats on approval ratings and how those could factor into potential re-election, evaluate the results of Super Tuesday, and overall the politics of a divided America. He went over some statistics on approval ratings and how Trumps have been very consistent, but it is rare that a president gets re-elected with the current approval rating. He also talked about Pennsylvania factors into the National and upcoming democratic primary elections, very interesting to see that the state we live in is so important to the outcome of these elections. In evaluating the results of Super Tuesday, he compared the 2 leading candidates and which one he feels Trump would rather face. He did all of this while staying unbiased to either party.

From the membership breakfast, we traveled to the chamber office for a panel discussion with PA State Rep. Marcy Toepel, PA State Rep. Joe Ciresi and moderator and panelist of Peggy Lee-Clark of PAID, Inc. There was quite a good give and take with the representatives and the group. The representative shared some of their experiences on local politics and challenges they face when facing the issues of our local governments and communities. They gave some good insights on how important local gov-



Panel Discussion

ernment is and how local business owners and residents can stay informed. It was great to see the representatives willing to talk about issues and their opinions on the two-party system. They are both willing to cross party lines to talk about the issues and challenge the system.

After the panel talk, we had several site visits to manufacturing companies in the TriCounty area:

- Sealstrip Corporation - We heard from Heather Chandler, President, about her journey to finding her way in a family business, the products they create, and the culture she has created at Sealstrip. They manufacture products made in the USA designed to retrofit their customers current packaging to make it resealable. Most of their products they produce they have designed themselves. One of the most impressive things about Sealstrip is the culture Heather has created is a very engaging employee first culture. They have a lot of activities they do throughout the year designed to get their employees to know each other and grow as individuals. They have an annual dinner each year where they celebrate milestone tenure awards with different color shirts.



Martin Stone Quarries



Sealstrip



FlagZone

- FlagZone, LLC - We heard from President Dan Ziegler on the history of the company, some challenges to the industry and a tour of the facility to see each step of the flag making process. They make pretty much any flag you can imagine but the bulk of their production is the American flag. They make the flag in all sizes from the small stick flags to the large ones at government buildings. As we toured the facility, they showed us each step of the process including the sewing of the stars, sewing together of the strips and how each process is done. It was interesting to see the production goals they have for their employees and how they can earn extra each day by making the goal.

- Martin Stone Quarries, Inc. - We heard from Rod Martin, President and the 3rd generation of the family to own the business. During the tour of the quarry, by bus, we went over each step of the process, how they break up the stone into large rocks, transport it to the crushers, break it into smaller pieces and then into the finished product ready for shipping. They do some shipping themselves but most of it is picked up by their clients. To utilize all the land as they break up the soil above the

solid rock, they developed an in-field mix to use in baseball fields and distribute to baseballs fields across the country and Canada, no major league fields yet.

- VideoRay, LLC - We met with President Scott Bentley. He gave us a tour of his facility and his history on how he started VideoRay making underwater ROVs (remotely operate vehicles). He purchased and renovated an old vacant building in Pottstown when they outgrew their space in Chester county. This provided them with much more space and better parking, however they still utilize the space in Chester county. During the tour we learned who some of their biggest clients are and what they utilize the ROVs for,

we even got to demo one.

Our day was filled with a lot of great information to reflect on and how we, as leaders, should stay connected at all levels to the resources and information that exist in our region to serve our communities well.

VideoRay



MAKE AN IMPACT – BE A LEADER – MAKE A DIFFERENCE