



TRICOUNTY AREA
CHAMBER OF COMMERCE

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

**2017-2018 TCACC
EXECUTIVE COMMITTEE
& BOARD OF DIRECTORS
EXECUTIVE COMMITTEE**

CHAIRMAN OF THE BOARD

Richard Graver, Chief Lending Officer, The Victory Bank

CHAIR ELECT

Baran Schultz, CEO, Schultz Technology

TREASURER

Rich Newell, CEO, Pottstown Hospital Tower Health

IMMEDIATE PAST CHAIRMAN

Heather Chandler, President, Sealstrip Corporation

SOLICITOR

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

SECRETARY

Eileen Dautrich, President, TCACC

BOARD OF DIRECTORS

Danny Aaron, Dana Incorporated

April Barkasi,

CEDARVILLE Engineering Group, LLC

Bill Breslawski, Maillie LLP

Sean Deviney,

The Body-Borneman Companies

Dr. Dave DiMattio, Montgomery County Community College

Joe Fava, Clothes to Home Dry Cleaning

Twila Fisher, The Hill School

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

Rick Libra, Exelon

Frank Strunk, Tompkins VIST Bank



PHOTO COURTESY OF READING EAGLE: SUSAN KEEN.

Kitty, pictured third from left, with the Chamber Staff – Melissa, Eileen and Jenn!

A "Bittersweet" Goodbye

The last 11 years in my position as the Special Events Director for the TriCounty Area Chamber of Commerce have been most rewarding. I have had the privilege to work alongside of and connect with a great group of business professionals and community leaders. I was also able to broaden my knowledge of the tri-county area through my position as Leadership Director for the past five years.

Most of my entire career has revolved around event planning and I guess you could say that my interaction with the Chamber went beyond my 11 years. During the 25 years I spent at SunnyBrook, I was able to work with Dale Mahle, President of the Chamber at that time to coordinate many Chamber events held at that location. When I moved on to the Elks Club as Manager, again I worked with the Chamber in hosting events such as the Membership Breakfasts, lunches, meetings, etc.

It is with a heavy heart that I will be leaving the Chamber and an incredible team that I worked with and whose dedication and passion I am sure will continue serving its

members to the fullest. It's often said that there is never a "right" time to leave and it has been a very difficult decision for me personally, but my focus will now shift to my family, caring for my husband with the loving support of my daughter and son.

I especially want to thank my co-workers – Eileen, Melissa and Jennifer, for their continuous support and caring. I will miss sharing the laughs with you and the little ups and downs happening in our daily lives. A special thank you to the Chamber's Board of Directors and to all the members who supported me throughout some difficult times. The warm and gracious "thank you's" and notes of appreciation that you have extended to me over the past weeks have greatly humbled me.

I hope I was able to demonstrate the passion, perseverance and stamina to stick with the goals of our organization during my tenure. Even though I will be leaving the Chamber, this is not "goodbye." I will still be around and look forward to seeing many of you somewhere along the way. — **Kitty Papp**

**CONNECT WITH YOUR
TRICOUNTY AREA CHAMBER:**

152 E. High St., Suite 360, Pottstown, PA 19464
• TEL: 610.326.2900 • FAX: 610.970.9705
• EMAIL: info@tricityareachamber.com

Eileen Dautrich, President,
eileen@tricityareachamber.com

Jennifer O'Donnell, Member Relations
Director, jennifer@tricityareachamber.com

Kitty Papp, Special Events Director,
kitty@tricityareachamber.com

Melissa Shainline,
Marketing and Administrative Director,
melissa@tricityareachamber.com

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



“Start the New Year with new partnerships & new connections to take your business to the next level! To learn more call, 610.326.2900 or email jennifer@tricityareachamber.com.” – Jennifer O'Donnell, Member Relations Director

WELCOME APPROVED NEW MEMBERS!

Congratulations to the businesses listed below. Their applications were approved by the Board of Directors on November 18.

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

E.G. Pottstown
238 E. High St., Suite 301
Pottstown, PA 19464
610.675.8005
Real Estate Developers
E. G. Pottstown - Commercial Real Estate Developers.

Montgomery County Intermediate Unit
2 West Lafayette Street
Norristown, PA 19401
610.755.9354

www.mciu.org
*Nonprofit Organizations;
Schools/Colleges/Education*
Montgomery County Intermediate Unit is one of 29 Intermediate Units formed by the Pennsylvania State Legislature in 1971 to provide support to local school districts. It provides a vast array of effective and efficient services that meet the educational and social service needs of Montgomery County's 200-plus schools, including the 22 public school districts, more than 150 nonpublic schools, four career-technical schools, three charter schools and the PA Dept. of Education. The Montgomery County Intermediate Unit is governed by a 22-member board of directors composed of representatives from each of the 22 component school districts in Montgomery County. The Montgomery County Intermediate Unit, a regional educational service agency, provides dynamic, visionary leadership and effective, efficient services for constituent school districts, schools and students.

Reading Country Club Golf – Exeter Township
5311 Perkiomen Avenue
Reading, PA 19606
610.779.1626
readingccgolf.com
Recreation
At Reading Country Club, you're not just playing golf, you're playing history - from Lord Byron to Slamming Sammy, from hickory to graphite.

Utilize your Member Login to the Fullest in the New Year!

- **Update Your Company's Profile** – Make sure your listings are up-to-date – company name, address, phone/fax, email, staff, etc. Update information under the shortcuts menu on the left side of the homepage.
- **Post Job Openings** – Hiring? Submit your openings under the 'Jobs' tab – and don't forget to visit the office to check our resume file!
- **Share Your News Releases** – Under the 'News' tab – submit announcements for new hires, promotions, special accomplishments, etc. Releases rotate on the Chamber's homepage.
- **Advertise Your Events** – Add events to our community calendar under the 'Events' tab, or take a few moments to see what events are happening in the area!
- **Make payments on your account** – pay invoices for membership, events, services, etc.!

Need your login or need assistance?
Contact Jenn at 610.326.2900 or jennifer@tricityareachamber.com.

CHAMBER MEMBERSHIP ANNIVERSARIES (ACCORDING TO TCACC RECORDS)

HAPPY ANNIVERSARY
to the following Members:

39+ YEARS

Pottsgrove School District
A. Weitzenkorn's & Sons, Inc.

30 YEARS
Western Montgomery Career & Technology Center

18 YEARS
MacKissic, Inc.

15 YEARS
Weigner Insurance & Financial Services, Inc.

10 YEARS
Gatsby's at the SunnyBrook Ballroom
Spring Valley YMCA

1 YEAR
Center for Nutritional Healing, LLC
Cuisine India
eb Logix, Inc.
Haron & Sons Auto Center LLC

Howard IP Law Group, PC
Robert Wasser Paperhanging & Painting Inc.
Running Man Courier & Delivery Service

Member Renewals

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

American Heritage Federal Credit Union
Bally Block Company

Brandywine Living at Upper Providence

Building a Better Boyertown
James M. Capinski and Associates

DeMedio's Building Maintenance, Inc.

Evans, Hauseman & Richard, Inc.

Gateway Ticketing Systems, Inc.

Keller Williams Realty Group

Kelly Real Estate, Inc.
PA Office of Vocational Rehabilitation

Premier Orthopaedics: Brandywine Institute of Orthopaedics Division

Reading Royals

Rotary Club of Pottstown

Schultz Technology

Chris Rowe, State Farm Agent

Tompkins Insurance

Tri County Toyota



Are you Celebrating 25, 50, 75 Years?
If your Chamber Member company is celebrating a significant anniversary then the Chamber needs to know! The Chamber strives to recognize their Members for their success.
Contact **Kitty Papp** at 610.326.2900 or kitty@tricityareachamber.com.

NOVEMBER SPONSORS — THANK YOU!

November's Coffee Sponsor:



November's Email Sponsor:



November's Mini Newsmagazine Insert Sponsors:



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



TRICOUNTY AREA CHAMBER OF COMMERCE

NETWORKING

Weds., Dec. 6

WOW Luncheon

11:30 AM – 1 PM

SunnyBrook Ballroom, 50 Sunnybrook Road, Pottstown 19464
G.I.R.L. Power – Grit, Inspiration, Rebellion & Leadership for Career Success. Adrean Turner, Coach Adrean, Career Fulfillment Expert, will focus on ways to activate your G.I.R.L. power to propel your career and discover ways to excel with excitement to achieve your full potential.
\$26 per Attendee (prepaid by 12/1); \$32 per Attendee (invoiced or after 12/1)
Co-Sponsors: Citadel Federal Credit Union; Virtual Essense Hair Design

Tues., Dec. 12

Business Card Exchange

5 – 7 PM

The Victory Bank, 548 N. Lewis Rd., Limerick 19468
Celebrate the holiday season with festive decorations, exquisite hors d'oeuvres, wine, beer and beverages while networking with fellow Chamber Members and enjoying the delightful sounds on the baby grand piano by pianist, Jeremy Fanucci. Enter your business card to win a gift basket donated by The Victory Bank.
No Charge; Members Only; Registration Appreciated
Sponsored by: The Victory Bank

Fri., Dec. 15

Refresh Friday: Wellness

8:30 – 10 AM

TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464
Irene (Bunny) Boyle, Worksite Wellness Initiative Director, TriCounty Area Chamber of Commerce, will focus on the **Dimensions of Wellness and Balancing Your Health for the New Year**. There is more to health than losing weight, moving more and making sure your cholesterol is in the 'right' range. You will learn how to restore balance in your life by understanding and integrating all "Dimensions of Wellness". Attend this session and get motivated with some fun interactive activities. Also enter your Business Card for some door prize drawings.
No Charge; Members Only; Registration Required

The Chamber Office will be closed from Saturday, December 23 through Monday, January 1 for the holidays. The office will reopen on Tuesday, January 2 with normal business hours.

SAVE THE DATES

Thurs., Jan. 4

Economic Forecast Membership Breakfast

7 – 9 AM

SunnyBrook Ballroom, 50 Sunnybrook Rd., Pottstown 19464
Chris Kim, Senior Vice President and Chief Investment Officer, Tompkins Financial Advisors, will cover the current state of the economy and global markets and discuss factors that have led us to this state, including social, political, and economic pressures.
\$26 per Member (prepaid by 12/29); \$32 per Member (invoiced or after 12/29); \$50 per non-member
Sponsored by: Tompkins VIST Bank; Tompkins Financial Advisors

Weds., Jan. 17

Boyertown Area Progress Dinner

5 – 8:30 PM

La Massaria at Bella Vista Golf Course, 2901 Fagleysville Rd., Gilbertsville, 19525
Featuring a video, created by Boyertown Senior High School Students, highlighting Boyertown's future as a tourist destination hub, continued growth, and maximizing the authentic quality of life resources.
\$100 per Member; \$900 per Member table of 10; \$150 per non-member; \$1500 per non-member table of 10
Platinum Sponsor: Pottstown Hospital Tower Health; Tompkins VIST Bank
Additional Business Development Opportunities Available.
Snow Date: Wednesday, January 24

SAVE
THE
DATE!

Tues., Jan. 23

4 – 6 PM

Business Card Exchange

Yucha Medical Pain Management & Chiropractic Rehabilitation, 435 W. Cedarville Rd., Pottstown 19464
Networking, refreshments, and a special book signing of Dr. Randy Yucha & Dr. Rod Gabel's new book *A Unique Approach to Your Health: Putting the Whole Team Behind You!*
No Charge; Members Only; Reservation Appreciated
Sponsored by: Yucha Medical Pain Management & Chiropractic Rehabilitation

Fri., Jan. 26

8:30 – 10 AM

Refresh Friday: Culture

TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464
Scott McDevitt, President/CEO, Translogistics, will focus on the "10 Steps to Go From the Culture You Have To The Culture You Want". It is important to have the right management team to implement changes, a Leader casting the right vision, a framework to build the culture around, getting input from all the employees in helping define the culture, and then implementing it.
No Charge; Members Only; Registration Required

Tues., Feb. 6

11:30 AM – 1 PM

WOW Luncheon

Brookside Country Club, Prospect & Adams Sts., Pottstown 19464
Communication is key in great Customer Service. Terese Brittingham, Keller Williams Realty Group, will focus on Customer Service in the Business industry and how knowing and respecting your clients' needs and expectations can lead to continued future business through referrals and a smooth transaction. Megan McKee, Coventry Corners, will share how to Sparkle in today's not so sparkly Retail environment and make your guests feel special by providing an experience that is key to superior Customer Service.
\$26 per Attendee (prepaid by 2/2); \$32 per Attendee (invoiced or after 2/2)
Business Development Opportunities Available

Fri., Feb. 16

8:30 – 10 AM

"Made in the Tri-County Area Tour"

The Eastwood Company, 263 Shoemaker Rd., Pottstown 19464
To quote Brian Huck, President & Chief Operating Officer, Eastwood "Makes car guy dreams come true every day". The core focus of Eastwood is to provide solutions that inspire in the DIY (Do It Yourself) automotive niche.
\$10 per Member; Members Only; Registration Required
Sponsored by: The Eastwood Company

Fri., Feb. 23

8:30 – 10 AM

Refresh Friday: Goals

TriCounty Area Chamber of Commerce, 152 E. High St., Suite 360, Pottstown 19464
Peg Calvario, PegCalvario Coaching & Consulting, LLC will focus on "Secrets to Happiness" and how pursuing your goals can help lead to being Happier at Work and in Your Life.
No Charge; Members Only; Registration Required

**SAVE THE DATE –
Registration is available now!**

Leadercast – "Lead Yourself"

Friday, May 4, 2018 from 9 AM – 4 PM at Morning Star Fellowship in Bechtelsville. Register online or by calling 610.326.2900. Special pricing available for groups of 4 or more!

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

610.326.2900



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



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

Night of



1



2



3

Each year, the Chamber hosts an Annual Mixer as a thank you to Members for their continued support. This year over 160 Members attended the Night of Celebrations Mixer & Expo, which was in a new month: October 24; and at a new location: The SunnyBrook Ballroom!

This event featured celebrations of:

- Our Members – our largest Member Appreciation event of the Year
- Kitty Papp – before she retires in December
- Chamber's 90th Anniversary – the tri-county region's business advocate since 1927
- Chamber of Commerce Month – as officially declared by Governor Tom Wolf

Thank you to all of our Members who made the event a success and thank you to our host the SunnyBrook Ballroom!

THANK YOU TO OUR CO-HOSTS:



THE Wyndcroft SCHOOL

1 Co-Host JoAnne Paquette representing The SunnyBrook Ballroom.

2 Jennifer Ridgway (L) and Kourtney High (R) Co-Host Pottstown Area Rapid Transit (PART).

3 Our third Co-Host, The Wyndcroft School, was represented by Robert Evans.

THE NEXT BUSINESS CARD EXCHANGE

- **Tuesday, December 12**
 - 5 – 7 PM
 - **The Victory Bank,** 548 N. Lewis Road, Limerick 19468

Celebrate the holiday season with festive decorations, exquisite hors d'oeuvres, wine, beer, and beverages while networking with fellow Members!

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

Celebrations

Thank you to our Expo Vendors:

- A-Lex Print & Promotion
- Arnold's Family Fun Center
- ARRO Consulting, Inc.
- Betsy Chapman, Harpist
- Boyertown Oil and Propane
- Citadel Federal Credit Union
- Colebrookdale Railroad Preservation Trust
- CzarStar Security
- Dan Albert – State Farm Insurance & Financial Services
- Family Caregivers Network, Inc.
- FASTSIGNS
- Gatsby's at the SunnyBrook Ballroom
- Gilmore & Associates, Inc.
- Glass Slipper Concierge
- Greater Pottstown Tennis Association
- GreenAllies
- HealthSouth Reading Rehabilitation Hospital
- Herbein + Company, Inc.
- KenCrest EmployNet
- KeyBank
- Keystone Villa at Douglassville
- L&J Cleaning Service, Inc.
- MEMOR Coaching & Consulting
- Office Technologies
- Patient First
- Pearl Exhibit Group
- Pottstown Area Health & Wellness Foundation
- Pottstown Area Rapid Transit, Inc. (PART)
- Pottstown Regional Public Library
- Reading Eagle Company
- RiverCrest Golf Club & Preserve
- RKL LLP
- Rotary Club of Pottstown
- Santander Arena & Performing Arts Center
- Steel River Playhouse
- Traffic Planning and Design, Inc.
- Tri County Area Federal Credit Union
- Ursinus College
- The Victory Bank
- The Wyndcroft School



4 Betsy Chapman, Harpist, filled the ballroom with beautiful music.

5 Over 160 Members enjoyed a night celebrating them!

6 Part of the night's celebrations included Kitty Papp – who is retiring at the end of December after 11 years with the Chamber!

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

Leadership

TRI-COUNTY

NOVEMBER SESSION

Leadership Tri-County Class of 2018's November session was focused on education in the tri-county area.

After breakfast, the class traveled to the Chamber Office for their first session in BoardCorps: Bootcamp™, hosted by Laura Otten, PH.D., Executive Director of The Nonprofit Center at La Salle University's School of Business, Philadelphia. BoardCorps: Bootcamp™ is The Nonprofit Center's signature immersion into the roles and responsibilities of nonprofit boards. This portion of the program is sponsored by PAHWF.

The class traveled to Western Montgomery Career & Technology Center in Limerick where they enjoyed lunch prepared by students in the Culinary Arts Department. **Barbara Mueller**, School to Work Advisor, provided the class an overview of the center. The highlight of the tour included the tiny house built by students of the center.

The class made their way back to Pottstown where they received a tour and an overview of MCCC's Sustainability and Innovation Hub from **Vicki Giamarco**, Director of West Campus. The Hub was opened in April 2016 and has become a true asset for the college. The building consists of three floors and includes space for aquaponics, engineering/3-D printing, and flex-space.

Meet the Class



Joanna Lew

Joanna Lew, Lead Instructor, Equipment Operator Training of Exelon's Limerick Generating Station, has worked in the tri-county area for 7 years. Her family members include husband James, daughters Alyce and Rose, and sons James Jr. and Joseph. She enjoys spending time with her family, reading, quilting and crafts. Her business role models are Bill and Melinda Gates.

Joanna received a BS in Business Administration from University of Phoenix, a BS in Nuclear Engineering Technology from Excelsior College, and is currently pursuing Masters of Business Administration from Villanova University. Her personal business philosophy is - "developing every contributor into a strong leader is vital to developing and strengthening a company. Make time to coach and encourage every employee, and make sure every person hired is worthy of that investment."

As someone who grew up in southeast PA, Joanna believes that making this community an area that supports its citizens and thrives is important. She believes she has gained a lot from being from the region and she wants others to have the same chance. In the community, Janna supports the GreenAllies Youth Grow project, Limerick's Women in Nuclear Girl Scout badge efforts, and Limerick's Employee Giving campaign. While participating in the class, she is most looking forward to helping the community continue to develop and create opportunities for everyone to succeed and flourish.



Diana Liriano

Diana Liriano is the Retail Branch Manager at The Victory Bank. She has worked in the tri-county area for 8 years. She is married to her spouse Michael Scott, and has three children: Mason Stephens, Javonna Loveland, and Alanna Scott. Diana enjoys art, music, health and wellness. Her business role models are Joe Major and Rich Graver, both from The Victory Bank.

Diana attended Norristown Area High School and the Art Institute of Philadelphia. Her personal business philosophy is "politeness is a merit... always be courteous and respectful."

Diana is currently involved in the Chamber's steering committee. She is most looking forward to giving back and learning about the various non-profit organizations that she did not know existed. As someone who formerly lived and still works in the area, Diana never knew about the community and businesses in the area. The Leadership Program teaches participants about these things and shows you how you can help and give back.



At the November session, the class had their first session of BoardCorps Bootcamp.



At the Western Montgomery Career & Technology Center, the class was able to view a tiny house.



The class on their tour of MCCC's Sustainability and Innovation Hub.

The Leadership Tri-County Class of 2018 is sponsored by:

CO-SPONSOR



EDUCATION SPONSOR



TRANSPORTATION SPONSOR



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



NOVEMBER MEMBERSHIP BREAKFAST

On November 2, Chamber Members heard an update on Legislative Initiatives at our Membership Breakfast at Brookside Country Club.

Our legislative panel included: Senator Bob Mensch; State Representative Marcy Toepel; State Representative Tim Hennessey; and State Representative Tom Quigley. Topics covered included: Pennsylvania's budget; upcoming bills; and attracting business to come to PA. This also included a Q&A session for our Members to ask questions and express their concerns.

Additionally, local legislators presented the Chamber with a Citation in honor of our service to the local community the last 90 years.

The following **New Members** were introduced: Christine Morris, LLC; Controller onDemand; CzarStar Security; Dan Albert – State Farm Insurance & Financial Services; Jameri Enterprises; Meineke Car Care Center; Moyer-Drabick & Associates, Ltd.; SeniorLIFE; and Virtual Essence Hair Design.

Thank you to our sponsors

BREAKFAST:



BREAKFAST COFFEE:



November Breakfast's Legislative Panel (L to R): Rep. Tom Quigley; Senator Bob Mensch; Rep. Marcy Toepel; and Rep. Tim Hennessey.



L to R: Stephanie Steigerwalt, Virtual Essence Hair Design; Wendy Moyer-Drabick, Moyer-Drabick & Associates, Ltd.; Lucretia D. Coleman, Jameri Enterprises; Dan Albert, State Farm Insurance & Financial Services; David Czarnecki, CzarStar Security; and Audrey Faust, Controller onDemand.



Local legislators presented a Citation honoring the Chamber's 90th Anniversary. L to R: TCACC President Eileen Dautrich; Rep. Tom Quigley; Rep. Tim Hennessey; and Rep. Marcy Toepel.

**Next Membership Breakfast –
Economic Forecast Breakfast on Thursday,
January 4 from 7 – 9 AM at SunnyBrook Ballroom.**

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

LOCAL AND STATE ELECTION RESULTS

By Alex Rahn, Wanner Associates.

In a mix of key state and local races, the Pennsylvania general elections saw various wins for Republicans and Democrats alike. A new Justice of the Supreme Court has been chosen by a vote of 1,086,542 votes to 990,595. Sallie Mundy (R) will join Judge Thomas Saylor and Judge Debra Todd, who were both retained, on the bench of the Pennsylvania Supreme Court. Maria McLaughlin (D), Carolyn Nichols (D), and Deborah Kunselman (D) were elected to the Superior Court, with the final open seat too close to call. Judge Jacqueline Shogan was retained for another term on the Superior Court. For the Commonwealth Court, Ellen Ceisler (D) and Christine Fizzano (R) succeeded in their elections.

Voters also approved a constitutional amendment regarding a potential property tax overhaul, stemming from a bill that was sponsored by Representative David Maloney from Berks County. This ballot question asked whether taxing authorities should be able to exempt residents from paying property taxes on their primary residences. Currently, property taxes account for about 30 percent of local and state revenue in Pennsylvania and are the primary source of school funding. Although this referendum will not pose any immediate results, it will offer local governments the option of moving away from the property tax. The results of the referendum ended in a close count, with 54 percent of the voters supporting and 46 percent opposing.

In Chester County, Judge David Bortner and Judge Katherine Platt will continue to serve the 15th Judicial District on the Court of Common Pleas. Additionally notable was the

break in Republican deadlock on Chester County row office positions that has endured since 1799 as four Republican-dominated row seats went to Democrats by wide margins, including County Treasurer, County Controller, Clerk of Courts, and County Coroner. The majority of Chester residents were opposed to the ballot initiative, with 55,464 voting against and 39,549 in support.

In Delaware County, John Whelan (R) scored a narrow victory over Kelly Eckel (D). Whelan ended the race with 63,312 votes to Eckel's 61,686 for the election to the 32nd Judicial District's Court of Common Pleas. He will join Judge Mary Brennan and Judge George Pagano, who will retain their seats on the Court of Common Pleas. Like Chester County, most Delaware County residents voted against the referendum, with 46,907 voting no and 33,170 voting yes.

Key takeaways from the judicial elections in Berks County include Ben Nevius' (R) narrow victory (31,160 to 30,329) over Tina Boyd (D) for Berks County Judge of Common Pleas and the retention decision for Judge Timothy Rowley for his second ten-year term. The seat that will be filled by Ben Nevius was left vacant after the retirement of a veteran Berks County judge. Eric Taylor (D) and Steven Chieffo (R) were also elected as Berks Magisterial District Judges. Jonathan Del Collo (R) was selected as Berks County Prothonotary and Dennis Hess (D) was chosen as the Coroner. An overwhelming majority of Berks residents were for the ballot measure, with 40,413 voting in support and 12,051 voting in opposition.

To reach Alex: call 717.236.2050 or email arahn@wannerassoc.com.

RIBBON CUTTING



Boyertown Community Library,
24 N. Reading Avenue,
Boyertown, PA 19512

BUSINESS OF THE MONTH

BUSINESS OF THE MONTH IS CHOSEN AT RANDOM THROUGH A BUSINESS CARD DRAWING AT CHAMBER EVENTS, OR BY PARTICIPATING IN OTHER CHAMBER PROGRAMS, SUCH AS SURVEYS. NOVEMBER'S BUSINESS OF THE MONTH WAS CHOSEN FROM MEMBERS WHO ATTENDED NOVEMBER'S MEMBERSHIP BREAKFAST.

Where You Go For Rehabilitation Does Make a Difference

You or one of your family members are in the hospital and your doctor has just told you that you will need a course of rehabilitation. You may have had a stroke, fallen off your high-tech bicycle or spent time recovering from a major operation that has left you too weak to return home. Dr. Smith has been your family doctor for years, and all of your children have been born at the same hospital, but no one in your family has ever needed rehabilitation.

A short time after your doctor leaves your room a case manager enters and gives you three choices. One is an inpatient rehabilitation hospital and two are skilled nursing facilities that provide rehabilitation services. How do you choose? Will your choice influence your ability to improve and reach your maximum potential? Absolutely!

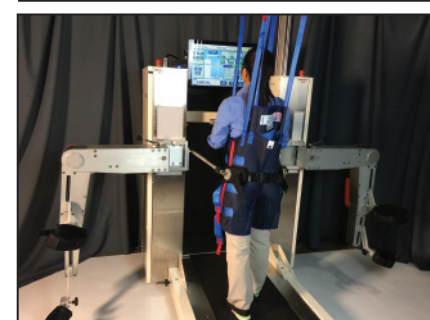
What is the Difference?

We know that dose, function and motivation make a difference. Which facility will give you the greatest dose of therapy that performs functional tasks in a setting that motivates you to get better – an inpatient rehabilitation hospital or at a skilled nursing facility (SNF)?

You have to ask some questions: Does a stroke patient do as well in a SNF as in an inpatient rehabilitation hospital? Is that patient as likely to be discharged home and back to the care of their loved ones? The answer to both questions is, "definitely not!" I don't just say this because I work in an inpatient rehabilitation hospital, but because the medical literature supports this position. Evidence-based medicine is the gold standard for clinical decision-making, whether we are deciding what medicine to use or what is the best choice in rehabilitation. Just as you wouldn't take a pill that had not undergone rigorous testing, you need to follow the evidence when making a decision about rehabilitation. As early as 1997, a major study¹ in the Journal of the American Medical Association compared stroke patients who received their rehabilitation at an inpatient rehabilitation hospital (IRF) versus a skilled nursing facility (SNF). Those who received their rehabilitation at an IRF were **three** times more likely to be discharged home. That's right, three times more likely to sleep in their own bed, eat with their families and kiss their grandchildren goodnight. Knowing this, where would you want to go if you had a stroke?

Noted researcher Pam Duncan, PhD, looked at the same problem of poorer outcomes in patients who went to nursing homes for rehabilitation and determined that the practice of utilizing nursing homes "is now shown to be potentially cost ineffective and detrimental to patient recovery."² Not just less effective, but detrimental. The American Heart Association and the American Stroke Association looked at the highest levels of scientific evidence and in 2017 published guidelines that state, "Stroke survivors who qualify for and have access to IRF care should receive treatment in an IRF in preference to a SNF."

People are being sent to skilled nursing facilities to save insurance companies money, but the price in what it means in outcomes is being paid by the patient.



AutoAmbulator@: Sophisticated treadmill device using the therapeutic concept of body weight-supported ambulation and robotics to help patients with gait disorders.

HEALTHSOUTH
Reading Rehabilitation Hospital

What We Know

Intensity of Rehabilitation Drives Success: The evidence is clear that success with rehabilitation is dose-related. The intense therapy provided in a Rehabilitation Hospital is superior to the less intense setting of a skilled nursing facility.

Functional Focus of Rehabilitation is Crucial: Animal and human research demonstrates that it takes functional tasks to "rewire" the brain and restore function. Most skilled nursing facilities do not have access to the latest technological advances that promote repair of the nervous system.

Even Modest Functional Improvement Affects the Future of the Severely Impaired: Too often, healthcare providers assume that severely affected patients are not candidates for an inpatient rehabilitation hospital. This is not true. If these people are provided proper rehabilitation, the majority of patients are returned to their homes and families.

Rehabilitation Hospitals Are Superior to Nursing Homes for Achieving Greater Gains and Going Home: The data speaks for itself. Patients who go to an inpatient rehabilitation hospital achieve higher functional gains and are more likely to go home than those who go to a skilled nursing facility, or nursing home.

Hopefully, you are now a better informed consumer and will insist on the best care for you and your loved one.

- 1 <http://www.ncbi.nlm.nih.gov/pubmed/9214526>
- 2 <http://www.ncbi.nlm.nih.gov/pubmed/11779907>

HEALTHSOUTH READING REHABILITATION HOSPITAL
1623 Morgantown Road, Reading, PA 19607; 610.796.6000; www.healthsouthreading.com

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



WORKSITE WELLNESS



Worksite Wellness is an exclusive Member benefit available to Chamber Member businesses with 50 or less employees who are looking to promote the culture of wellness in their business.

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

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

FEATURED MEMBER BENEFIT OF THE MONTH

Benefits of the Program:

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

How we work with you:

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

How to Encourage Multi-modal Transportation at your Work Place

Stacey Henrich

Recently, GVF unveiled the final findings and recommendations for the region's first ever Transportation Demand Management (TDM) Plan for the Fort Washington Office Park. The TDM Plan describes how to encourage multi-modal transportation at the workplace through TDM strategies and how to implement them.

The TDM Plan recommends strategies that encourage the use of alternative modes of transportation among employees and residents with the goal of reducing congestion and improving the transportation network of the area. Through surveys, interviews, a focus group and geo-spatial analysis, the TDM Plan was developed for the specific needs of the Township, property owners, employers and employees.

Visit www.wearetdm.com/tdm-tma-resources for more information.

Stacey Henrich works as a TDM Manager with GVF. To reach Stacey by email: shenrich@gvftma.com, or by phone: (610)354-8899.

Here are a few of the Plan's recommendations:

- Offer work from home and flextime schedules to employees
- Promote vanpooling and carpooling options to employees to reduce the number of single occupancy vehicles on the road
- Offer a commuter benefits to assist employees with the cost of taking public transit, vanpooling or biking
- Incorporate pedestrian and bicyclist amenities into the work site to encourage biking and walking

The Plan goes on to provide step by step instructions on how stakeholders can implement the recommendations. A TDM Plan can be conducted wherever there is a need for decreased congestion and an improved transportation network. To find out how a TDM Plan could improve your work site/area contact Stacey Henrich.

economic FORECAST Breakfast

Thursday, January 4
7 to 9 AM
SunnyBrook Ballroom, Pottstown

Chris Kim, Senior Vice President
& Chief Investment Officer,
Tompkins Financial Advisors

"Current State of the Economy"



Sponsored By:

TOMPKINS  **TOMPKINS**
VIST Bank Financial Advisors



\$26 per Member (prepaid by 12/29/17);
\$32 per Member (invoiced or after 12/29/17);
\$50 per non-member



I Pick POTTSTOWN!
Pioneers of the Good Life.

T-SHIRTS AVAILABLE

- Sizes Small to 2XL are available
- Shirts are \$10 each

To pick up your shirt(s): stop by the Chamber Office at 152 E. High St., Suite 360. The Chamber Office is open Mon. – Thurs., 7:45AM – 5PM; and Fri. 8AM – 4PM.

Please call 610.326.2900 to secure the size and quantity of shirts you would like to purchase.

You can also download a digital toolkit available at ipickpottstown.com to access logos, printable materials, and social media items!

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



Boyertown Area Progress Dinner

Wednesday, January 17

5—8:30 PM

La Massaria at Bella Vista Golf Course

Incident Weather Date: January 24

Video Presentation by BASH students featuring an update on Building a Better Boyertown's Community Visioning Process and Planning for future direction

\$100 per Member ; \$900 per Member table of 10

\$150 per non-member; \$1500 per non-member table of 10

Platinum Sponsors:



To Register:

Scan the QR Code; log on to Members Only; call 610.326.2900; visit tricountyareachamber.com; or email kitty@tricountyareachamber.com



OCTOBER REFRESH

Members worked on refreshing "Public Speaking" skills on October 27. Adrean Turner, Coach Adrean, Career Fulfillment Expert, showed attendees ways to prepare speeches, perfect their performance, and deliver impactful presentations. Attendees left with a little more confidence for public speaking!

NEXT REFRESH SEMINAR:

Friday, December 15, 8:30 – 10 AM, "Wellness"

THE AMAZING RAISE

The TriCounty Area Chamber of Commerce Foundation, Inc. participated in TriCounty Community Network's First Annual Amazing Raise on October 17. The Amazing Raise is a giving challenge that brings together the region to help raise needed funds. Funds raised on this special day were supplemented with funding provided from a match pool.

The Chamber would like to thank those who donated to our Foundation on this day. The additional funds raised from the match pool will be dedicated to a scholarship fund for future Leadership Tri-County participants.

Total funds raised through the Amazing Raise were \$104,766, which benefited a total of 26 local nonprofit organizations.



TCACC President Eileen Dautrich (R), accepts a check from Holly Parker, Executive Director of TriCounty Community Network, for donations made through the Amazing Raise.

SAVE THE DATE FOR THE 2018 AMAZING RAISE – TUESDAY, OCTOBER 16, 2018!

JOB POSTINGS

LOOKING TO FILL A POSITION?

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

How to Post Your Job Opening

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

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

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

LOOKING FOR QUALIFIED INDIVIDUALS?

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

Members: Stop by at the office anytime to review the resumes we have on file that have been sent to us by those looking for work. This month's resumes include: **Human Resources Executive; Technical Sales & Operations**

Know someone looking for a job?

1. Have them send their resume to Melissa at melissa@tricountyareachamber.com.
2. They can also go to the Chamber's website and view Chamber Members who currently have positions available at their company.

- **Borough of Pottstown** – Accounting Administrator – Utilities
- **Sealstrip Corporation** – Sales Support Associate

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