CONNECTING COMMUNITY & COMMERCE SINCE 1913.

LEARN, CONNECT & RECHARGE AT 3RD ANNUAL WOMEN'S CONFERENCE

Over 250 women (and men) will gather again at Normandy Farm Hotel and Conference Center for the 3rd Annual Power Your Potential - Montgomery County Women's Conference with Merck as the presenting sponsor on March 22nd for a day that truly transforms with learning, connecting and a well-deserved respite from the office.

The power will begin with a welcome from our Honorary Chair, Tracy Davidson, anchor NBC10 Philadelphia. A breast cancer survivor, Tracy' message is one of inspiration and motivation. Keynote speakers include Sheila Hess, City Representative for Philadelphia and Lisa Thomas-Laury, retired Action News anchor. Sheila will share her story proving that a disability may have its challenges but has not been a roadblock to her success. Lisa, author of the book, "On Camera and Off: When the News is Good and When it is Not," will share how her life was interrupted with an illness that left her unable to barely walk and talk with a recovery that included an opioid addiction.

Marci Schankweiler, Founder/CEO, For Pete's Sake Cancer Respite Foundation will be honored with the 2018 Woman of Excellence Award which is presented to a woman who has made an influential impact in the region. The recipient has a track record of long-term achievements and is a role model who is making the difference in the lives of others

Eight Power Sessions will be offered allowing attendees to customize the Conference to meet both personal and professional development objectives.

to become one, the goal is to motivate, inspire and affect program was superb, I haven't stopped talking about it."

Conference change. The



provides opportunities to learn, connect and recharge. You will discover skills and new strategies, learn how to innovate and collaborate, shape your personal leadership styles, understand how to grow your potential, and take away tips on how to effectively manage your time and prioritize tasks. Connect with area leaders and emerging leaders to expand your network while unplugging from your daily routine.

Created in 2016 the Conference was developed for business owners and executives from many different professions throughout Montgomery County to have the opportunity to attend a high level event close to home. In working to build the foundation for the future, select junior and senior college students will be invited to be our guests to participate alongside a business mentor.

Registration has already reached 50% of capacity and is expected to sell out again this year. Are you thinking about registering, but not sure if the conference is for you? Past attendees have shared the following comments; "I left with So, what's in it for me? Whether you are a leader or looking energy, knowledge and renewed purpose" and "this



IN THIS ISSUE President's Message **Member & Chapter News Shop Members First**

Upcoming Programs Welcome New Members Member Renewals Member Milestones

Member Highlight Recent Events & Photos Municipal & County Update Prospector Advertisers

CHAMBER BOARD OF DIRECTORS

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Pamela A. Kelly

Vice Chair

Gaetan Giannini, Montgomery County Community College

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Nanette Carney, The Carney Group

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Gregory Gifford, Rubin, Glickman, Steinberg & Gifford, P.C.

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Jim Madanci, ShopRite—Hatfield

David Magagna, Alcom Printing

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PROSPECTOR

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A MESSAGE FROM THE PRESIDENT'S DESK



"Every successful individual knows that his or her achievement depends on a community of persons working together" - Paul Ryan

The Chamber is a business community that collaborates, promotes, supports, refers and enjoys being with one another.

Through multiple events and a large number of members, commerce is happening in the Greater Montgomery County. Beginning in this issue of the Prospector, you will read examples of members working with members, confirming that it works. If you are looking for a great place to make some new connections, consider joining us for the Business Networking Bonanza on February 22nd, the Power Your Potential Montgomery County Women's Conference (men are welcome) on March 22nd or let us develop a custom strategy that works for you.

Best, Pam

CHAMBER STAFF

Kim Nguyen, Vice President, Member Services Sara Baumgardner, Communications Coordinator, Foundation Administrator Danielle Bridge, Membership Development Director Wendy Custer, Member Relations Manager

THANK YOU TO OUR MAJOR SPONSORS





































CHAMBER BOARD UPDATE

The end of the year brings with it changes to the Board of Directors. We would like to express our thanks gratitude to Dan McMahon Associates, Inc., for his leadership as Board Chair the last



two years.



Dan Reavy with Gary Candia

Members completing their service to the Board are Gary Brown, Univest Bank and Trust Co., and Gary Candia, Abington Health-Lansdale Hospital. recognition of his 25 years of

service, as well as two terms as Chair, the Board of

Directors elected Gary Brown, Board Chair Emeritus. We also extend our appreciation to David Magagna, Alcom **Printing**, for serving as Board Treasurer and Golf Committee Dave Magagna, Mike Coakley, Chair.



Dan Reavy, Gary Brown



Please join us in welcoming the of newest members The Chamber's of **Directors** Board the left): (pictured to Allyson Malack, Doylestown Health; Mary Griffith-Alfarano, Fulton Bank; and Bill Allen, Allen Door &

Service Corp.

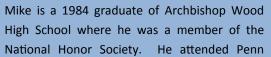
We look forward to working with the new Executive Board (pictured below); Dan Reavy, Immediate Past Chair; Duncan Reed, **Edward Jones Investments**, Nanette Carney, The Carney Treasurer: Secretary; Gaetan Giannini, Montgomery



Group, County Community College, Vice Chair: and Mike Coakley, Kreischer Miller, Board Chair.

Meet the New Board Chair

Mike Coakley was born and raised in Warminster, the oldest of six children. As a kid he enjoyed neighborhood pick-up ball games, which he admits he was particularly adept at stickball. He mowed lawns and delivered the evening Bulletin until age 16 when he worked for the former Rickel Home Centers.





"There is a untapped value in The Chamber's programming and I invite our members and others in our community to come out and experience it with us."

- Mike Coakley

State Ogontz (now Abington) for the first two years before transferring to the main campus. He was part of the University Scholars Program (now Schreyer Honor College) and graduated in 1988 with a BS Accounting with Honors in Accounting and Distinction. It is important that we share that Penn State Football won the NCAA national championship in his junior year.

Mike and his wife Mary live in Montgomeryville with their four children, two in college (Drexel and Pitt) and two at MMR.

His hobbies include, without indication of the order of significance:

Cars (he has a 2016 Camaro SS Convertible) - Classic Rock - Craft Beer -Penn State - Philadelphia sports (in order for this year, Eagles, Phillies & Flyers).

The number 25 is symbolic for Mike this year. Number of years married, years at Kreischer Miller and how long he has been a Penn State football season ticket holder.

Mike is currently the Director of Audit and Accounting for Kreischer Miller, Horsham and is the leader of the Manufacturing Industry Group. Previously he worked for KPMG.

Mike has been active in the Chamber for the past 15 years, although Kreischer Miller celebrated its 30 year anniversary as a member in 2017. He has served on the board for the past five years as Director, Treasurer, Vice Chair before being elected Chair in January, 2018. In addition to serving on The Chamber's Board of Directors, Mike is the Vice President of the VNA Community Services, Inc. board and a finance council member of Mary, Mother of the Redeemer R.C. Parish.

When asked about his thoughts on the Chamber, Mike indicated that his firm has benefited from the exposure to great people and businesses in the community that share their desire to learn, grow, give back and develop long-lasting relationships through numerous opportunities in multiple settings.

MEMBER NEWS

<u>Alzheimer's Association</u> earned a #1 ranking, for a third year, as the Nation's most revenue-generating walk, the Philadelphia *Walk to End Alzheimer's**.

<u>A Neumann & Associates, LLC</u> president and founder, Achim Neumann, released a book, "The Road Beyond - What Nobody Tells You About Selling a Midsized Business," receiving mention in *Forbes, Inc. Magazine, Entrepreneur* and the *Huffington Post*.



American Heritage Credit Union plans to revamp its support to local area hospitals in its Workplace Partner Program. Recently American Heritage has donated \$50,000 to the

Grand View Health Foundation for the Pediatric and Neonatal Intensive Care Service, and \$60,000 to **Doylestown Hospital's Neo Natal Intensive Care Nursery**.



<u>BA Salon</u> owner, Beth Ann Magda, and family recently welcomed a second child, Samantha Rose. Grandparents are Paul and Michele Kraynak, **North Penn Art**.

Community Chiropractic Center hired Rachel Shusterman as a Practice Representative. Amy's background is in operations management, and will focus on community events, internal classes, and lunch and learns.

<u>Core 3 Physical Therapy</u>, founded in Hatfield, opened a second location, now in East Norriton.

<u>Dunlap & Associates, P.C.</u> recently announced that Brent K. Musselman has been promoted to Supervising Senior Accountant in the Tax Services department. Musselman provides tax, accounting and advisory services for privately held companies, family-owned businesses,



and individuals. Additionally, he assists in the training and development of staff in matters of taxation.



Harth Builders was recognized recently with six prestigious awards in five months. Among the honors was recognition by the *Philadelphia Business Journal* as a member of the Soaring 76—a program which recognizes the region's fastest growing companies.

<u>Illustrated Designs, Inc.</u> recently earned its national certification as a Women's Business Enterprise. This certification was presented by the Women's Business Enterprise National Council (WBENEC).

Montgomery County Community College graduated its first students from a new Massage Therapy Program. This program teaches business fundamentals, anatomy and



physiology, kinesiology, history of massage, body mechanics, massage techniques and rehabilitative aspects of massage.

Ochotny Wealth Management announced that Joseph Ochotny, Jr. was awarded the 2017 Five Star Wealth Manager Award through *Philadelphia Magazine*. Candidates were evaluated on ten criteria associated with outstanding service





QNB Bank recently held its annual campaign to raise funds for the United Way. This year's campaign was the most successful yet, tallying a total contribution of \$33,815 from the bank and its

employees.

Right at Home has been recognized by *Caring.com* as a Caring Star of 2018. 253 Caring Stars were awarded across the nation, recognizing service excellence among in-home care agencies

Rubin, Glickman, Steinberg and Gifford, P.C. announced that Gregory



R. Gifford, partner, will serve as President-Elect of the Montgomery Bar Association for 2018. Andrew J. Levin has been elected Treasurer of the Montgomery Bar Association's Young Lawyers



Section for 2018.



<u>Seitz, Leatherman and Kolb, LLC</u> announced that Natasha J. Alderfer, CPA has been promoted to partner. She provides management advisory services, accounting and tax services to privately held companies, family-owned businesses as well as individuals.

<u>Smile Exchange</u>, Hatfield, honored its location's 1 year anniversary with a celebration event.

<u>Univest Corporation</u> recently announced Logan's Heroes Animal Rescue as the winner of the sixth annual Caring for Community Giveaway, a contest awarding \$5,000 to a local, nonprofit organization.



Put Your News on Our Home Page!

Member News Can Be Submitted Online:

- 1) chambergmc.org/login
- 2) Click News Releases on left column

MEMBER HIGHLIGHT

Announcing...

New LGBA President, Monica Maben:





Monica has been a volunteer and member of the LGBA since 2014. She is a local realtor with Berkshire Hathaway Fox and Roach Springhouse Office. She grew up in Lower Gwynedd and is excited to be serving this growing business community.

Upcoming SBOA Events





First Friday - February 2nd Indoor entertainment and free parking.

Second Annual Skippack Art Hunt - March 3rd - March 24th Visit Skippack Village shops and hunt for clues in artwork.



≺Balance Transfers >

New and existing VISA Platinum and VISA Platinum Rewards



For membership inquiries contact: Michael Grover 215-996-3744 www.msdfcu.org

Federally insured by NCUA. Equal Opportunity Lender

APR = Annual Percentage Rate **Transferred balances will have a 1.99% APR introductory rate for one year (12 billing cycles) from the book date of the balance transfer. At the end of the introductory period, the account will return to the standard APR for either Platinum or Platinum Rewards as described in your credit card agreement. Balance transfers and cash advances are not eligible for rewards or cash back Contact the Credit Union for complete details. Offer subject to change without prior notice

The Turning Point is a unique TURNING POINT local restaurant that serves

breakfast, brunch & lunch

breakfast, lunch and brunch. They recently opened their fourth Pennsylvania location in Blue Bell and is in 12 locations in New Jersey. The Turning Point has been in the press for both their daytime restaurant as well as their charity work. Among the most recent accolades, the



Turning Point received in 2017 are: "Best Breakfast Bites" in Main Line Magazine and "Readers Choice Award" in Philly Magazine.

Hear from Founder and CEO, Kirk Ruoff.

Q: How many years have you been in business?

A: We are now entering our 20th year of business and I am humbled at how hoard

our staff and vendors work every day to

keep our wonderful, loyal quests happy.

Q: Why is it important to use a local Lancaster, family-owned farm?

A: Purchasing local food supports local families and builds strong communities. My parents were born and raised in Lancaster County and only the best comes from this area.

Q: Why only serve breakfast, lunch and brunch?

A: We serve the best breakfast and lunch meals we know how from 8:00 a.m. to 3:00 p.m. then we go home to our families. "Work to live, don't live to work"



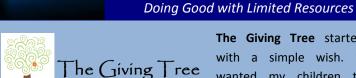
Q: Why did you chose to join The Chamber?

A: To be part of the Montgomery County Community.

Q: Do you have plans to expand with more Pennsylvania locations?

A: We are slated to open in Newtown in summer 2018.

CONGRATULATIONS



The Giving Tree started

with a simple wish. "I wanted my children to know that not every child

lives in the same reality and not every adult has a support system at their fingertips," says Bridget Leary, Founder of The Giving Tree.

The Giving Tree is dedicated to teaching children the merits of helping worthwhile causes and the positive results of their hard work. The charity targets families with school-aged children to teach the priceless lessons of giving through hands-on projects.

Children can learn wonderful lessons as they offer their time and energy. The hope is that this spirit of giving will grow with the children, as they become the community leaders of tomorrow.

The Giving Tree held a month-long effort this January to create and donate sock rolls for the homeless community. The sock contained socks, a granola bar, pack of crackers, and a handwritten note from a child volunteer.



Learn more at givingtreefamilies.org.



Since 1935, Variety - The Children's Charity of the Delaware Valley has

continued its mission to enrich the lives of children and young adults with disabilities through social, educational, and vocational programs that nurture independence and self-confidence, and prepare them for life.

Variety offers educational, recreational and social enrichment activities while connecting families to resources. Variety serves children between birth and age 21 with temporary and/or permanent disabilities resulting from injury, illness, or congenital conditions.

Variety hosts a number of special fundraising and friendraising events throughout the year including the upcoming Let Them Eat Cake evening in Philadelphia and Vegas at Variety event in Blue Bell. The Vegas event is March 24, at 7pm, held in College Hall at

> Montgomery County Community College.

For more information about Variety Camp and Development Center, visit varietyphila.org.



Congratulations to Dan London and staff on the grand opening of Zoup! in Blue Bell. Joining The Chamber in celebration were David Mrochko, Assistant Manager, Whitpain Township, Kenneth Lawson, Chief, Whitpain Township Police Department, and the Centre Square Fire Company.



Please join us in congratulating Sara Baumgardner and Danielle Bridge on their new positions. Sara has been appointed the first Administrator for The Chamber's Community Health and Youth

Foundation. She will also maintain her role as Communications

Coordinator. Danielle has been promoted to Director, Member Development, for exceeding expectations and goals.



YOUR AD HERE!

ADD THE CHAMBER TO YOUR 2018 MARKETING PLAN

- Advertisements starting at \$50
- Website banner ads available
- Reach members via printed mail
- Advertise right here in the Prospector
- Participate in member-wide electronic publications like:
 - Health e-newsletter
 - ⇒ Weekly Happenings Email
 - New Member Email
 - Shop Members First Monthly News

Call The Chamber Today! 215-362-9200

WELCOME NEW MEMBERS

Aflac

Tom Sloan realhealthquotes.com

Blue Bell Place

Anthony Warfel bluebellplace.watermarkcommunities.com

Delta Community Supports, Inc.*

Jackie Miller deltaweb.org

Gothic Stone, Inc.

Chris Gartner
GothicStonecountertops.com

Harleysville Bank, Lansdale Branch

Tom McAteer harleysvillebank.com

Indian Valley Appraisal Company

Mark Abissi ivappraisal.com

Marlane Graphics, Inc

Dana Pollock marlanegraphics.com

Merkel Chiropractic Inc.*

Glenn Merkel merkelchiro.com

Mission Kids Child Advocacy Center

Bill Hoblin missionkidscac.org

Motivate Fitness*

Bill Tokmajian motivatefitnesspa.com

Northwestern Mutual

Eric Knoblauch northwesternmutual.com/working-with-an-advisor

Peoples Security Bank & Trust Co.

Tim Smith psbt.com

Police and Fire Federal Credit Union

Ruchin Patel pffcu.org

Real Health Quotes, LLC

Susan Sloan realhealthquotes.com

Residential Home Show*

Nick Hulik residentialhomeshows.com

The Physical Therapy and Wellness Institute - Montgomeryville

Chelsea Jack ptwinstitute.com/montgomeryville

Touchstone Kitchens and Baths

Linda Smith touchstonekitchens.com

Women's Center of Montgomery County

Maria Macaluso wcmontco.org

*Indicates Centennial Member



IN APPRECIATION



Thank you to **Fox Rothschild** for 40 years of supporting the Chamber. Pictured with Kim Nguyen for the milestone presentation is Bill Wanger, Partner, Lindsey Goldberg, Office Administrator and Managing Partner, Brian Subers.



Tanya Bamford, owner **TCB Marketing**, celebrated her 10th
year of Chamber membership
with Pam Kelly.



Chris Schalleur and his team at **Christo IT Services** has supported The Chamber for
15 years. We brought a cookie cake to
celebrate the milestone anniversary
and got to go home with a copy of
Chris's new book, Sitting Duck!



Peter Becker Community is celebrating its 20th anniversary as a member of The Chamber. Pam Kelly met with Suzanne Owens, CEO, to show The Chamber's appreciation.



Dennis Mackowiak, Marie Kooker and the team from **Bassett Furniture** recently celebrated 5 years with The Chamber.

SHOP MEMBERS FIRST: CHAMBER CONNECTIONS & TESTIMONIALS

- Chelsea Jack, Physical Therapy & Wellness Institute, bought a car from Lansdale Chrysler Dodge Jeep & Fiat and shared "the entire staff made me feel like family: upfront and completely honest."
- Board Chair, Mike Coakley, Kreischer Miller, purchased a 25th wedding anniversary gift from Marks Jewelers after an opportunity to visit the store during a Chamber networking event.
- Harry Green, Keller Williams Real Estate, met Emily Heacock of Ambiance Design at Maximize Your Membership and they have since collaborated on advertising.
- Kirk Walters, The Walters Group attended a Chamber meeting at Stove and Tap and has since returned many times with clients and friends.
- Cyclebar now holds spinning workouts at Boardroom Spirts. The connection was made between Megan McMurdo & Stephanie McCauley at a Young Professionals event at Round Guys Brewing.
- The Greene Turtle and UFC Gym Lansdale have collaborated and hosted several events together.

- Sara Baumgardner, The Chamber, used F. Ambrose Movers and Hatfield Storage Depot for her recent move.
- Lauren D'Ambrosio, WSFS Bank, and Lesley Katz, Leveraging
 Financial Knowledge, LLC, have collaborated on multiple projects
 where Leslie has provided valuable financial services to Lauren's
 client base.
- Wendy Custer, The Chamber referred Scent & Sip to a friend who purchased a gift for their co-worker.
- Najah Samuel of The TASA Group met Dana Pollock of Marlane
 Graphics, Inc. at The Chamber's holiday party and will be working together.
- Greg Gifford, Rubin Glickman Steinberg & Gifford, purchased a refrigerator from Kieffer's Appliances following a visit to the showroom for The Chamber's Chairman's Reception.

Share your member experience with us! Email info@chambergmc.org.





























Advanced Living Communities*

Allen Door & Service Corporation

American Heritage Federal Credit Union

Baum, Smith & Clemens, LLP

Bergey's, Inc.

Blue Bell Villas an AVE Community* Business Development University Christ Lutheran Church, Kulpsville

Clark & McCaffery Wealth Management

Clyde S. Walton, Inc. Costco Wholesale Covenant Bank*

Curtiss - Wright EST Group

Damian H. Ward, Ltd.

David Geppert Recycling Inc. DelVal Technology Solutions Dunlap & Associates, P.C.* Executive House Apartments Flamm Walton Heimbach PC

Genisys Credit Union Grand View Health

Hamburg, Rubin, Mullin, Maxwell & Lupin, PC*

Horsham Township

HRBenefix

ITW Engineered Polymers

Joseph Ambler Inn*

Lansdale Business Center

Lansdale Chrysler Dodge Jeep Ram Fiat of Montgomeryville*

Law Offices of Jennifer J. Riley*

Law Offices of Marcia Binder Ibrahim, LLC

Lombardi & Associates*

Manna on Main Street

Minuteman Press/Lansdale

Montgomery Township*

Morgan Stanley

North Penn Water Authority

Penn Color, Inc.*

Play & Learn Lansdale

Prescott Insurance

QNB Bank Colmar*

Residence Inn by Marriott Rex Heat Treat, Inc. Lansdale

Richard Costlow Consulting, LLC

Right At Home Care

Robert G. Rosen, Esq.*

Rotary Club of Blue Bell

Rothman Institute

Sound Sensations

St. Clair CPA Solutions

Strategic Job Search

Swartley Brothers Engineers Inc.

The Giving Tree

The Lansdale Area Family YMCA*

The Mitre Box

United Way of Greater Philadelphia & Southern New Jersey

Univest Bank and Trust Co, Blue Bell*

Univest Bank and Trust Co, Lansdale*

Univest Bank and Trust Co, Line Lexington*

Univest Bank and Trust Co, Montgomeryville*

Univest Bank and Trust Co, Skippack*

Univest Bank and Trust Co, Souderton*

Univest Insurance, Inc.*
Wealth Builder Advisor

Women's Center of Montgomery County

Worcester Township*

Zee Green Bags

RECENT EVENTS







The Chamber celebrated the holiday season with its annual holiday party. This year we co-hosted the event with the Hatfield Chamber of Commerce in the beautiful new showroom of Mark's Jewelers. Guests enjoyed catering from S&B Events, and Blueprint Brewing Co. donated their brews.







Chamber members donated several boxes of toys to the North Penn Valley Boys & Girls Club this past holiday season. We were able to present the gifts to Executive Director, Bob Kreamer, live on Fox29 Good Day Philadelphia with reporter Jenn Frederick.



Young Professional Networking at Grub Burger Montgomeryville.



The Women's Network held its annual holiday luncheon at Bay Pony Inn. Photos by Rachel Beck Photography.







January's New Members Maximize Your Membership breakfast.



Community Health & Youth Foundation

January brought changes to the CHYF Board. April Donahue, QNB Bank, was elected Chair and two new members were welcomed; Chelsea Jack, Physical Therapy & Wellness Institute, and Adriana Motto, Motto Marketing.



April Donahue



Chelsea Jack



Adriana Motto

We kick started the 2018 Business @ Breakfast series with a program on the Tax Cut and Jobs Act 2017. Our panel of experts addressed questions relating to how the tax reform will affect businesses, individuals, and group health plans. This event was held at William Penn Inn.



Pictured left to right: Moderator, Duncan Reed, AAMS, Financial Advisor Edward Jones; Lisa G. Pileggi, CPA, Director, Tax Strategies, Kreischer Miller; Chamber President, Pam Gregory M. Wirt, Partner, Fox

> Rothschild; Brian McLaughlin, Senior Vice President, My Benefit Advisor.





BUSINESS NETWORKING BONANZA

Ambler Yards

300 Brookside Ave. | Building 18 | Ambler 5:00 - 7:00 pm

FREE

Join several organizations for this one-of-a-kind evening of networking. Joining The Chamber are the Eastern Montgomery County Chamber of Commerce, Greater Horsham Chamber of Commerce, Colonial Business Association. Fort Washington Business Alliance. Lower Gwynedd Business Association, and Women of Willow Grove.

HIT YOUR MARK NETWORKING

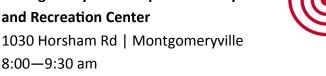
Montgomery Township Community

1030 Horsham Rd | Montgomeryville

FRFF

Network with Chamber members and professionals from the Montgomery Township Business Development Partnership Committee. Hit Your Mark: Let us help you make the right connections. When you register tell us three specific industries/business categories with which you would like to connect.

and Recreation Center



COMMUNITY CONNECTIONS: MUNICIPAL UPDATE

William Penn Inn

1017 Dekalb Pike | Gwynedd

7:30-9:30 am

\$35 Members

\$45 Non-Members



IT YOUR MARK

Join The Chamber for the region's most comprehensive municipal update event. Hear updates from the managers representing the municipalities in The Chamber's service area. Learn about the business initiatives, economic development projects, transportation and plans for the coming year.



Would you like to learn more about a unique opportunity to have your own business "billboard" for less than \$100/month? Contact me at 215-362-9200 or kim@chambergmc.org.