

Don't Just Join...Belong

As a member of The Chamber you have the opportunity to make many business connections at numerous networking events, have access to local and county officials, as well as state legislators and hear top area speakers present current topics of interest and updates on regional issues. Did you take advantage of all that is available and *maximize your membership* in 2019?

2020, a year whose name suggests clear vision is just ahead of us, presenting the perfect time to commit to making The Chamber your primary source for networking, to take advance of the many business resources and get involved to support the next generation of leaders through the Community Youth Foundation. Don't just join...belong.

Members of The Chamber can enhance their experience by joining one of our many Councils or Committees. Involvement in these groups is a great way to stay involved and informed in areas of interest to your business, a great way to grow professionally, and learn or brush up on leadership skills. Last but not least, Councils and Committees offer focused networking as you work alongside professionals with common interests. The 2020 Council and Committees include:

2020 Councils and Committees

- Ambassadors Committee
- Business Partnership Network (BPN)
- Community Youth Foundation Committees
- Cultural Engagement Committee
- Golf Committee
- Government Affairs Committee
- Membership & Outreach Committee
- Networking Events Committee
- Nonprofit Council
- Power Your Potential Conference Committee
- President's Advisory Board
- Sales & Marketing Council
- Young Professionals Council

In addition to the Committees and Councils, several new programs along with reduced pricing will be launched in January making it even easier for The Chamber to be the one organization for your business and professional development goals.

Two additional Business Partnership Network (BPN) groups are being formed in Fort Washington and Plymouth Meeting providing six meeting options for weekly committed networking and referrals. BPN, a unique offering by The Chamber, has generated on average over 200 referrals per group during 2019.

For those members driven to grow their business, The Cham-

Visionary Membership

ber announces the introduction of the *Visionary Membership*. Open to all members for an additional annual fee, benefits include a personal concierge, participation in the exclusive Business Resource Council, free tickets to events and preferred seating for all staff members. These in addition to those benefits currently offered through the Centennial Membership, which is being phased out this year.

Finally, we know members work hard, so throughout the year, events are scheduled to network while also having fun. Planning is underway for The Chamber's Got Talent, an opportunity for members to share their talent for a chance to win bragging rights as the most talented business person in Montgomery County. For more information on all programs and events, visit www.chambergmc.org. We look forward to seeing you at an event soon.

Happy New Year!



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BEST CHAMBER OR NETWORKING GROUP

Serving the Indian Valley, North Penn, Wissahickon regions and surrounding communities

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PROSPECTOR

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**The Chamber of Commerce
for Greater Montgomery County**

217 Church Road, Suite C, North Wales, PA 19454

Phone: (215) 362-9200 | Fax: (267) 613-8865

A MESSAGE FROM THE PRESIDENT'S DESK



"You can have everything in life you want if you will just help enough other people get what they want" -- Zig Ziglar

As the end of the year is upon us, it is a great time to reflect on the goals you set for your business. Did you reach the sales numbers you set, implement the marketing plan that ensured the maximum exposure? Were you able to work on your busi-

ness rather than in it? The Chamber provides resources, programs and events to assist you with business development and marketing all for little or no cost. Take a few minutes to check out the calendar on our website, www.chambergmc.org and put an event or two on your calendar each month. I am confident you will find the time you invest to be valuable for your business.

We wish you and your family a wonderful holiday season and look forward to seeing you at an event soon.

Best,
Pam

CHAMBER STAFF

Kim Nguyen, Vice President,
Member Services

Wendy Custer, Member Relations
Manager

Mary Griffith, Membership & Executive
Administrator

Carol Schultz, Events Assistant

THANK YOU TO OUR ANNUAL SPONSORS



UPCOMING EVENTS

POWER

Your POTENTIAL
Montgomery County Women's Conference

The Power Continues...JOIN US!



The 15 Minute Master
Presented by Mary Fran Bontempo

January 15, 2020

JOSEPH AMBLER INN
1005 Horsham Road, North Wales, PA

www.chambergmc.org

This empowering program will teach you how to bring focus and clarity to personal and professional issues using 15 minutes, 3 questions and one action steps. The 15 Minute Master leads to increased productivity, success and happiness, helping to accomplish more and find balance in every day.

Mary Fran Bontempo is an award winning speaker, author, humorist and podcast who believes in the power of self-talk.

2020



ECONOMIC FORECAST

January 31, 2020

Presented by Timothy S. Chubb

Talamore Country Club
713 Talamore Drive, Ambler
www.chambergmc.org



As chief investment officer at Girard, a Univest Wellness Division, Tim Chubb oversees the firm's investment process and creates strategies that meet the unique financial needs of every client. Tim passionately shares his knowledge of financial markets and the economy.

Hear Tim's thoughts on what is expected for the economy in 2020.

THE CHAMBER'S GOT TALENT

Register at www.chambergmc.org

FEBRUARY 26, 2020

5-7 PM

Joseph Ambler Inn | 1005 Horsham Road, North Wales

What's your talent? Do you sing, play an instrument, dance or maybe a do a unique trick? Registration is now open for a limited number of contestants to compete to be crowned the most talented business person in Montgomery County. Not comfortable sharing your talent? Join us for a fun networking event and vote for your favorite contestant.



MERCK SHARP & DOHME
FEDERAL CREDIT UNION



HAS YOUR ALL - PURPOSE WINTER LOAN

4.49%
APR*
Up to 24 months

Use a Personal Loan for **Holiday Expenses**, vacations, a new computer, credit consolidation, or whatever you want or need. Personal Loans are typically lower rates than credit cards with fixed payments over the life of the loan.

5.49% Up to 36 months APR* **6.49%** Up to 48 months APR* **7.49%** Up to 60 months APR*

Contact **Michael Grover** • 215-996-3744 • mgrover@msdfcu.org
or members services • 215-996-3700

*APR = Annual Percentage Rate. Rate subject to change without notice.
Estimated monthly payment per \$1,000 borrowed at 7.49% APR is \$20.03 for 60 months;
at 6.49% APR is \$23.71 for 48 months; at 5.49% APR is \$30.19 for 36 months;
and at 4.49% APR is \$43.64 for 24 months. My Advantage discount does not apply.

Looking for Referrals?

The search stops here!

Business Partnership Network is...

- A cost effective way of expanding your business
- A referral networking group with one business per profession
- Weekly meetings that include 10 minute presentations and testimonials
- Commitment without the pressure that the national groups impose
- Supported by a Chamber of Commerce well known for making business connections
- Open to guests

For more information, visit www.bpnmontco.com or call 215-362-9200.

Business Partnership Network
217 Church Road, Suite C
North Wales, PA 19454



Business Partnership Network

Meeting Locations

Tuesdays 7:00am - 8:30am

Lansdale

Wednesdays 11:30am – 1:00pm

Montgomeryville

Blue Bell

Thursdays 7:30am - 9:00am

Indian Valley

- Notice -

New BPN groups are now forming in Fort Washington and Colonial School District

For more information, contact Kim Nguyen

kim@chambergmc.org | 215-362-9200

Thank you to our Prospector Partner!

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S.K.S., Corporate Senior Attorney, Dallas, TX



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Letter to editor:

Rail is important to business

Printed in the Reporter, Dec 6, 2019

Selling Montgomery County is easy. We're a populous, prosperous and diverse part of the Philadelphia metro area. Our schools, universities, open spaces and quality of life make us one of the best places to raise a family in the U.S. Our business parks attract thousands of workers from across the region. And we're home to local home-grown businesses as well as big name companies in healthcare and defense.

One thing all of these selling points have in common is infrastructure. Without investments into the basic physical and organizational structures in the county, we would not have the quality of life we have today.

Infrastructure also helps attract new businesses to the area and helps existing companies grow. The presence of multiple major Interstate highways and railroads helps companies access consumers here in the Commonwealth and in the global marketplace. In fact, a local business was honored with an official proclamation from Lansdale for facilitating that connection in 2017.

Lansdale Warehouse has provided comprehensive logistics services for national and international customers since 1958. While local companies like this create jobs and connect companies with markets, the choices they make also affect quality of life. As President Paul Delp puts it, "Lansdale Warehouse started in 1958 because of the Reading Railroad. It allowed us to begin shipping picture tubes for televisions. Now, our customers use railroads to ship things like lumber and paper. Local companies we work with are shipping about 1,500 rail cars a year and each rail car prevents about 4 truckloads from going on our highways."

While trucks are important for local deliveries, using rail for the long haul saves shippers money (because rail rates are down over 40% since 1980), lessens highway congestion, decreases air pollution (because railroads emit 75% fewer greenhouse gas emissions) and saves taxpayers money by reducing wear and tear on the highways.

This is important because freight railroads are privately-owned companies that invest their own private money to maintain and upgrade their network. In fact, the largest U.S. railroads have spent and invested over \$685 billion since 1980. In recent years, that spending has averaged about \$25 billion per year – more than many state departments of transportation spend each year.

As governments at all levels struggle to find enough funding to maintain roads and bridges (let alone keep up with growing demand), it is in all our interest to have strong freight railroads moving as much freight as they can.

Some in Washington, D.C., are considering new regulations ranging from rate caps to forcing railroads to share their own tracks with competing companies. Taken together, these regulations are a dramatic departure from the system of balanced regulations that has protected shippers for decades while also allowing railroads to be successful enough to make the investments that have fueled the freight rail renaissance.

The U.S. has the best freight railroads in the world and Pennsylvania's history as well as our economy are intertwined with freight railroading. When railroads are strong, we all win. I hope representatives and regulators in Washington keep that in mind.

CELEBRATIONS

MILESTONE CELEBRATIONS



Keystone Opportunity Center
10 Years



309 Auto Tags
5 Years



Kim Nguyen
10 Year Chamber Anniversary

RIBBON CUTTING CEREMONIES



Retreat Behavioral Health



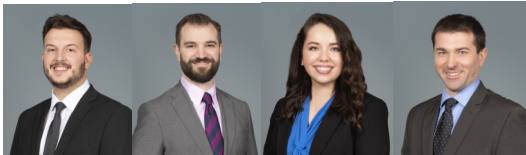
Carlee Myers Personal Training, LLC

Welcome Chapter Member - Chalfont New Britain Business Alliance

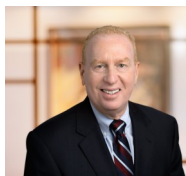


MEMBER NEWS

[DunlapSLK](#) is pleased to announce several promotions within the firm. Shane Kraynik has been promoted to Staff II Accountant in the Accounting Services department. Brenton K. Musselman, CPA has been promoted to Manager in the Tax Services department. Haley Priester has been promoted to Staff II Accountant in the Audit Services department. Dale M. Rudaski, CPA has been promoted to Manager in the Accounting Services department.



[Hamburg, Rubin, Mullin, Maxwell & Lupin](#) is pleased to announce that Carl Weiner, Co-Chair of the firm's Real Estate Practice, recently testified at a hearing before the Pennsylvania Senate Urban Affairs Committee relating to Senate Bill 802. Carl testified as to the need at the county level to create a database which identifies associations, provides a basic description of the land area and number of units and provides information about the infrastructure maintained by the association.



[Keystone Opportunity Center](#) received a \$10,000 Capacity Building Grant from the VNA Foundation of Greater North Penn, providing the opportunity to upgrade its technology. Throughout 2019, Keystone Opportunity Center has replaced 19 very old computers with refurbished models. Keystone's equipment was 8 to 16 years old.

[Kreischer Miller's](#) 2019 Family Business Survey found that a growing percentage of Greater Philadelphia family businesses now have a formal succession plan in place, with most relying on the next generation to lead the business into the future. Nearly 63 percent of respondents said their companies have leadership succession plans in place, up from 49 percent when the survey was last administered, in 2015. And more than 80 percent of companies with management succession plans report that those plans included family members.

[North Penn Water Authority](#) employee Dale B. Reichenbach will retire at the start of 2020 after 46 years of dedicated service. Dale started working at NPWA out of high school at age 18. He came up through the ranks, going to school at night to earn his college degree, and then his MBA, taking on new positions at the Authority with increasing levels of responsibility until his promotion to CFO and Director of Finance in 1997.

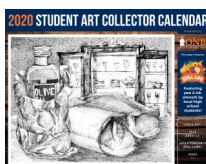


[Merck Sharp & Dohme Federal Credit Union](#) held a dedication ceremony for a POW/MIA National Chair of Honor. The National Chair of Honor is an empty chair cordoned off by a velvet rope and flanked by the American and POW/MIA flags. The chair's inscription declares, "You Are Not Forgotten. Since World War II more than 82,000 soldiers are unaccounted for."



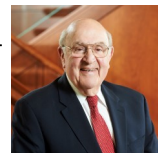
[Ochotny Wealth Management](#) is pleased to announce that Joseph J. Ochotny Jr. has won the 2019 Five Star Wealth Manager award! By earning this honor, Joseph has demonstrated a commitment to clients. Five Star Wealth Managers are named using an in-depth research methodology that includes ten objective criteria.

[QNB Bank](#) unveils the 2020 collector calendar. Like years past, an art contest was held, open to high school students from surrounding districts. This year's contest received a total of 75 entries from 7 different schools. The 2020 "Still Life" Calendar is available now at all QNB Bank locations.



[TITAN Mobile Shredding, LLC](#) was recently recognized as one of the Lehigh Valley Business' 2019 Fastest Growing Companies. TITAN has been ranked in the program for the seven of the past eight years, since the program's inception in 2012. To qualify, companies had to meet selection criteria that included a revenue size of at least \$500,000 within the past two out of three years and revenue growth over a three year period, dating from fiscal year 2015 to 2018.

[Wisler Pearlstine, LLP](#) is pleased to announce that Hon. Mason Avrigian received the 2019 James P. Fox Trial Lawyer of the Year Award presented by the Montgomery Bar Association Trial Lawyers Section. Judge Avrigian was recognized for his immeasurable contribution to the trial lawyers of Montgomery County.



Put Your News on Our Home Page!

Member News can be submitted online:

Chambergmc.org/login then click [News Releases](#)

POWER
Your POTENTIAL
Montgomery County Women's Conference

SAVE THE DATE

Thursday, April 2, 2020
8AM-3PM
Normandy Farm Hotel
& Conference Center

EVENTS



November 15 | Montgomery County Community College

Keynote Speaker: Chellie Cameron, CEO, Philadelphia Airport



HOLIDAY MIX & MINGLE - HOSTED BY UFC GYM



Alliance of **women** business HOLIDAY LUNCHEON



RENEWALS & ANNIVERSARIES

45 Years:



20 Years:



10 Years:



5 Years:



A3 Media	Harry Green, Keller Williams Real Estate	Philadelphia Media Network
Arbonne International	Home Helpers *	Portolese Family Chiropractic
ATR Systems, Inc.	Indian Valley Trading Company	RC Kelly Law Associates, LLC
Baccari Brothers	Jacobs Woods Apartment Homes	S&B Event Concepts and Catering
Bee, Bergvall & Company	Jensen Movers and Storage, Inc. *	SAGE Insights, LLC *
Big Laughs Photo Booth, LLC	Johnson Controls	Signs by Tomorrow
Bucks Mont Collaborative for Health & Human Services	Joseph Ambler Inn *	Smart Digital Tech
cabbage	Keller Williams Realty Group - Vickie Landis Team	Smyrl Insurance
Carlee Myers Personal Training LLC	Kimmel, Lorah & Associates, LLP	St. Clair CPA Solutions
Celestial Presents	Lansdale Public Library	Szekely Chiropractic Center
Citadel Federal Credit Union - East Norriton Branch	Legal Card Pay *	The Greene Turtle - East Norriton
Constance Lezenby Architects, LLC	Maxwell Products Corporation	The Greene Turtle - North Wales
Custom Craft Contractors	Metal Edge International, Inc. *	Tom's Help Desk
De Nora Water Technologies, Inc. *	Montgomery Township	Vroom Communications
Delaware Valley University	Morison Cogen, LLP	Whitpain Township *
Denney Electric Supply *	North Penn Cleaning Solutions	
Derbyshire Marine Products, LLC	North Wales Area Library	
Donnelly's Plumbing Heating and Cooling *	Old Forge Group	
East Hill Media *	Park Dental of Colmar	
Envoy Mortgage *	PECO Energy-An Exelon Company	
Express Data Systems, Inc.	Penn Valley Chemical	
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Freddy's Family Fun Center		
Garden of Health, Inc.		
Harris Investigations, LLC		

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Susan Gillespie
bbandt.com

Berkshire Hathaway Fox & Roach

Seth Lejeune
asksethanything.com

Bertucci's - Plymouth Meeting

Kendall Lovato
Bertuccis.com

Building Inspectors & Contractors

Randy Aiken
buildinspectandcontract.com

Club Pilates Conshohocken*

George Waller
clubpilates.com/Conshohocken

Heather Morgan, Writer

Heather Morgan
hmorganwriter.com

High Five Performance, Inc.*

Theresa Hummel-Krallinger
highfiveperformance.com

Horst Insurance

Tom Schneider
HorstInsurance.com

Kaplin Stewart

Adelaine Williams
Kaplaw.com

Knoll

Joshua Boyer
Knoll.com

Mathnasium of Montgomeryville*

Neal Shah
mathnasium.com/Montgomeryville

Norristown Bell Credit Union

Helen Edwards
nbcu.org

North Orchard Medicine, P.C

Mohammed Islam
northorchardmed.com

Northwestern Mutual, Peter Lockman Office

peterlockman.nm.com

Retreat Behavioral Health*

Mary Therese Kelly
retreatbehavioralhealth.com

Russell Roofing & Exteriors

Dan Simpson
russellroofing.com

Rx2Live*

Meghan Rowan
philly.rx2live.com

Wholistics

Amy Roth
wholisticfitnessonline.com

Zavodnick, Zavodnick & Lasky, LLC

Ryan Zavodnick
zavodnicklaw.com

**Centennial Members*

IN THE COMMUNITY



Wendy Custer delivered toys donated
by our members to the North Penn
Valley Boys & Girls Club.



Monday, February 10

North Penn High School - Audion
1340 S. Valley Forge Road, Lansdale, PA 19446

REGISTER AT:

www.communityyouthfoundation.org

