

GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

SEPTEMBER 2017

# CONNECTIONS

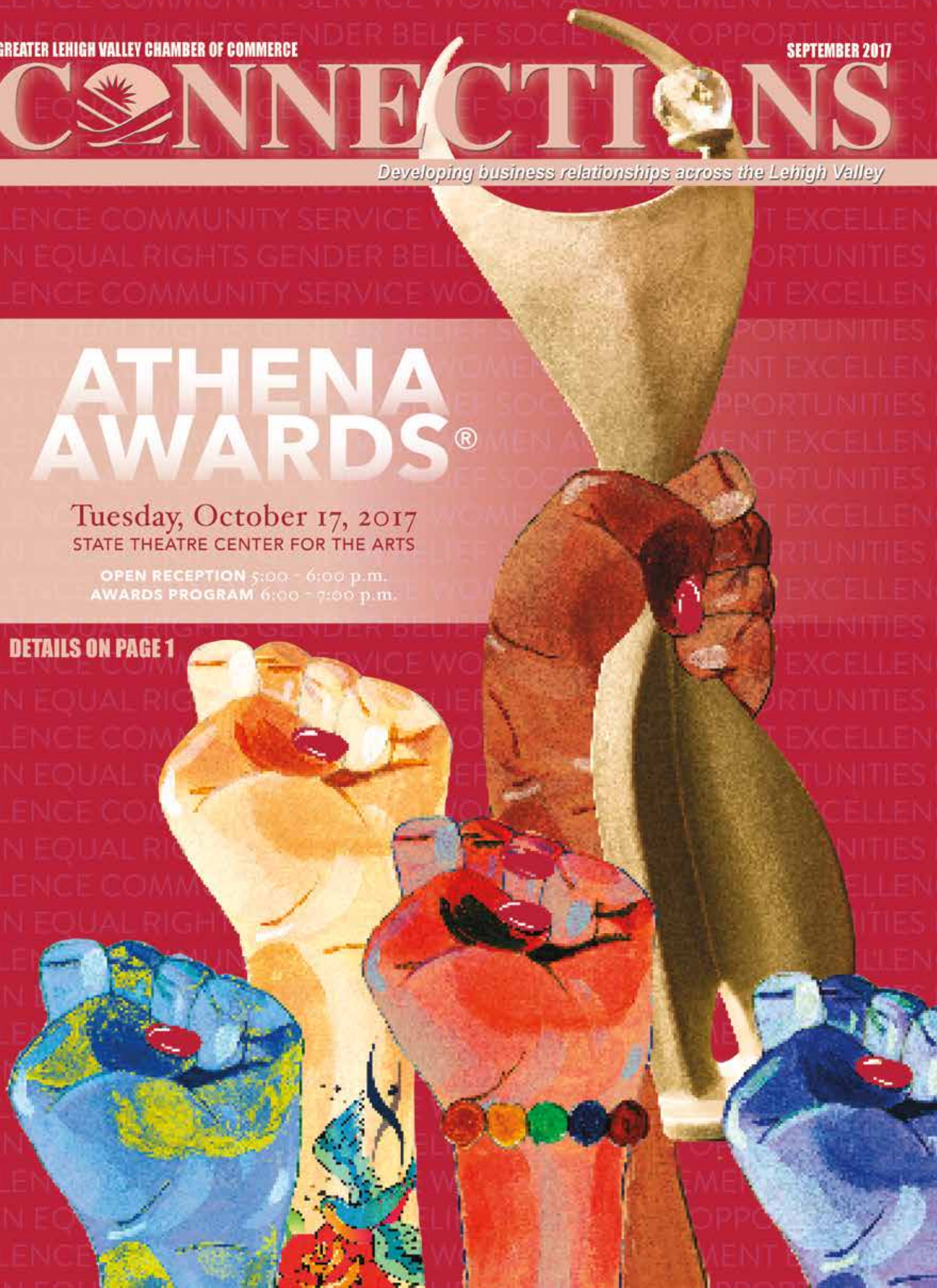
*Developing business relationships across the Lehigh Valley*

## ATHENA AWARDS®

Tuesday, October 17, 2017  
STATE THEATRE CENTER FOR THE ARTS

OPEN RECEPTION 5:00 - 6:00 p.m.  
AWARDS PROGRAM 6:00 - 7:00 p.m.

DETAILS ON PAGE 1





# CENTENNIAL ANNUAL MEETING

Thursday, November 9, 2017  
Sands Bethlehem Event Center

The Chamber  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE  
Presented by  
Capital BLUE



Join these sponsors!



For sponsorship information contact Frank Facchiano at [frankf@lehighvalleychamber.org](mailto:frankf@lehighvalleychamber.org) or 610-739-1515



**Recruit Quality  
Employees**



# LEHIGH VALLEY

## Career Expo

September 20, 2017



It's not easy finding good candidates and most of the time the good candidates are not looking in your businesses' direction.

Let's change that > [lvcareerexpo.com](http://lvcareerexpo.com)

Your business can be part of Lehigh Valley Career Expo on September 20, 2017  
Call - Adrienne Tunke 610-841-7237 | Email - [adriennetunke@iheartmedia.com](mailto:adriennetunke@iheartmedia.com)

**Lehigh Valley Career Expo**  
**September 20, 2017 at 11am to 4pm**  
Best Western Lehigh Valley Hotel and Conference Center, Bethlehem



Anniversary? Grand Opening? Open House?

# RIBBON CUTTINGS

Celebrate Your Event with The Chamber

**Let The Chamber's professional event planning services work for you!**  
From planning and media release to registration and publicity,  
The Chamber can help make your company event shine!



**The Shelby** Donny Petridis, owner of The Shelby, was accompanied by his team, Congressman Dent, State Representative Ryan Mackenzie, and Lower Macungie Township Representatives for their Grand Opening.



**Hand & Stone Massage & Facial Spa** at Hamilton Crossings held a ribbon Cutting on Sunday Aug 13. Pictured are Hand & Stone staff, Owners Clayon Cox and John Krafty, and Regional Manager Samantha Krafty.



**Hands On Healing** located on Cedar Crest Blvd. in Allentown celebrated their 10th Anniversary on August 10th. Pictured is Director Krishna Khamar and her team and Chamber Staff, Liz Weaver.

## Coming Soon

**TUES, SEPTEMBER 5-**  
**Nimeks Organics**  
1139 Lehigh Ave, Ste 300  
Whitehall, PA  
9:30 a.m. - 11 a.m.

**THURS, SEPTEMBER 7-**  
**David's Italian Market**  
346 Main Street  
Emmaus, PA  
5 p.m. - 7p.m.

**THURS, SEPTEMBER 14-**  
**Shepherd Hills Golf Club**  
1160 Krocks Rd  
Wescosville, PA  
6 p.m. - 8 p.m.

**THURS, SEPTEMBER 28-**  
**Woodmont Valley**  
3535 Grandview Drive,  
Macungie, PA  
5 p.m. - 7p.m.

Contact **LIZ WEAVER** at [lizw@lehighvalleychamber.org](mailto:lizw@lehighvalleychamber.org) or call 484-264-6630 for details.



# MARK YOUR CALENDARS!



## Register for an event four ways:

1. Register online at [LehighValleyChamber.org](http://LehighValleyChamber.org)
2. Email or call the person doing registration for the event
3. Email [info@lehighvalleychamber.org](mailto:info@lehighvalleychamber.org)
4. Download a registration form at [LehighValleyChamber.org](http://LehighValleyChamber.org), print & fill it out, and submit.

## Affiliated Chamber & Business Council Events

### TUES, SEPT 5 – EMSP Ground Breaking Ceremony for South Mountain Memory Care

201 S. 7th Street, Emmaus  
5:00 – 6:30 PM/FREE

### TUES, SEPT 5- Nemecks Organics Ribbon Cutting

1139 Lehigh Ave, Ste 300, Whitehall  
9:30 AM to 11 AM/FREE

### THURS, SEPT 7 – EMSP David's Italian Market Ribbon Cutting & Grand Opening Celebration

346 Main Street, Emmaus  
5:00 PM to 7:00 PM/FREE

### THURS, SEPT 7 – NACC Karen's Kutz 5-year Anniversary

2006 Center Street Suite 1, Northampton  
12 PM/FREE

### THURS, SEPT 7 – HLSC Christmas in September Mixer at Revolutions, Hellertown/Lower Saucon Chamber of Commerce

3717 PA-378, Bethlehem  
5:30 – 7:30 PM/FREE

### THURS, SEPT 7 – YPC Paint & Sip Night at Brick

1 W Broad St #100, Bethlehem  
5:30 – 8:00 PM/\$30

### SAT, SEPT 9 - Allentown Beer Festival

500 and 600 Blocks of Hamilton Street, Allentown  
1:00 PM to 5:00 PM/\$34 online, \$40

### SAT, SEPT 9, - Uptown Northampton Street Fair

Main Street, Northampton  
10:00 AM to 5:00 PM/FREE

### SUN, SEPT 10 - EMSP Farewell to Summer Festival

Triangle Park, Emmaus Park  
10:00 AM to 3:00 PM/FREE

### SUNDAY, SEPT 10 THRU SATURDAY, SEPTEMBER 16 -

Downtown Allentown Restaurant Week

### MON, SEPT 11 - Downtown Allentown First

(Second) Monday at Centro  
530 Hamilton St, Allentown,  
5:00 PM to 7:00 PM/FREE

### MON, SEPT 11 - Hellertown/Lower Saucon Small Business Roundtable

Braveheart Highland Pub  
430 Main Street, Hellertown  
5:30 PM to 6:30 PM/FREE

### THURS, SEPT 14 - Mayors' Update, Whitehall Area Chamber

3020 Fellowship Drive, Whitehall  
11:30 AM to 1:00 PM  
\$20 Members/\$40 non-members

### THURS, SEPT 14 - The Town of Phillipsburg Movie Premiere

Phillipsburg High School  
1 Stateliner Boulevard, Phillipsburg  
5:30 PM to 7:30 PM/FREE

### THURS, SEPT 14 - Shepherd Hills Golf Club Ribbon Cutting Ceremony

1160 Krocks Rd, Wescosville  
6:00 PM to 8:00 PM/FREE

### THURS, SEPT 14 - Business Council 2nd Thursday Mixer: Martin Guitar

510 Sycamore St, Nazareth  
5:00 PM to 7:00 PM  
\$10 Members/\$15 non-members

### FRIDAY, SEPT 15 - "Sturm Cup" Golf Tournament Jack Frost National Golf Club

1 Clubhouse Drive, Lake Harmony  
7:00 AM – 2:30 PM  
Foursome: \$440.00 /Individual \$110.00

### FRIDAY, SEPT 15 THRU SUNDAY, SEPTEMBER 17 - Forks Community Days

Forks Township Community Park  
500 Zucksville Road, Easton  
5:00 PM to 7:00 PM/FREE

### TUES, SEPT 19 - WBC Presents: Redefining Balance DaVinci Science Center

3145 Hamilton Boulevard, Allentown  
11:00 AM to 1:00 PM  
\$35 Members/\$70 non-members

### WED, SEPT 20 – Allentown Business Seminar,

Marketing in the 21st Century  
Velocity  
532 Hamilton Street, Allentown  
7:30 AM to 9:00 AM/FREE Allentown Businesses/  
\$25 Outside of the City

### WED, SEPT 20 - EPCC/WLCC Inside Look Tour of ATAS International, Inc.

ATAS International  
6612 Snowdrift Road, Allentown  
11:30 AM to 1:00 PM  
\$40 Members/\$80 non-members

### WED, SEPT 20 - YPC Meet & Greet at House and Barn House & Barn Restaurant

3750 Chestnut Street, Emmaus  
5:30 PM to 7:30 PM/FREE

### THURS, SEPT 21 - Destination Arts:

Third Thursday  
Downtown Allentown  
5:00 PM to 8:00 PM/FREE

### THURS, SEPT 21 - Third Thursday in Jim Thorpe

Downtown Jim Thorpe  
5:00 PM to 8:00 PM/FREE

### THURS, SEPT 21 – EPCC & EPSD Education Foundation Happy Hour Mixer

House & Barn  
3750 Chestnut Street, Emmaus  
4:00pm-6:00pm/Donations at the door

### THURS, SEPT 21 - LGBT Business Council Celebrity Bartending at Apollo

85 West Broad Street, Bethlehem  
5:00 PM to 7:00 PM/FREE

### FRIDAY, SEPT 22 – NBC Live on the Lawn Outdoor Concert with Sunshine Symphony

Moravian Historical Society  
214 E Center St, Nazareth  
6:00 PM to 8:00 PM/FREE

### TUES, SEPT 26 - China Trip Information Session

Historical Hotel Bethlehem  
437 Main Street, Bethlehem  
5:30 PM to 7:00 PM/FREE

### THURS, SEPT 28 - Woodmont Valley Ribbon Cutting!

Woodmont Valley at Lower Macungie  
3535 Grandview Drive, Macungie  
5:00 PM to 7:00 PM/FREE

### THURS, SEPT 28 - EMSP's Where to Be Mixology Hosted at Elite Sports Academy

with Lehigh Valley Martial Arts  
4651 Colebrook Ave., Emmaus  
5:30 PM to 7:30 PM/FREE

### THURS, SEPT 28 - African American Business Leaders Council Sharing Solutions DBE Seminar

Penn State Lehigh Valley  
2809 Saucon Valley Road, Center Valley  
7:30 AM to 10:00 AM/\$20 Members  
& non-members

#### Chamber & Council Abbreviations:

AABLC: African American Business Leaders Council  
ACC: Allentown Chamber of Commerce  
BCC: Bethlehem Chamber of Commerce  
CCEDC: Carbon Chamber & Economic Development Corp.  
FBA: Forks Business Association

DBA: Downtown Bethlehem Association  
EACC: Easton Area Chamber of Commerce  
EPCC: East Penn Chamber of Commerce  
EMSP: Emmaus Main Street Partners  
FBA: Forks Business Association  
GNLCC: Greater Northern Lehigh Chamber of Commerce

HCC: Hispanic Chamber of Commerce  
HDMSP: Hamilton District Main Street Program  
HLSC: Hellertown - Lower Saucon Chamber  
MC: Manufacturing Council  
NACC: Northampton Area Chamber of Commerce  
NBC: Nazareth Business Council

NPBPC: Nonprofit & Business Partners Council  
GBACC: Greater Bath Area Chamber of Commerce  
PACC: Phillipsburg Area Chamber of Commerce  
LGBTBC: Lesbian, Gay, Bisexual & Transgender Business Council  
PP: Public Policy (Committee)

SBC: Small Business Council  
SLCC: Southern Lehigh Chamber of Commerce  
WACC: Whitehall Chamber of Commerce  
WBC: Women's Business Council  
WLCC: Western Lehigh Chamber of Commerce  
YPC: Young Professionals Council



## PLAN YOUR HOLIDAY OFFICE PARTY WITH US!

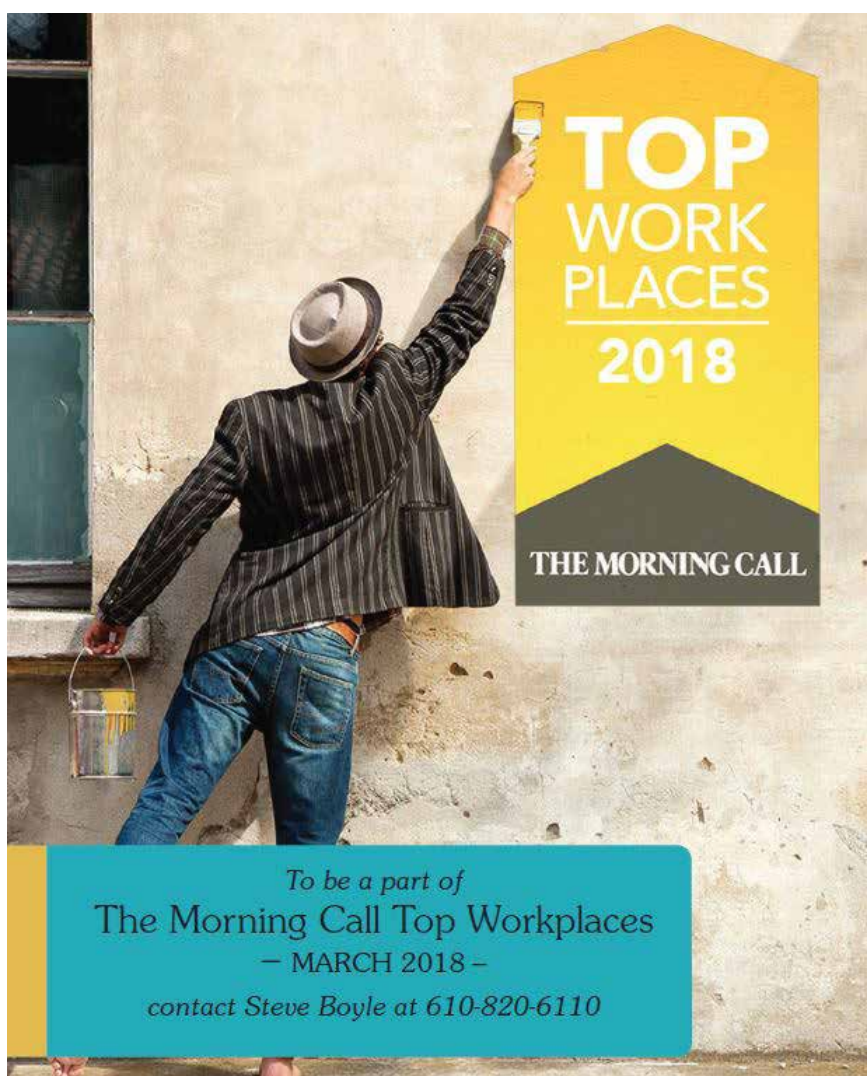
# CELEBRATE CHRISTMAS AT HOTEL BETHLEHEM

Book Your Christmas Party Before October 15th and Receive a Sleigh Full of Incentives!

PACKAGE INCLUDES: 10% DISCOUNT ON CHRISTMAS PARTIES SUNDAY THROUGH THURSDAY | WELCOME CHAMPAGNE UPON ARRIVAL  
GARDEN CRUDITÉ DISPLAY | ROOM RENTAL | AUDIO VISUAL PRESENTATION PACKAGE | EXCLUSIVE "SECRET SANTA" OVERNIGHT RATES

PLEASE CALL 610-625-5000 FOR MORE INFORMATION | 437 MAIN STREET • HISTORIC BETHLEHEM • [WWW.HOTELBETHLEHEM.COM](http://WWW.HOTELBETHLEHEM.COM)





**TOP  
WORK  
PLACES  
2018**

**THE MORNING CALL**

To be a part of  
The Morning Call Top Workplaces  
— MARCH 2018 —  
contact Steve Boyle at 610-820-6110

***Save the Date***



**The Event Center at Shepherd Hills Golf Club & the Foundation Tavern  
Ribbon Cutting**

1160 S. Krocks Road | Wescosville, PA 18106  
Thursday, September 14th  
5:30 – 7 p.m.; 6 p.m. Ribbon Cutting

*Live entertainment, food and drink specials, and tours of the new Event Center to be offered*

**Refer a Chamber Member**  
and earn \$50 off dues for every new member you refer!

For details, contact Gina Martens at [ginam@lehighvalleychamber.org](mailto:ginam@lehighvalleychamber.org).

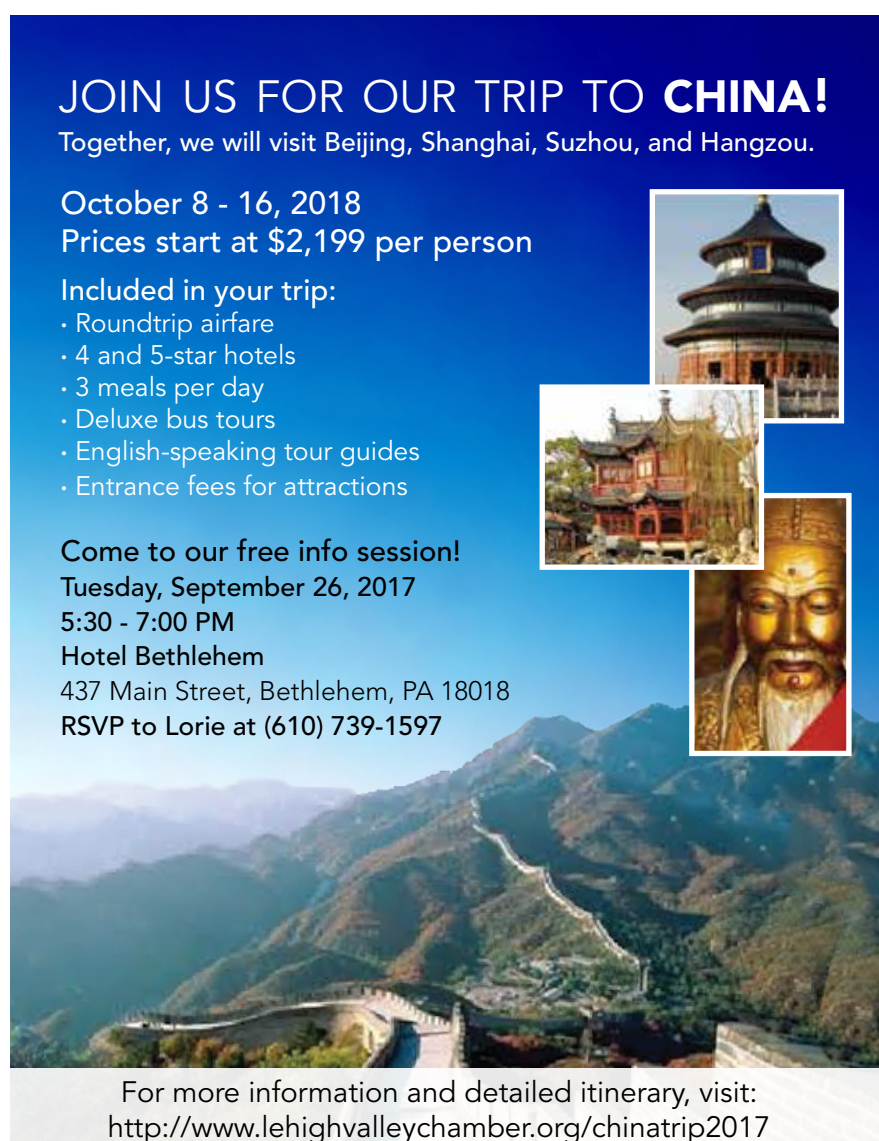
**JOIN US FOR OUR TRIP TO CHINA!**  
Together, we will visit Beijing, Shanghai, Suzhou, and Hangzhou.

October 8 - 16, 2018  
Prices start at \$2,199 per person

Included in your trip:

- Roundtrip airfare
- 4 and 5-star hotels
- 3 meals per day
- Deluxe bus tours
- English-speaking tour guides
- Entrance fees for attractions

Come to our free info session!  
Tuesday, September 26, 2017  
5:30 - 7:00 PM  
Hotel Bethlehem  
437 Main Street, Bethlehem, PA 18018  
RSVP to Lorie at (610) 739-1597



For more information and detailed itinerary, visit:  
<http://www.lehighvalleychamber.org/chinatrip2017>

**PBS39 50th Anniversary Gala**  
& GOOD NEIGHBOR AWARDS

**39 | 50 YEARS WITH YOU** PREMIER SPONSOR

**ppl**

*Saturday, November 4, 2017*  
6 PM | ArtsQuest | BLACK TIE



Hosted by Grammy® nominee and 2016 Best All Around Entertainer award-winner, **Tony Orlando**

**SPECIAL GUESTS**  
Paula Kerger, *President and CEO, PBS*  
Henry Louis Gates, *Host, Finding Your Roots*

**GOOD NEIGHBOR AWARDEES:**  
Kassie Hilgert, *ArtsQuest*  
Karen Walton, *DeSales University*  
Honorable Maxwell E. Davison, *Lehigh County*  
*Sponsored by Air Products*

For sponsorship opportunities or to purchase tickets, visit: [www.wlvt.org/50thGala](http://www.wlvt.org/50thGala)



## CHAMBER STAFF DIRECTORY

### African American Business Leaders Council Small Business Council Women's Business Council

**Danielle Joseph** 484-226-0128  
Executive VP, Business & Diversity Councils  
daniellej@lehighvalleychamber.org  
**Samantha Cartagena** 484-547-8970  
Coordinator, Diversity Councils  
samanthac@lehighvalleychamber.org

### Ambassadors Council

**Liz Weaver** 484-264-6630  
Major Events Manager  
lizw@lehighvalleychamber.org

### Government Affairs & Public Policy

**Michelle Griffin Young** 610-739-1514  
Executive VP, Government & External Affairs  
michellej@lehighvalleychamber.org  
**Danielle Bodnar** 610-739-1642  
Government Affairs Admin & LV WIB Intermediary  
danielleb@lehighvalleychamber.org

### Hispanic Chamber of the Lehigh Valley

**Samantha Cartagena** 484-547-8970  
Coordinator, Business & Diversity Councils  
samanthac@lehighvalleychamber.org

### Nonprofit & Business Partners Council The Chamber Foundation

**Lorie Reinert** 610-739-1597  
Executive Director, Chamber Foundation  
lorier@lehighvalleychamber.org

### LGBT Business Council Young Professionals Council

**Angela DelGrosso** 610-739-3385  
VP, Business & Diversity Councils  
angelad@lehighvalleychamber.org  
**Jessica Collazo** 610-295-9824  
Coordinator, Business & Diversity Councils  
jessicac@lehighvalleychamber.org

### Allentown Chamber

**Miriam Huertas** 610-751-4929  
Senior VP, Allentown Initiatives  
miriamh@lehighvalleychamber.org  
**Elizabeth Regan** 484-542-7827  
Marketing Coordinator, Allentown Initiatives  
elizabethr@lehighvalleychamber.org

### Hamilton District Main Street Program

**Betsy Kohl** 484-226-6323  
Hamilton District Main Street Manager  
betsyk@lehighvalleychamber.org

### Bethlehem Chamber

**Lynn Cunningham** 610-739-1510  
Senior VP, Bethlehem Initiatives  
lynncc@lehighvalleychamber.org  
**Emily Krall** 484-280-3024  
Marketing & Events Coordinator, Bethlehem  
emilyk@lehighvalleychamber.org

### Downtown Bethlehem Association

**Tim Brooks** 610-739-1775  
Downtown Bethlehem Association (DBA) Manager  
timb@lehighvalleychamber.org

### Carbon County Economic Development Corp. Greater Northern Lehigh Chamber

**Marlyn Kissner** 610-751-4932  
Executive VP, Northern Region & CCEDC  
marlynk@lehighvalleychamber.org  
**Alice Wanamaker** 484-274-2080  
Assistant Vice President, Northern Region  
alicecw@lehighvalleychamber.org

### East Penn Chamber Emmaus Main Street Partners Hellertown-Lower Saucon Chamber Southern Lehigh Chamber Western Lehigh Chamber Whitehall Chamber

**Jessica O'Donnell** 610-573-4010  
SVP Central Affiliated Chambers  
jessicaod@lehighvalleychamber.org  
**Meghan Reed** 610-739-1273  
Emmaus Main Street Manager & AVP East Penn & Western  
Lehigh Chambers  
meghanr@lehighvalleychamber.org  
**Greg Yestrumskas** 610-739-1520  
Manager, Affiliated Chambers  
gregy@lehighvalleychamber.org

### Easton Chamber Business Association of Forks

**Laurie Colvin** 610-739-8858  
Vice President of Easton Area Initiatives  
lauriec@lehighvalleychamber.org

### Nazareth Business Council Bath Area Chamber Northampton Area Chamber

**Renee Keiderling** 484-548-4090  
Northern Tier Region Manager  
reneek@lehighvalleychamber.org

### Phillipsburg Area Chamber

**Lauren Spence** 610-349-9776  
Manager of Easton & Phillipsburg Initiatives  
laurens@lehighvalleychamber.org

### Accounting & Billing Department

**Dawn Werkheiser** 610-751-4980  
Chief Financial Officer  
dawnw@lehighvalleychamber.org  
**Tina Marte** 610-739-5422  
VP, Finance & Quality Processes  
tinam@lehighvalleychamber.org  
**Lexi Gable** 610-739-1612  
Finance Assistant  
lexig@lehighvalleychamber.org

### Marketing & Member Relations, & Sales

**Frank Facchiano** 610-739-1515  
Chief Operations Officer & EVP Member Relations  
frankf@lehighvalleychamber.org  
**Gina Martens** 610-739-1511  
Senior VP, Member Relations  
ginam@lehighvalleychamber.org  
**Alison Pickel** 610-739-1512  
Senior VP, Member Relations  
alisonp@lehighvalleychamber.org  
**Amanda Ruth** 610-739-1000  
Manager, Communications  
amandar@lehighvalleychamber.org  
**Liz Weaver** 484-264-6630  
Major Events Manager  
lizw@lehighvalleychamber.org

### The Chamber Health Marketplace

**Jessica Gary** 610-349-8226  
Director of Client Relations  
benefits@thechamberhealthmarketplace.com

### Contact our President

**Tony Iannelli** 610-739-1513  
President & Chief Executive Officer  
tonyi@lehighvalleychamber.org

## BOARD OF GOVERNORS

### Executive Committee

**Chair, Dorota Gasienica-Kozak, Esq.**

King, Spry, Herman, Freund & Faul, LLC

**Tony Iannelli, The Chamber**

President & CEO

**Vice Chair, John Hayes**

New Tripoli Bank

**Treasurer, Bruce Palmer**

Buckno, Lisicky & Company

**Imm. Past Chair, Barry Fisher**

69-WFMZ-TV & wfmz.com

**Anne Baum**, Capital BlueCross

**Luis Campos**, City of Easton

**Tony Cioffi**, Adams Outdoor Advertising

**Nancy Dischinat**, LV Workforce Development Board

**Charles Everett**, Lehigh Valley International Airport

**Gregg Feinberg, Esq.**, Feinberg Real Estate

Advisors, LLP

**John Ferreira**, Lehigh Valley Mall

**Ollie Foucek**, Norris McLaughlin & Marcus, P.A.

**Tom Groves**, The Equinox Agency

**Laurie Hackett**, Air Products

**Michael Harleman**, First Northern Bank & Trust

**Sue Jarvis**, CPA

**Buddy Lesavoy**, Lesavoy Butz & Seitz, LLC

**Mary Lisicky**, Morgan Stanley Wealth Management

**Helene Meissner**, Norwescap Food Bank

**Stephen Patterson**, ESSA Bank



## THE BOARD OF GOVERNORS

*Dorota Gasienica-Kozak, Esquire, King, Spry, Herman, Freund, & Faul, LLC*

*Chair, Board of Governors, The Chamber*

610-332-0390 • dkozak@kingspry.com

As the youngest chair of the board in The Chamber's 100 year history, I have seen first-hand how beneficial professional development can be to personal success. For that reason, I've made a commitment to ensure that our staff continuously seeks to develop themselves in their respective fields, benefitting them and the organization in the process. Professional development leads to higher workplace performance, improved morale, staff motivation, and the unlocking of talent and potential within the organization, all of which provides evidence to our members of our Chamber's ongoing commitment to excellence.

One of our development resources is the Association of Chamber of Commerce Executives (ACCE). ACCE serves professionals at more than 1,300 chambers of commerce across North America and offers resources, industry information and data, professional development opportunities, and peer connectivity and best practice sharing through an annual convention, among many other services, to help us achieve our goals and to make a difference in the communities we serve.

This year, our COO, Frank

Facchiano, traveled to Nashville to attend the conference with staff members Jessica O'Donnell, Liz Weaver, and Angie DelGrosso. The team took advantage of several learning sessions and networking events to bring back and impact our Chamber's success. Our team also presented a learning session on Member Engagement and Event Excellence, something for which our Chamber is known nationally.

They also saw results from their engagement. Gina Martens earned a National Sales Contest Award for total new sales and is on the Membership Development Division Advisory Board. Angie DelGrosso was recruited to join the Diversity Division Advisory Board during the conference, and we learned that we have been ranked the 14th most Social Media Friendly Chambers of Commerce in the nation.

Meanwhile, back in the Valley, Samantha Cartagena was appointed by Governor Wolf to the PA Commission for Latino Affairs.

I could not be more proud of the entire staff and volunteers of this great Chamber of Commerce and I am looking forward to what lies ahead! 🌟





## LEHIGH VALLEY ECONOMIC OUTLOOK

*Dr. Kamran Afshar, Chamber Chief Economist  
The Chamber's Finance Committee  
610-691-3272 • ka@kaa-inc.com*

What happened to manufacturing? Are we producing anything anymore?

I am often asked if we produce anything anymore. Manufacturing, particularly in the Lehigh Valley is a very sensitive subject. Manufacturing was the life line of the Valley back in the 1970s; close to half of all workers were employed by a manufacturer. That of course, has all changed in the Valley; many manufacturing companies closed their doors and stopped production.

There are two aspects of manufacturing that are very important, first production of goods and even of more importance is the manufacturing jobs which usually pay higher wages. We will follow both through the recent history.

By the end of the 1970s around 19 million people nationwide and around 90 thousand people in the Valley worked in the manufacturing sector.

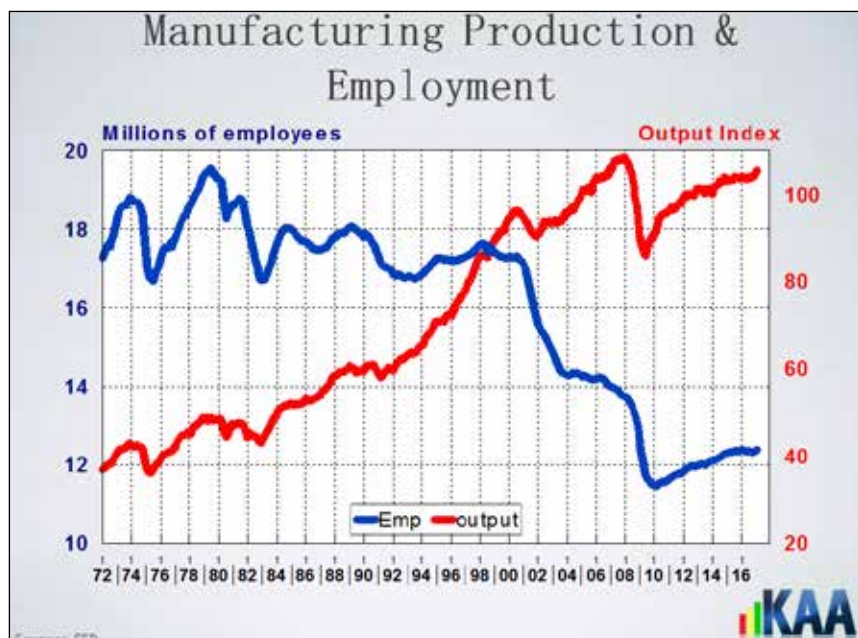
Employment in the US manufacturing sector dropped 7% by the end of the 1980s. However, and despite of the cut in employment, manufacturing production rose by

24%. A lot more production with fewer workers. During the same period, the Valley lost 30% of its manufacturing job, four times worse than the national average.

After the 1990 recession, employment in manufacturing did not rebound like the rest of the economy. By the end of the 1990s, there were 700,000 fewer manufacturing jobs in the country, while employment in other sectors rose by 22 million jobs. Production in the manufacturing sector rose by a whopping 53% during the same period. The Valley lost another 10% of its manufacturing jobs in the 1990s.

In this century, the country has lost another five million manufacturing jobs, and the Valley another 18,000. However, manufacturing output nationwide has increased by 47% during the same period. Manufacturing is the largest and most dynamic sector of the U.S. economy.

China became the leading manufacturing economy in the world in 2010, but the United States maintains a strong second-place standing. The value added by U.S.



factories is more than \$2 trillion a year, equal to the next three countries (Japan, Germany and South Korea) combined.

Most of our manufacturing jobs were lost to technology. And the rapid change in technology is global and no longer limited to the manufacturing sector. The new technology is no longer only assisting humans; it is

starting to make many of their jobs obsolete.

So the answer to the question is that; not only US manufacturing sector is very strong, it is producing twice as much manufacturing products than it did back in 1979, it is just that it is producing it with a lot fewer people.

**ALLENTOWN PA HEALTHCARE DALLAS DISTRIBUTION  
MANUFACTURING SEATTLE WAREHOUSES CHICAGO  
ATLANTA DESIGN BUILD RENO RETAIL NEWPORT BEACH  
OFFICE LAS VEGAS GENERAL CONTRACTING NASHVILLE  
HOUSTON CONSTRUCTION MANAGEMENT EDISON NJ  
SACRAMENTO INDUSTRIAL PARK CITY UT**

**We're breaking new ground in Allentown.  
Proud to announce the opening of our new office.**

968 Postal Rd., Suite 200  
Allentown, PA 18109  
Phone (610)-266-7383 ext. 4520  
Bob Murray - rmurray@alstonco.com

For over 30 years now, Alston Construction, has been building on a commitment between our clients and the professionals we've had the honor to call our staff. It is the way we treat you as a true partner throughout the process that builds a solid foundation for the future. It is our company's past success that points to our future ones.

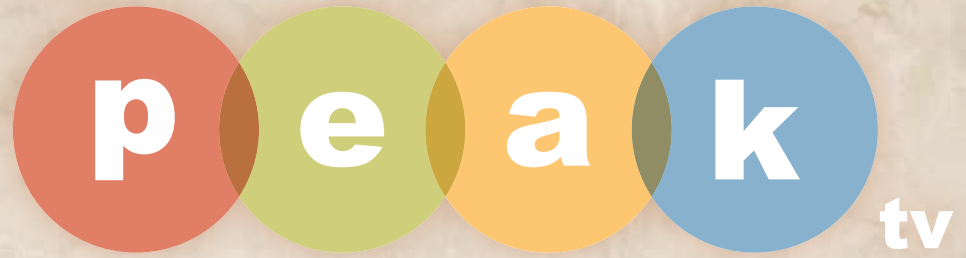
[www.alstonco.com](http://www.alstonco.com)

**alston**  
CONSTRUCTION



TWO-TIME EMMY® AWARD-WINNING PROGRAM  
NOW IN OUR 11TH SEASON!

the



health • wellness • lifestyle • community



SUNDAYS, 6:30 PM  
[www.thepeaktv.com](http://www.thepeaktv.com)

**asrmedia**  
PRODUCTIONS

**CARBON CHAMBER**  
& Economic Development



**THE STURM CUP**

**11th ANNUAL  
GOLF OUTING**

exclusive media  
sponsors:



**SHARPS**  
Compliance, Inc.

**Friday, September 15, 2017  
Jack Frost National Golf Club**



**JOIN US, GOLFERS...**

**JACK FROST NATIONAL GOLF CLUB:**

1 Clubhouse Drive, Lake Harmony | [jackfrostonational.com](http://jackfrostonational.com)

**SCHEDULE:**

7:00 am Registration & Breakfast  
8:30 am Shotgun Start  
1:30 pm Lunch & Cash Bar

**\$110 Individual | \$440 Foursome  
REGISTRATION INCLUDES:**

welcome bag | green fees | 18 holes with cart  
refreshments | snacks | breakfast & lunch

**PRIZES:**

1st Place Grand Prize | For Flight Winners  
Closest to Pin | Pot-O-Gold | Straightest Drive  
Longest Drive | Hole-In-One Giveaway

**SPONSORS & RAFFLE PRIZES WANTED!**

**QUESTIONS, SPONSORSHIPS  
OR TO REGISTER...**

Contact: Marlyn Kissner | 610-751-4932  
[marlynk@lehighvalleychamber.org](mailto:marlynk@lehighvalleychamber.org)

**REGISTER ONLINE TODAY:**

[www.carboncountychamber.org](http://www.carboncountychamber.org)





## MAIN STREET INITIATIVES

Laurie G. Hackett, Air Products  
Chair, Chamber Foundation  
Main Street Lehigh Valley Grant Program  
610-481-6118 • [gostlelj@airproducts.com](mailto:gostlelj@airproducts.com)

The Chamber Foundation had a summer like no other! Proudly, we were able to be out in our Chamber communities and on Main Streets all over the Lehigh Valley to see projects and meet with the people making them happen! Having just announced our 10th year of grants, we can see the changes happening around the valley as a result of the funding that goes out into

our communities. We gathered last month to officially announce the winning grant recipients and it was a great celebration of true community work and passion. We are lucky to live in a community where folks come together with a shared mission of promoting our main streets and neighborhoods in cities, towns, and municipalities across the Lehigh Valley! 🌟



**Photo 1:** The Emmaus public library is situated on the main street just as you pass the "Welcome to Emmaus" sign. Thousands of commuters, runners, cyclist, and pedestrians all pass directly in front of the library. New shrubs and landscaping will enhance the appearance of the building, and convey that this is a community building that is open, welcoming, and cared for. In photo left to right: Frank Heston, FNFB and Chair of the Main Street Grant Allocations Committee, Amy Resh, Emmaus Public Library, Laurie Hackett, Air Products and Chair of the Chamber Foundation, Lorie Reinert, staff

**Photo 2:** The check presentation recognizes the completion of EMSP's Economic Development Committee's parking indicator sign project. This project was funded by the Main Street Lehigh Valley Grant and a matching contribution from Emmaus Borough. Parking indicator signs have been installed throughout Emmaus to direct visitors to convenient parking locations downtown. Pictured from left to right: Teri Sorg-McManamon, JG Press and EMSP EDC Committee Chair, Erin DeLong, ServiceMaster of Allentown and EMSP Chair, Emmaus Mayor Winnfield Iobst, Meghan Reed, EMSP Manager, Virginia Haas, County of Lehigh and Chamber Foundation Board Member, Jackie Parks, Alloy5 Architecture and EMSP Board Member, Sean McIntyre, Emmaus McDonald's and EMSP Board Member.

**Photo 3:** The Downtown Bethlehem Association in partnership with the City of Bethlehem will beautify the National Historic Landmark District and the DBA Historic District areas. Michelle Sandt volunteered to spearhead the planting of the flowers and greenery in the urns in the downtown area. She has a great amount of knowledge for this type of work. She has the horticultural knowledge to pick the right items for the seasons of the year. The end result is a beautiful downtown that people notice whenever they visit. Pictured left to right: Kevin Lott, LV Carpenters Local 167, Tim Brooks, DBA, Lisa Girard, Moravian Book Shop, Emily Krall, DBA, Deb Carey, Merchants Bank, Bruce E. Haines, Aardvark Sport Shop & Bone Appetit Barkery.

*You're Invited*

**NATURAL FOOD SOURCE**

*Ribbon Cutting Ceremony*

Join CEO Murat Guzel and US Congressman Charlie Dent (PA-15) for a special ribbon cutting and grand opening of the new headquarters for Natural Food Group.

Tuesday, September 5th  
9:30 - 11 a.m.; Ribbon cutting at 10 a.m. sharp followed by tours  
1139 Lehigh Ave Ste 300, Whitehall, PA 18052

ABOUT Natural Food Group.  
From growing, processing, packaging and exporting, for over 20 years we deliver the healthiest fruits, berries, vegetables, nuts and juice concentrates to store shelves across the United States.

**Altek**  
Business Systems, Inc.

1320 Hausman Rd. Allentown, PA 18104 (610) 435-4000

Thinking about upgrading your office technology now or within the next 18 months?

Think...

**Altek Business Systems!**

**PROTEK 24/7 IT SERVICES**



# WHILE GLOBAL WARMING IS HITTING THE HEADLINES... THESE ENVIRONMENTAL ISSUES ARE HITTING YOUR BOTTOM LINE

## Join us for the Lehigh Valley Energy and Environment Outlook

*presented by the Lehigh Valley Energy and Environment Committee*

Friday, October 20, 2017 | Mack Customer Center | 2402 Lehigh Valley Parkway South, Allentown

**\$49** for members, **\$89** for non-members

### FEATURED PANELS, DISCUSSIONS, AND PRESENTATIONS

- Federal Regulatory and Legislative Discussion
- State/ Federal Regulatory and Legislative Panel Discussion
- Spotlight on Technology
- PJM Presentation
- State Regulatory - Water Works and Associated Stormwater Fees

### SCHEDULE

**12:00-12:45 PM** Registration, Networking, and Lunch

**12:45-3:00 PM** Program

**3:00** Reception and Conversation - Stay for cocktails and network with our panelists, award recipients, contributors, and product and service providers/exhibitors.

### ENERGY AND ENVIRONMENT BY THE NUMBERS

- #1** The comprehensive cost of complying with federal regulations in 2011 was \$1.82 trillion.
- #2** The average number of major federal regulations was 36/ year in the 1990s and 72/year since 2008.
- #3** In 2012, the cumulative cost of major regulations on manufacturing reached \$630 billion.

TO REGISTER FOR THIS EVENT, CONTACT DANIELLE BODNAR AT  
DANIELLEB@LEHIGHVALLEYCHAMBER.ORG, (610) 739-1642,  
OR LEHIGHVALLEYCHAMBER.ORG



### MANUFACTURING COUNCIL

*Jack E. Pfunder, Manufacturers Resource Center  
Chair, Manufacturing Council*  
610-758-5596 • [jack.pfunder@mrcpa.org](mailto:jack.pfunder@mrcpa.org)

### ENERGY & ENVIRONMENT COMMITTEE

*Adam Haydt, PG, CHMM, LSRP | TETRA TECH, INC.*  
Energy & Environment Committee Member  
[Adam.Haydt@tetrattech.com](mailto:Adam.Haydt@tetrattech.com) • 610-657-4532

"Culture eats strategy for lunch everyday" is a great quote I first heard 12 years ago from Rick Neulight, a local consultant with National Management Strategies, Inc., and it's truer today than ever.

In a new Deloitte study it revealed that employee retention, engagement, and culture are now top workforce and talent challenges that companies are facing. The study showed that over 50% of business leaders surveyed rated these issues as "urgent" compared to only 20% a year earlier. Low unemployment rates, combined with increasing demand from other industries, means that the competition is becoming more intense for manufacturers seeking skilled talent. As a result, manufacturers must focus on developing workplace cultures that attract and retain employees.

The best way to solve the skills gap is to retain the employees already working for you. Manufacturing companies are getting very creative in attracting and hiring employees, but can you keep them! According to

Forbes, by the year 2025 three out of four people in the workforce will be millennials, and just replacing retirees will require companies to adopt management and retention strategies that will grow job satisfaction for the next generation. It is imperative that your company transforms your talent management into a competitive advantage. We are finding that millennials are much different than the older generations because they expect all their aspirations and goals will be met. If that can't happen where they are, they will leave.

A company's identity is its culture and its values which form the personality and foundation of the organization. The best cultures are built around encouraging innovative ideas, team collaboration, and less top down management. Good leadership is the key to employee retention and successful recruitment. It's time now for your organization to examine your culture to make sure you have a positive working environment with growth potential. 🌞

We all have opinions on the things that impact our lives, including the hot news stories of the day. Your opinion might be strong or indifferent about an issue, but you likely feel one way or the other. I'm guiltier than most; I tend to have extreme opinions on just about everything. I strongly dislike tomatoes (but I'm 100% pro-ketchup).

I have strong opinions on environmental and energy issues, too. In fact, many people do; these issues tend to elicit strong opinions on both sides. This is for good reason, since both the environment we live in and the energy that powers our lives are of crucial importance to us. In all likelihood, you have an opinion from the global scale of the Paris climate accord to the local scale of the PennEast Pipeline. However, what is your opinion on the financial impacts of Municipal Separate Storm

Sewer System Minimum Control Measures (MS4 MCMs)? Do you have one? If you don't - or if you don't have the slightest clue about the issue - you're probably not alone. That ignorance may not be bliss though, since this may have an immediate impact on your bottom line whether you know it or not. There's no need to worry - the Chamber's Energy and Environment Committee is on top of this issue, as well as many others impacting Lehigh Valley businesses.

Come join us on Friday, October 20 from noon to 3:00 at the Mack Customer Center in Allentown for lunch, an engaging program, and industry networking at our annual Energy & Environment Outlook & Expo. Get informed on the environmental issues affecting you. You can agree or disagree, but at least you'll have an opinion.







## PUBLIC POLICY COMMITTEE

*John Hayes, New Tripoli Bank  
Chair, Public Policy Committee  
jhayes@newtripolibank.com • 610-628-1680*

The Chamber is your voice in Government. Given all the goings-on in Harrisburg and Washington these days, over the years the Chamber's Public Policy Committee established various subcommittees to track areas of importance to our Chamber Membership: Tax & Regulatory, Energy/Environment, Transportation, Manufacturing, and Healthcare. We also work closely with the Workforce Board Lehigh Valley on matters of education and job training. We are fortunate to have very strong leadership in each of these subcommittees:

- The Tax & Regulatory Committee is chaired by Jeff Berdahl, CPA/Partner with RLB Accountants
- The Energy & Environment Committee is chaired by Michael Gibson, Operations Manager of K&H Custom Window Treatments.
- The Transportation Committee is chaired by Ralph Eberhardt, Lehigh Valley Region

Manager of Michael Baker International.

- The Manufacturing Council is chaired by Jack Pfunder, President/CEO of the Manufacturers Resource Center.

- The Healthcare Committee is chaired by Bill Bloss, CPA/Partner with RLB Accountants

Through the hard work of these subcommittees and the Public Policy Committee as a whole, we take proactive measures to ensure that government considers business in every applicable vote. We'll keep you informed of relevant issues, and encourage you to get involved as well. Talk with your elected officials of either political party and at every level of government, make sure they hear your voice and take your views into consideration.

Thanks to all of these Subcommittee Chairs as well as all members of Public Policy. You're making a difference! 🌞

## BUILD LV: Annual Development Report & Discussion

You see the change. Learn how much change is coming. Join us for the Lehigh Valley's definitive data, analysis and discussion of the how, why, and when.

### SAVE THE DATE!

Wednesday, September 27, 2017

8 am: Registration & Continental Breakfast

8:30 am: Program

Contact Danielle Bodnar

610-739-1642 or [danielleb@lehighvalleychamber.org](mailto:danielleb@lehighvalleychamber.org)

# BUILD LV

The 21<sup>ST</sup> CENTURY  
Chamber  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

LVPC  
Lehigh Valley Planning Commission

## Featured Business Story of the Month

This opportunity uses various medias to get your business message to your target audience. Package includes:

- Full Page Advertorial in Connections
- Highlighted presence on The Chamber's website
- Email Blast • Social Media
- Radio (Business mentioned on Gunther Morning Show) • and more!

Contact Gina Martens at [ginam@lehighvalleychamber.org](mailto:ginam@lehighvalleychamber.org)  
or 610-739-1511 for details

FEATURING  
GRAMMY AWARD WINNER  
**VINCE GILL**

UNITED WAY OF THE  
GREATER LEHIGH VALLEY

100<sup>TH</sup> ANNIVERSARY

# GALA

SEPTEMBER 16, 2017

Register today:  
[UnitedWayGLV.org/100](http://UnitedWayGLV.org/100)





# Capital BLUE

## Valley Advantage EPO – Health Plan Coverage from Names You Trust

There's a new health plan that can help your business control costs, enhance your employees' care, and offer your workforce and their families the stability and security of two of the region's most trusted health partners.

Introducing Valley Advantage EPO, a unique solution that combines the high-quality benefits and service of Capital BlueCross with the renowned doctors and hospitals of St. Luke's University Health Network, which has earned the designation as one of Truven's Top 100 Hospitals for the past three years—the only hospital in the Lehigh Valley to earn this distinction.

As an exclusive provider organization plan, Valley Advantage EPO's specially designed network delivers lower premiums while giving members the freedom to see network providers without referrals.

In addition, Capital BlueCross and St. Luke's team together to coordinate patients' care, leading to healthier outcomes while reducing redundant tests and eliminating unnecessary treatment. Plus, Valley Advantage EPO includes a unique program that rewards members who meet personal wellness goals, which can help curb future costs and increase employee productivity.

With Capital BlueCross, enjoy the peace of mind that comes from a market leader that's served the Lehigh Valley since 1938. St. Luke's and its affiliates have received 120 awards and counting for care quality thanks to the commitment of the 1,300 dedicated patient-focused physicians who deliver care at over 200 locations.

As you consider your business' health plan renewal, contact your producer or call 855.505.BLUE to learn more about Valley Advantage EPO.



## TRANSPORTATION COMMITTEE

Thomas W. Meyer, Ph.D.,  
Lehigh Carbon Community College  
Transportation Committee Member  
610-799-1517 • [tmeyer1@lccc.edu](mailto:tmeyer1@lccc.edu)


One of the most rapidly growing industry sectors in the Lehigh Valley is transportation and related logistics services. Several factors contribute to this growth including the region's proximity to key population and industrial centers, the improved economy, and increased consumer demand for online products. The expansion of this sector is expected to continue well into the next decade. Great opportunity exists for those seeking employment in this field.

Two high demand occupations in the transportation sector include CDL drivers and airline pilots. Both have projections for above average openings in the next 10 years while offering competitive wages and job security. Industry growth and an aging workforce are contributing to the demand.

According to the American Trucking Association, the industry

will be hiring nearly 900,000 new truck drivers over the next ten years. Qualified CDL drivers are required to secure Class A or B licensing which can be obtained in less than six months through community colleges and technical schools.

The airline industry projects a growth rate of over five percent and estimates that 22,000 pilots are expected to retire in the next 10 years. This combination will lead to a critical shortage of qualified pilots. Commercial airline pilots typically have a college degree and specialized aviation training. Flight time contributes to readiness for the field. Pilot licensing can be obtained through community colleges or specialized flight schools.

Opportunity awaits those interested and qualified to enter the transportation field. Visit Lehigh Carbon Community College for more information. 

**Healthcare**   
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

PRESENTED BY: Capital BLUE 

# PULL BACK THE CURTAIN...

## HAPPIER EMPLOYEES THROUGH PRICE TRANSPARENCY

**THURSDAY, NOVEMBER 30, 2017**

7:00 A.M. REGISTRATION OPENS

7:30 A.M. BREAKFAST

8:00 A.M. - 9:15 A.M. PROGRAM

DESALES UNIVERSITY CENTER

2755 STATION AVENUE, CENTER VALLEY, PA

\$35/ MEMBER

\$70/ FUTURE MEMBER

### PANEL DISCUSSION

*Educate Your Employees on How To Use Price Transparency to Lower Costs*

- St. Luke's University Health Network- Price Checker & St. Luke's Care Insights
- Jeanne Pinder, CEO, Founder, [clearhealthcosts.com](http://clearhealthcosts.com)
- Dr. Marc Granson, Surgeon Check [Surgeoncheck.com](http://Surgeoncheck.com)
- Dr. Mark Wendling, Executive Director, LVPHO/Valley

**equinox**  
PROVIDING EMPLOYEES  
HEALTH & LIFE SOLUTIONS

**RCN**  
BUSINESS  
VOICE • DATA • VIDEO

**First Commonwealth**  
Federal Credit Union  
Simply Better.

**HIGHMARK**  
An Independent Licensee of the Blue Cross and Blue Shield Association

**JOHN YURCONIC**  
AGENCY





# INSURANCE SOLUTIONS FOR YOUR BUSINESS



## BENEFITS MADE SIMPLE

### Easy, efficient, and exclusive to Chamber members!

Welcome to the Chamber Health Marketplace, where you are empowered to design and manage your unique employee benefits program\*.

From setting your budget and choosing plans, to onboarding employees and enrolling them online, enjoy the control and flexibility to effectively manage your employee benefits program.

- Build a complete benefits package with medical, dental, vision, life, and disability plans
- As few as one employee can enroll in life and disability options
- Give your workforce the freedom to choose from a variety of plans from trusted carriers, Capital BlueCross and Guardian
- Streamline your employee benefits administration

Call **Jessica Gary** — 610.349.8226

Email [benefits@thechamberhealthmarketplace.com](mailto:benefits@thechamberhealthmarketplace.com)

Visit [thechamberhealthmarketplace.com](http://thechamberhealthmarketplace.com)

New hire onboarding

Paperless enrollment

Carrier feed for adds and terms

Manage multiple plan options

Payroll deduction reports

HSA, FSA, and HRA management

COBRA administration

\*The Chamber Health Marketplace is open to Chamber members who employ between 2 and 50 employees. Visit [thechamberhealthmarketplace.com](http://thechamberhealthmarketplace.com) for complete eligibility details.





## AMBASSADORS COUNCIL

Joe Facchiano, Aflac  
Committee Member, Ambassadors Council  
610-442-9076 • joseph@vbenefits.us

It has been about a year and three months since I last had the privilege of writing the Ambassador article for Connections. I didn't realize how much I have missed it! So when Julie Knight asked if I would 'pinch-hit' for her this month, I gladly accepted.

As I write this, we are in the middle of MusikFest. I was fortunate to get tickets to Santana and saw a terrific show. Last night, I got my "Take-a-Taco" fix on Main St. And I was in my glory!

Being part of this community for all but three and half years of my life, I am blessed to know and work with so many wonderfully talented and passionately caring professionals. When I walk around events like MusikFest, an Iron Pigs or Phantoms game, or a Chamber event, I am proud to see and greet these comrades in arms; all working to make the Lehigh Valley

a terrific place to live, love, learn, and play!

I'm sorry to say that, while I always knew this, I never stopped to realize how much of a treasure this truly is; and how much I appreciate knowing so many fine people. I am truly grateful for all the wonderful leaders we have. If there is a place on Earth that has a higher concentration of principled leaders, I don't know of it. The Lehigh Valley is tops in this measure.

And so with this possibly being the last article I write on behalf of the Ambassadors, I would like to use this time to appreciate and congratulate all of you for your contributions to the Lehigh Valley. You actually live the mission of the Chamber: "To improve the economy and quality of life in the Lehigh Valley Metropolitan Area" Thank you all! ☀



Protect yourselfie.

**CORINGRATO**  
INSURANCE

AUTO | HOME | LIFE | BUSINESS

Erie Insurance



Join us.  
Eat well.  
Do good.

**ProJeCt**  
Helping People Help Themselves

*Simply Savory*

October 2nd • The Hampton Inn Easton • \$75 • [www.projecteaston.org](http://www.projecteaston.org)

**Ambassadors Council**  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

# AN INSIDE LOOK: LCTI LUNCHEON AND TOUR

WEDNESDAY,  
OCTOBER 18TH

Tour LCTI's campus and learn all that they have to offer our Valley's students and businesses! Hear from LCTI's leaders and enjoy food made by their very own culinary students!



11:00-1:00 PM | 4500 Education Park Drive | Schnecksville, PA 18078

Sponsors as of 8/15:







## AFRICAN AMERICAN BUSINESS LEADERS COUNCIL

Charles Everett, Lehigh Valley International Airport  
African American Business Leaders Council Chair  
610-231-5278 • [ceverett@lnaa.com](mailto:ceverett@lnaa.com)

### Culture: one more time

As I conclude work projects and tasks at LNAA and prepare to transition to a new set of challenges, I want to share some reflections on the framework that makes a difference in the life of an organization, principally leadership and culture.

Two books crystallize the related concepts of leadership and culture: People First Leadership, by Eduardo Braun, which was discussed in the May 2017 article, and The Culture Engine, by S. Chris Edmonds. Leaders in an organization define the culture by their actions and decisions and model the behavior which establishes and develops the culture of an organization. Both books effectively communicate that operational performance and results are a product of the

organizational culture. In fact, the culture is shaped by values. For example, as discussed in the July article, values drive the broad-based positive customer experience we strive for at LNAA.

As the organizations you lead operate and transact business on a day-to-day basis, keep these two concepts in mind: Leadership – The ability to envision, motivate and empower others to create strategic change, and Culture – A set of shared values, attitudes and beliefs which influences actions and decisions.

It has been great working with you. Thank you for the opportunity to share a thought. Best wishes. To stay abreast of all AABLC activities and events visit the Facebook page. 🌞

**SHARING SOLUTIONS**  
SMALL BUSINESS + CERTIFICATION +  
MARKETING + FINANCE = \$\$\$ SUCCESS  
September 28, 2017  
Penn State Lehigh Valley  
(2809 Saucon Valley Rd, Center Valley)  
7:30AM - 10AM  
\$20/Person  
RSVP to [samanthac@lehighvalleychamber.org](mailto:samanthac@lehighvalleychamber.org)  
Sponsored by:  
AFRICAN AMERICAN BUSINESS LEADERS COUNCIL  
ABE  
LANA

**Don't miss this opportunity!  
Advertise in Connections!**



**BUY AN ANNUAL  
PACKAGE AND  
& GET 2 ADS  
\*FREE\***

MENTION THIS AD!

Contact Gina Martens at  
[ginam@lehighvalleychamber.org](mailto:ginam@lehighvalleychamber.org)  
& reserve your space today!

AFRICAN AMERICAN  
BUSINESS LEADERS COUNCIL  
GREATER LEHIGH VALLEY  
CHAMBER OF COMMERCE

**African American  
Business Leaders Council  
Annual Awards Gala**

THE HARLEM  
RENAISSANCE

**Featuring Keynote Speaker  
JOETTA CLARK DIGGS**

**NJ's 1988, 1992, 1996 & 2000 Olympian  
Motivational Extraordinaire,  
Author and Business Woman**  
[www.joettasportsandbeyond.com](http://www.joettasportsandbeyond.com)

**November 18th, 2017  
Lehigh Country Club  
\$100 Single | \$200 Couple  
6PM - 11PM**  
RSVP to [samanthac@lehighvalleychamber.org](mailto:samanthac@lehighvalleychamber.org)  
OR call 484-548-8970

Sponsored By:  
Capital BLUE  
Lafayette Ambassador Bank  
Met-Ed





IN CELEBRATION OF  
*National Coming Out Day*  
JOIN US FOR A

# RAINBOW BAR CRAWL

SAVE THE DATE  
WEDNESDAY, OCTOBER 11 | BETHLEHEM, PA

## DMS

DIRECT MAIL SERVICE  
AND PRESS INC

610-432-4538 x106  
www.directdms.com

sales@directdms.com

313 Sumner Ave  
Allentown PA 18102-1898

Mailing Specialists Since 1984

## Superior Management of Direct Mail

- Mailing lists of all types
- Secure management of customer lists
- NCOA, CASS & presort processing
- Inkjet & laser imaging
- Tab, fold, insert & stamp affixing
- Personalized matched mailings
- Non-profit mailing specialists
- USPS regulations
- Convenient & secure upload to our website to send your files
- Personal & courteous customer service
- Print management



## SEND US YOUR SOCIAL MEDIA LINKS!

Send us your social media links and we'll add them to  
your profile in our Online Membership Directory!

Email [lizw@lehighvalleychamber.org](mailto:lizw@lehighvalleychamber.org)



## LGBT BUSINESS COUNCIL

Donald Flad, Sam's Club Easton

VP, LGBT Business Council

[thedcfjr@gmail.com](mailto:thedcfjr@gmail.com) • 610-322-6657

## The power of partnerships

Not very long ago this was The Chamber's tag line, it may not be the official tag line now but it is no less a powerful statement about what The Greater Lehigh Valley Chamber is all about.

Your LGBT Business Council is proud of past partnerships that resulted in raising much needed funds for local non-profits. Most recently we collaborated with Carbon Chamber & Economic Development at The Packer Mansions to raise funds for The Special Olympics and with other LGBT/Allied organizations to support Pride in The Park.

On Thursday, September 21 we are partnering with The Apollo Grill in historic Downtown Bethlehem and our own council President (the very

dashing) Jonathan Huerta will be providing the star power as the celebrity bartender for the evening.

But, our greatest partnership is yet to happen: Our Partnership with the future.

In June, we announced the LGBT Business Council Scholarship and at our gala we raised \$7,510 to support it, which I not so humbly suggest is a pretty impressive amount of startup funds. The money we raise throughout the year, with your assistance, will benefit LGBT identified students cover some college expenses. We have at least one event each month, I would love for you to attend some of them so we can begin a partnership with you. 🌟

**LGBT Business Council**  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

# Celebrity Bartending

**SEPT 21**  
**5-7PM**  
**APOLLO GRILL**  
85 W Broad St, Bethlehem

DRINK SPECIALS   APPETIZERS   RAFFLE PRIZES  
PROCEEDS BENEFIT THE LGBT BUSINESS COUNCIL

FREE TO ATTEND | RSVP [JESSICAC@LEHIGHVALLEYCHAMBER.ORG](mailto:JESSICAC@LEHIGHVALLEYCHAMBER.ORG)





## HISPANIC CHAMBER

*Victor Salicetti, AmericaVen*  
 Chair, Hispanic Chamber of the Lehigh Valley  
 610-849-0474 x4911 • vsalicetti@americaven.com

This summer was busy for the Hispanic Chamber. We helped and assisted with the Fe Foundation program which services approximately 30 students from local high schools. The program has helped over 250 students since its inception back in 2009.

The program provides a one-week training course at De Sales University where they get to sleep on campus. After that, a four-week internship and mentoring program at Chamber businesses. At this year's Fe Foundation graduation, we had the honor of having Dr. Javier Ávila, Professor at Northampton Community College, who was named Pennsylvania 2015 Professor of the Year by the Council for the Advancement and Support of Education and the Carnegie Foundation for the Advancement of Teaching. In addition, we had two past Fe Foundation alumni's speak to the graduating class; Georgia

Gonzalez FE Program Graduate Class of 2016 and Gabriella Salicetti FE Program Graduate Class of 2011. They motivated the graduates with their college and career updates. The Hispanic Chamber is proud and looks forward to maintaining the program in the future. For more information please visit: Fe-Foundation.org.

And to wrap the summer with something fun, we supported The Hispanic Cultural Festival of Easton celebrated in Scott Park in downtown Easton. We thank our board member John Acevedo who is the president of the Latino Cumtural Committee. In addition our very own Danielle and Samantha worked during the event, raising funds for the Hispanic Chamber. To find out how you can get involved with either the Fe Foundation or the Festival Please Contact Samantha Cartageña at 484-547-8970 or samanthac@lehighvalleychamber.org for information. 🌈

**HISPANIC CHAMBER OF COMMERCE**  
 Lehigh Valley Chamber of Commerce

**Presented By**  
**MEGA**

# Annual Hispanic Chamber Gala

**DOMINICAN REPUBLIC'S MERENGUE FESTIVAL**

**Date:** Friday  
 November 3<sup>rd</sup>, 2017  
**Location:** Arts Quest, MusikFest Cafe  
**Time:** 6PM - 11PM

*Black Tie Optional*  
 Price \$130 Single, \$260 Couple

**SPONSORED BY**

**AmericaVen**  
**Capital BLUE**  
**equinox**  
**ppl**

**RCN BUSINESS**  
**NEWS**  
 JOHN DELGROSSO PHOTOGRAPHY

**Lehigh Carbon COMMUNITY COLLEGE**  
**YURCONIC**  
**ABE**  
**LANGAN**

# Visit Yocco's ~~5~~ 6 Valley Locations

**Fogelsville**  
 Rt 100 S & I-78

**Allentown**  
 1930 Catasauqua Rd

**Allentown**  
 2128 Hamilton St

**NEW! SOUTH MALL**  
 3300 Lehigh St. Allentown

**Trexlerstown**  
 7150 Hamilton Blvd

**Emmaus**  
 Rt 29 & Buckeye Rd

**Celebrating 95 Years!**

**"The Hot Dog King"**  
**Yocco's**  
 THE SECRET'S in Yocco's SAUCE

**Quality You Can Trust Since 1922!**

**Readers' CHOICE**  
 THE MORNING CALL  
 2016

**style**  
**BEST**  
 OF THE LEHIGH VALLEY  
 2016

**Who's 2017**  
 Who's 2017  
 Lehigh Valley

**best of the valley 2016**

**TOP WORK PLACES**  
 2017  
 THE MORNING CALL

**"Voted Best Hot Dog"**

- Best Hot Dog
- Fastest Takeout
- Lunch Under \$6!
- Best French Fries
- Friendliest Service

**Visit Yoccos.com for full menu, hours & special offer.**

**f**



# CHAMBER "SEEN"! HISPANIC CULTURAL FESTIVAL

Photography courtesy of  
German Munoz



The Hispanic Cultural Festival of Easton just celebrated its sixth year in existence and FIRST time partnership with: the Hispanic Chamber of Commerce, The Town of Phillipsburg, NJ, and The Easton Area Chamber of Commerce! This year's entertainment included INTERNATIONALLY known artists La Sonora Dinamita, and Ex Adolescent's Orquesta! More pictures can be found on our FB page @festivalhispanoculturaleaston!

Hispanic Cultural Festival of Easton: Amigos in the Valley was hosted on July 29 in Scott Park







## NONPROFIT & BUSINESS PARTNERS COUNCIL

Lori Richardson, Haven House  
Nonprofit & Business Partners Council Chair  
610-433-6181 x214 • lrichardson@haven-house.com

Best in Show is the theme for our Council's Collaboration Breakfast on Wednesday, October 4, Coca Cola Park, 7:30 am. The Collaboration Breakfast is always a great kick-off for the year and this session will follow suit. Laurie Gostley Hackett, Vice-Chair of NPBPC, and committee members from the Council are organizing a program to highlight some of the unique and creative partnerships taking place in our community! We want to show these off and celebrate. When was the last time you were able to celebrate within your organization; celebrating successes of a program or a team in your staff. Recognizing the good work that you do has value for your organization, your staff and your clients or customers. It requires you to slow down a bit to think and reflect on the work being done, builds employee morale which

can in turn increase productivity and increase customer satisfaction. These are probably basic principles for many of you but always valuable to reinforce.

Save The Date - April 25, 2018 is booked for our Spring Collaboration Conference at Moravian College. Attorney Paul Frank is chairing the planning committee and a dynamic speaker is secured - Vu Lee! I'd encourage you to consider sponsoring an event. Our sponsorships are reasonable and allow you time at the podium for your organization - it's a good opportunity for nonprofits or small businesses who may not have marketing budgets. Contact Lorie Reinert - lorier@lehighvalleychamber.org for more info.

See you October 4 for Best in Show! 🌞

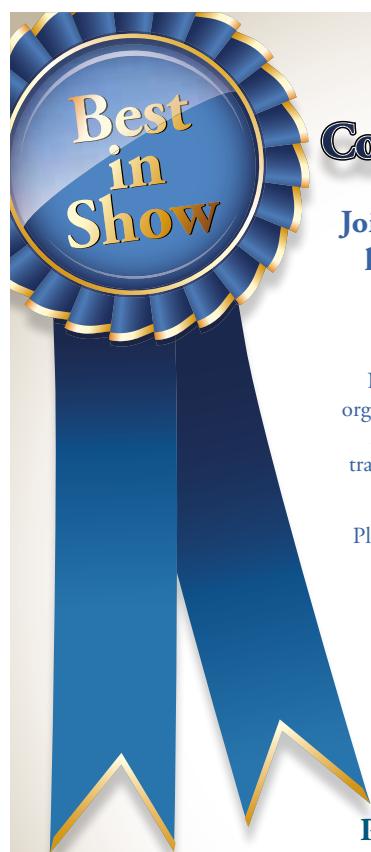


Lots of happy members attended "summer speed networking" facilitated by Dale Carnegie at Iron Lakes!! Attendees from SBC, WBC and NPBP participated on August 15.

### The Chamber's On-Line Business Directory: Stay Connected with Chamber Members

Email your company's social media links to The Chamber and we'll add them to your Business Listing on The Chamber's website for FREE. It's never been easier to promote your business and connect with fellow Chamber members!

Email Gina Martents at [ginam@lehighvalleychamber.org](mailto:ginam@lehighvalleychamber.org)



## Best Practices in Community Collaboration!

Join us for breakfast, networking, and learning about some of the coolest collaboration ideas around!

This Fall networking event, sponsored by the NPBPC, has become a business tradition! We invited organizations who are doing some creative collaboration ideas to provide quick overviews of their tricks of the trade and their best practices to connect nonprofits and businesses. *You don't want to miss it!*

Plenty of time for dialogue and discussion on whatever topics really resonate for you and your organization!

Wednesday, October 4th, 2017  
Coca Cola Park

\$25 per person or 5 for \$100

7:30 am networking and breakfast  
Program 8 am - 9 am

Presented by



Marketing Sponsor



Breakfast Sponsor



GREATER NORTHERN LEHIGH CHAMBER OF COMMERCE PRESENTS

10.20.2017

## TAILGATE MIXER

NORTHWESTERN LEHIGH AT  
NORTHERN LEHIGH

5:30 - 6:45 pm -- GAME TIME is at 7 pm  
\$15 Members ~ \$25 Future Members

Includes ticket to game, refreshments, food & good times

BENEFITS:

Brett Snyder ALS & Bo Tkach Under The Helmet Foundations

GET YOUR TOUCHDOWN DANCE READY & TAILGATE WITH US IN THE PARKING LOT OF BULLDOG STADIUM - 1 BULLDOG LANE, SLATINGTON

[www.GreaterNorthernLehigh.com](http://www.GreaterNorthernLehigh.com)  
[alicew@lehighvalleychamber.org](mailto:alicew@lehighvalleychamber.org)  
ph. 484-274-2080

SPONSORED BY:  
Bechtels Pharmacy

Tobacco and alcohol are strictly prohibited on school property



# CONNECTIONS

## EASTERN SURFACES, INC. – CUSTOM COUNTERTOPS FOR A CAUSE

By: Gina Martens

### People Gather in the Kitchen

**D**reaming of new countertops? Why not! For more than 20 years, Eastern Surfaces has been serving residential and commercial customers throughout the Lehigh Valley. What began as a small tile business, grew to a full service shop with fabrication, design, and installation. Brian Rocca, President of Eastern Surfaces, saw the demand and growth for countertops and the benefit of a one stop shop approach, and merged with Martin Fabricating. Built in 2008, their existing 55,000 square foot facility now accommodates a full service fabrication shop and designer showroom, showcasing trends in counters, sinks, faucets, and tile.



### Meet the Team

The customer-focused team of 117 employees at Eastern Surfaces stands ready to assist with your next project. "We are a customer service company, who happens to sell countertops," says Rocca. "Happy customers are what has built our business. We have the best selection of materials at the best price, with the best service."



### Just the Facts:

**Organization Name**  
Eastern Surfaces, Inc.

**President:**  
Brian Rocca

**Public Showroom  
& Main Fabrication Facility:**  
601 South 10th Street  
Allentown, PA 18103  
610-266-3121

**For more information:**  
[www.easternsurfaces.com](http://www.easternsurfaces.com)  
[mail@easternsurfaces.com](mailto:mail@easternsurfaces.com)



### Training, Technology, and Thinking Green

All employees are trained to provide the highest level of service. Many members of the staff have over 10 years of industry experience. When you think of a tech savvy industry, countertop fabricating may not immediately come to mind. Eastern Surfaces embraces technology with a paperless process for measuring. When a job is measured, a digital template is used, and it creates a computerized dimensioned drawing of how the countertops are to be cut. Cutting is done with robotics. Additionally, all slabs are photographed when received. With the photographed slab and digital layout, they can super impose the file over the photograph to get an exact look of the countertop before it's fabricated.

Eastern Surfaces is also committed to providing an environmentally focused business, by continually improving daily operations with "green" in mind. 99% of the water used in the fabrication plant is recycled. Waste is reduced by maximizing usage of slabs with their state of the art water jet equipment used to more accurately cut slabs. The use of eco-friendly products such as Cambria Quartz Surfacing, which is Green Guard certified for indoor air quality. Cambria also has the smallest "carbon footprint" of any of the other imported quartz products. The digital templating used in the process is completely paperless, thereby saving trees.

### Accreditations

Eastern Surfaces is a Marble Institute of America accredited business. The industries' governing body, the Marble Institute of America accreditation rec-

ognizes companies that are among the best in the natural stone industry with respect to physical facility and equipment, business and trade practices, technical knowledge and expertise, quality control, safety, finance, ethics, customer service and education, advertising and promotion, and employee policies for training, advancement, and discipline. Eastern Surfaces is the ONLY Lehigh Valley company with this designation, and less than 1% of companies in the stone industry have received this accreditation.



### With the Community in Mind

**"Counters for a Cause" event, in its 7th year, will happen on Saturday October 7, from 9am-5pm.**

An annual blow-out remnant sale, where a portion of the sale proceeds will go toward the PA projects for Homes for our Troops. Established in 2004, Homes for our Troops builds specially adapted homes for post 9/11 severely injured veterans to enable them to rebuild their lives.

Beyond causes like this, Eastern Surfaces values community engagement with various groups and organizations. Karen Kuranda, Sales & Business Development Manager, served on the Board of the Whitehall Chamber of Commerce, now part of the Greater Lehigh Valley Chamber. She credits the relationships among her business peers, that have helped grow awareness of Eastern Surfaces.

### Looking Ahead

Beyond the Lehigh Valley, Eastern Surfaces has a showroom in Harrisburg. Asked about future plans for growth in other markets? They're not ruling it out and will continue to evaluate those opportunities, one customer at a time!



### Services available:

- Large selection of natural stone countertops (Granite, Marble, Soapstone, & Wood)
- Leading brands of Quartz
- Solid Surface
- Ultra-Compact Surfacing
- Remnant and Partial Slabs
- Sinks & Faucets
- Tile
- Design Assistance
- Fabrication
- Template & Installation Services



**COUNTERS**  
★★★★★ for a ★★★★★  
**CAUSE**







## SMALL BUSINESS COUNCIL

Mario Carannante, Peerless Business Advisors  
Chair, Small Business Council  
mcarannante@financialguide.com • 610-798-2517

The Small Business Council recently held their annual strategic planning session where we discuss our goals and action items for the fiscal year. The question posed for this meeting was: How do we take our events and go deeper and add value for our Chamber members? Our first Small Business Summit was a direct result of this discussion!

If you're a business owner, you know it is not an easy task to make something out of nothing. Join us as we bring in three keynote speakers to discuss the three major phases of a business; 1. Start-up: from the paperwork to the investments, 2. Resilience: how to manage cash flow and turbulence, 3. Breakthrough: going public, or expansion. Register

today as tickets are going fast!

On another note, we've recently ended our Small Business Council Business Golf League! This is a 10 week long league the Small Business Council hosts every year in efforts to assist business professionals build relationships with likeminded professionals across the Valley; congratulations to our 2017 champions: Paul Lugara, Ray Porambo, Fred Fenselau, Walt Pfiel, Tom Oechsle, John Wilchek, Ken Ringer, Larry Delhagen! For more information on any of our upcoming events, please contact Danielle Joseph at daniellej@lehighvalleychamber.org OR visit our Facebook page @ SmallBusinessCouncil. 🌟



JOIN US AT THE  
**GROUNDBREAKING**  
*Ceremony*  
**FOR SOUTH MOUNTAIN  
MEMORY CARE**  
**Tuesday, September 5, 2017**  
5:00pm-6:30pm  
Groundbreaking at 5:45pm

201 S. 7th Street  
Emmaus, PA 18049



Hosted by:  **Emmaus  
MAIN STREET  
PARTNERS**  
*The business of community.*



Small Business Council Golf League Banquet, July 12th, 2017.  
Wedgewood Gold Course

**Photo 1:** Congratulations to the winning team of the 2017 Small Business Council Golf League! Golfers celebrated at Wedgewood Golf Course on July 12 with their new stainless steel mugs. Pictured are (l-r): Paul Lugara, Ray Porambo, Fred Fenselau, Walt Pfiel, Tom Oechsle, John Wilchek, Ken Ringer, Larry Delhagen

**Photo 2:** Attendees claiming their raffle prizes

# 2017 SMALL BUSINESS SUMMIT

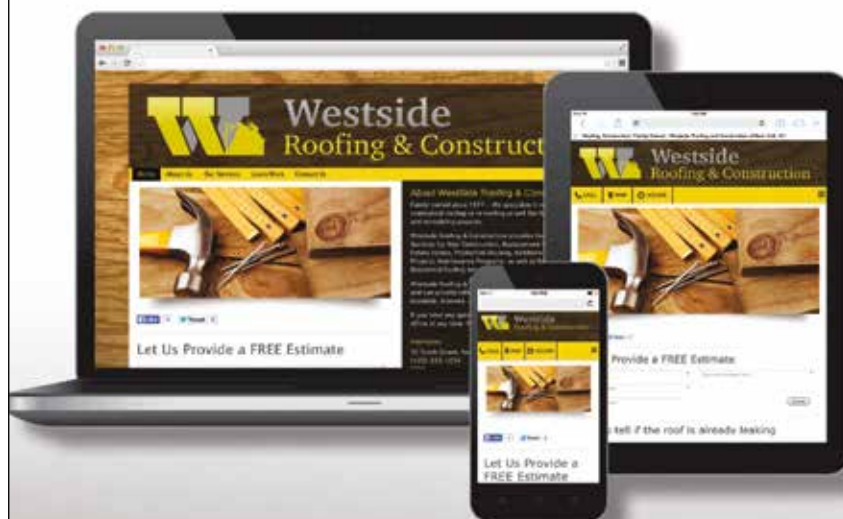
OCTOBER, 20, 2017

START-UP • RESILIENCE • BREAKTHROUGH

RSVP TO: SAMANTHAC@LEHIGHVALLEYCHAMBER.ORG

#SBCANTEUP

**NEED A WEBSITE?  
YES YOU DO.**  
Get a website for your business for just **\$499**



**MyBusinessMyWebsite**

www.mybusinessmywebsite.com  
888-592-3212 x710  
info@mybusinessmywebsite.com

a P2i affiliate





# Get Social!

- Send us your press release for #membernews!
  - Be our #memberoftheday
- Tag @Lehigh Valley Chamber!

**Join an Award Winning Team.**

Northeastern PA General Office  
New York Life Insurance Company  
570.969.3111  
nepa.nyloffices.com

Now Interviewing for  
Professional Agents & Managers

EOE M/F/V/D/SO

REVISION 3  
Size: POSTER FLEX v2

Date:  
11.4.2016

© 2016 LAMAR ADVERTISING COMPANY

Please join us for our  
**GRAND OPENING CELEBRATION**  
September 28, 2017 | 4PM-6PM  
Ribbon Cutting Ceremony | 4:30PM

**WOODMONT VALLEY**  
3535 Grandview Drive  
Macungie, PA 18062

Hors d'oeuvres & Refreshments Provided  
Register Online at [www.lehighvalleychamber.org](http://www.lehighvalleychamber.org)

**NEW**

**TOTAL BODY STRETCH**

Introducing the:  
**stretch METHOD**  
[MassageEnvy.com/Stretch](http://MassageEnvy.com/Stretch)

EXPERIENCE A  
**30 MINUTE SESSION**  
FOR ONLY \$34

**AIRPORT ROAD ALLENTOWN**  
1898 Catasauqua Rd Unit 2  
(610) 231-3689  
M-F 9a-10p | S 8a-8p | Su 9a-6p

**ME**  
Massage Envy

DISCLAIMER: \*Pricing is based on introductory rate available to first time guests. Prices subject to change. A 30-minute stretch session includes 25-minutes of hands-on time and 5-minutes of consultation, which occurs pre and post service. Stretching is generally known to help ease pain and tension and increase mobility. Stretch services are not intended to diagnose, prevent, or treat any medical condition, and you should consult your doctor if you are experiencing continual or severe pain in any area of your body. Individual results may vary. Rates and services may vary by franchised location and session. Additional local taxes and fees may apply. Not all Massage Envy locations offer all services. For a specific list of services available, check with the specific location or see [MassageEnvy.com](http://MassageEnvy.com). Each Massage Envy franchised location is independently owned and operated. ©2017 Massage Envy Franchising, LLC.

**2017 FORKS TOWNSHIP COMMUNITY DAYS**

**Forks Community Days**

**Friday, September 15, 2017**  
5:00 pm - 11:00 pm

**Saturday, September 16, 2017**  
11:00 am - 11:00 pm

**Sunday, September 17, 2017**  
11:00 am - 7:00 pm

**Forks Township Community Park**  
500 Zucksville Road  
Forks Township, Easton, PA 18040

Come visit the Forks Business Association  
at the beer tent!

**FORKS BUSINESS ASSOCIATION**

**WHERE: LINK BEVERAGES**  
315 THOMAS ST., COOPERSBURG, PA  
TIME: 5:30 PM - 7:30 PM

**COST: \$10**

**Thurs., October 12th, 2017**  
**SOUTHERN LEHIGH CHAMBER OF COMMERCE**  
**& LINK BEVERAGES' 5TH ANNUAL**  
**Oktoberfest**

Local Food & Beer Vendors - Raffles - Cigars - and More!  
**LIVE MUSIC provided Musican Jordan White**

To register email: [gregy@lehighvalleychamber.org](mailto:gregy@lehighvalleychamber.org)

**STEEL VALLEY**  
INVESTMENT GROUP OF  
RAYMOND JAMES

**CREEKVIEW VETERINARY HOSPITAL**

**G & T AUTO BODY**

**Think Link**  
Beverages & More

**BOHLER ENGINEERING**

**Southern Lehigh**

**The Lehigh Valley Chamber of Commerce**





# New Member Spotlight

## AGRICULTURE, DAIRY & FARMS

**Naturlich Amish Yogurt**  
1052 Union Boulevard  
Allentown, PA 18109  
(610) 439-0100  
www.naturlichyogurt.com  
Murat Hokka

## ASSOCIATIONS

**Lehigh Valley PAHCOM**  
(610) 360-3719  
www.lvpahcom.com  
Cindy Fisher

## CARPET & FLOOR SALES, SERVICE & INSTALLATION

**Cope Commercial Flooring and Interiors, Inc.**  
302 Sumner Avenue  
Allentown, PA 18102  
(610) 435-1131  
www.copcarpet.com  
Lorie Farina

## CEMENT, CONCRETE & RELATED SERVICES

**Keystone Cement Co.**  
Route 329  
PO Box A  
Bath, PA 18014  
(610) 837-1881  
www.keystone-cement.com  
Stuart Guinther

## CONSTRUCTION MANAGEMENT & GENERAL CONTRACTORS

**Castle Builders Inc.**  
6616 Ruppsville Road  
Allentown, PA 18106  
(610) 530-8800  
www.castle-builders.com  
Matthew Sorrentino

**Mazzella Enterprises**  
1404 State Route 903  
Jim Thorpe, PA 18229  
(570) 732-4424  
www.mazzellaenterprises.com  
Demetri Patitsas

## DENTISTS, ORAL SURGEONS & ORTHODONTISTS

**Hamilton Dental Designs**  
5248 Hamilton Boulevard  
Allentown, PA 18106  
(610) 351-2200  
www.hamiltontdentallv.com  
Jose Gil

## FITNESS, GYMS, & PERSONAL TRAINING

**K.Shan Performance, LLC**  
1716 East Tremont Street  
Allentown, PA 18109  
(484) 554-9638  
www.kshantraining.com  
Kyle Hannon

## HUMAN RESOURCE SERVICES & ORGANIZATIONS

**Organization Development & Research (ODR)**  
6205 Whitetail Drive  
Coopersburg, PA 18036  
(610) 703-6860  
Ronald Stoffey

## INDIVIDUALS

**Elbich, Bob**  
3153 Masters Hill Road  
Fogelsville, PA 18051  
(610) 349-8458

## INSURANCE

**Juan Rivera Notary and Insurance**  
1457 MacArthur Road  
Whitehall, PA 18052  
(610) 432-6555  
www.jrnotaryinsurance.com  
Juan Rivera

## LANDSCAPE ARCHITECTS, CONTRACTORS & DESIGNERS

**A1 Hardscape Design**  
P. O. Box 1142  
Bethlehem, PA 18106  
(610) 703-1574  
www.a1hardscape.com  
Mark Rutan

## LANGUAGE & INTERCULTURAL SERVICES

**FCI Multiple Services**  
1614 Washington Street  
Easton, PA 18042  
(610) 438-8900  
www.fcitle.com  
Ellen Lifschutz

## MANUFACTURING SERVICES

**Poka Inc.**  
301 Race Street #322  
Philadelphia, PA 19106  
(856) 524-0912  
www.poka.io  
Ryan Ellis

**Sussex Wire, Inc.**  
4 Danforth Road  
Easton, PA 18045  
(610) 250-7750  
www.sussexwire.com  
Tim Kardish

## MUSEUM & HISTORICAL SOCIETIES

**Jacobsburg Historical Society**  
402 Henry Road  
P.O. Box 345  
Nazareth, PA 18064  
(610) 759-9029  
www.jacobsburghistory.com  
Joe DiGerlando

## PHOTOGRAPHERS & PHOTOGRAPHY STUDIOS

**Pix-Ology Photography**  
128 East Broad Street  
Bethlehem, PA 18018  
(610) 509-6169  
www.pix-ology.com  
Janet Sena

## PLUMBING

**Boyle's Plumbing & Water Conditioning, LLC**  
P.O. Box 341  
Effort, PA 18330  
(610) 253-6300 or 610-681-7711  
Shane Boyle

## RESTAURANTS, BARS & CAFES

**Christmas City Spirits / Tavern at the Sun Inn**  
564 Main Street  
Bethlehem, PA 18018  
(610) 419-8600  
www.tavernatthesuninn.com  
Brett Biggs

**NAISummit**  
610.264.0200 | NAISUMMIT.COM

INDUSTRIAL RETAIL OFFICE MIXED-USE  
MEDICAL LAND INVESTMENT  
BLDG SERVICES PROPERTY MGMT

**PRICE REDUCED**  
COMMERCIAL LAND FOR SALE  
RT 145 & COLUMBIA RD, WHITEHALL



**FLEXIBLE TERMS AVAILABLE**  
INDUSTRIAL FOR SUBLEASE  
4779 HANOVERVILLE RD, BETHLEHEM

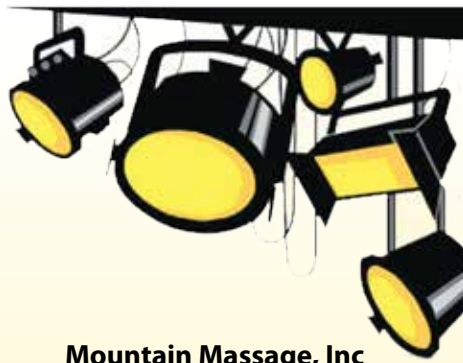


**OFFICE & INDUSTRIAL SPACE**  
AVAILABLE FOR LEASE IN LVIP VI  
2800 BAGLYOS CIRCLE, BETHLEHEM



THE GREATER LEHIGH VALLEY'S LARGEST





### David's Italian Market

346 Main Street  
Emmaus, PA 18049  
(484) 661-1085  
David Maiatico

### The Hellertown Crossroads Hotel

1443 Main Street  
Hellertown, PA 18055  
(610) 838-8278  
Joe Tulio

### The Shelby

707 North Krocks Road, Suite 104  
Allentown, PA 18106  
(610) 841-0808  
www.shelbyrestaurant.com  
Donny Petridis

### The Udder Bar

1852 West Allen Street  
Allentown, PA 18104  
(484) 221-8653  
www.theudderbar.com  
Hayley De Long

### ROOFING & GUTTERS

### Pinnacle Exteriors, Inc.

333 West Union Street  
Allentown, PA 18101  
(484) 350-6829  
www.pinnacle-exterior.com  
James Henriques

### SALONS, SPAS & BEAUTY SUPPLIES

### Hand and Stone - Hamilton Crossings

750 North Krocks Road  
Allentown, PA 18106  
(610) 841-8882  
www.handandstone.com  
Malaina Coley

### Mountain Massage, Inc The Spa at Mountain Laurel

100 Moseywood Road  
Lake Harmony, PA 18624  
(570) 722-3260  
www.mountain-massage.com  
Karen Wechowski

### WEB DESIGN, CONSULTING & HOSTING

### JClayton Design

125 West Broadway # 2F  
Jim Thorpe, PA 18229  
(215) 578-1688  
www.jclaytondesign.com  
Jonathan Clayton

### WHOLESALEERS

### Clarke Systems

1857 Walnut Street  
Allentown, PA 18104  
(610) 434-9889  
www.clarkesystems.com  
Charles Kelly

### WATER TREATMENTS & RELATED SYSTEMS

### NuChem Corp

747 North Fenwick Street  
Allentown, PA 18109  
(610) 770-2000  
www.nuchemcorp.com/  
LeRoi Yaffey



# MASTER YOUR membership

THURSDAY, OCTOBER 5, 2017

4:00 - 5:00 PM

BLUE MOUNTAIN RESORT  
1660 BLUE MOUNTAIN DR.  
PALMERTON, PA 18071

This event is ideal for both new members and existing members looking to engage employees!

- Learn how to leverage your benefits
- Maximize your visibility and expand your network
- Meet with Chamber Ambassadors



TO REGISTER, VISIT [LEHIGHVALLEYCHAMBER.ORG](http://LEHIGHVALLEYCHAMBER.ORG)  
OR CONTACT LIZ AT [LIZW@LEHIGHVALLEYCHAMBER.ORG](mailto:LIZW@LEHIGHVALLEYCHAMBER.ORG)

sponsored by:



# The Chamber SIGNATURE networking

THURSDAY, OCTOBER 5, 2017

5:00 - 7:00 PM

SLOPESIDE PUB & GRILL  
1660 BLUE MOUNTAIN DR.  
PALMERTON, PA 18071



Chamber-wide networking!

We welcome you to bring a guest and plenty of business cards!

TO REGISTER, CONTACT LIZ AT [LIZW@LEHIGHVALLEYCHAMBER.ORG](mailto:LIZW@LEHIGHVALLEYCHAMBER.ORG)

**NEWLY BUILT OFFICE BLDG**  
FOR SALE OR LEASE  
4000 WEGMANS DR, BETHLEHEM



**MULTI-UNIT COMMERCIAL BLDG**  
AVAILABLE FOR SALE  
7619 TILGHMAN ST, ALLENTOWN



**UNIQUE COMMERCIAL BLDG**  
AVAILABLE FOR SALE  
554-576 NORTH ST, EMMANUS



**RECENT RENOVATIONS**  
CLASS A OFFICE FOR LEASE  
81 HIGHLAND AVE, BETHLEHEM



**CLASS A OFFICE SUITES**  
AVAILABLE FOR LEASE  
BETHLEHEM MEDICAL ARTS CTR



FULL SERVICE COMMERCIAL AND INDUSTRIAL REAL ESTATE FIRM





# redefining BALANCE

RIDING THE PENDULUM

**September 19, 2017**  
**11:00 am – 1:00 pm**

**DaVinci Science Center**  
3145 Hamilton Blvd. Bypass, Allentown, PA 18103

**\$35/Members \$70/Non-Members**  
RSVP to [samanthac@lehighvalleychamber.org](mailto:samanthac@lehighvalleychamber.org)

**Meloney Sallie-Dosunmu, MBA**  
Chief Talent Officer  
Precision Talent International

**Capital BLUE**

**Women's Business Council**  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

[in](https://www.linkedin.com/company/lehighvalleychamber) [f](https://www.facebook.com/lehighvalleychamber) [t](https://twitter.com/lehighvalleychamber)  
[LehighValleyChamber.org](http://LehighValleyChamber.org)

**Women's Business Council**  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

**Like us on Facebook: Women's Business Council**  
**& Follow us on Twitter: @WBCLehighValley**



**TN Printing**  
A PENCOR COMPANY

**Fast, Easy, Reliable**  
**PRINTING SERVICE**  
**No one else can Copy**

**594 Blakeslee Blvd. Dr. W.**  
**Lehigh, PA 18235**  
**1-800-443-0377**



## WOMEN'S BUSINESS COUNCIL

Gladys Wiles, Snyder & Wiles, PC  
Chair, Women's Business Council  
610-391-9500 • [gladys@snyderwileslaw.com](mailto:gladys@snyderwileslaw.com)

Being a successful woman comes with many trials. At the Women's Business Council, we look for strategies to overcome challenges and to help build successful and strong female leaders in our community.

When it comes to breaking the proverbial glass ceiling, building credibility is the cornerstone of leadership and success. Women who have a mentor have an advantage in achieving their goals. Whatever the aspirations, someone who's "been there – done that" can guide and show you the ropes. WBC programming does just that. Women should never be afraid to ask questions as there are so many who are ready to help! That's why we say, whether in a meeting or attending an event, network with confidence! Asking questions is critical for gathering information.

Make sure to plan ahead and be flexible; not everything goes as planned but knowing when and how to change course will help you reach your goals.

Women owned businesses account for \$3 trillion of the U.S. economy and create 16% of all U.S. jobs. To put that into perspective, if U.S. based women-owned businesses were their own country, they would have the 5th largest GDP in the world. The Lehigh Valley is 2nd in the U.S. for the highest average revenue growth of women-owned business and we would like to think that the WBC has had a hand in bring that to fruition.

If you are ready to seize all the opportunities available for women, be sure to check out the latest events offered by the WBC.



**Photo 1:** Attendees networking and participating in the raffle at the WBC Scholarship Fundraiser at the Event Center at Blue Outside Patio on July 18th.

**Photo 2:** (left to right) Maggie Waala, ASR Media Productions; Rachel Ber-rigan, Sorrelli Jewelry; Connie Challingsworth, Certified Life Coach attended the 50 Shades of Summer WBC Scholarship Fundraiser.

**Photo 3:** (left to right) Tina Hasselbusch, ASR Media Productions; Maggie Prorok, Leader in Me; Dorota Kozak, King, Spry, Herman, Freund & Faul, LLC; Sharon Laudone, Working Dog Press; Christine Brown, Iron Lakes Country Club at the WBC Scholarship Fundraiser at Blue Outside Patio.

**Photo 4:** (left to right) Melissa Rodriguez; Mary Jo Korp, Firsttrust Bank; Heather Heether, Borton Lawson at the 50 Shades of Summer WBC Scholarship Fundraiser.



JOIN US

# ATHENA AWARDS®

Tuesday, October 17, 2017  
STATE THEATRE CENTER FOR THE ARTS

HONORING 2017 RECIPIENTS:



**ATHENA LEADERSHIP AWARD:**

**Laurie Siebert**

*Valley National Financial Advisors*



**YOUNG PROFESSIONAL  
LEADERSHIP AWARD:**

**Lindsey Knupp**

*Lehigh Valley IronPigs*

**ORGANIZATIONAL LEADERSHIP AWARD:**

**Capital BLUE** 

**OPEN RECEPTION**

5:00 - 6:00 p.m.

**AWARDS PROGRAM**

6:00 - 7:00 p.m.



A T H E N A  
I N T E R N A T I O N A L

\$50

**CHAMBER MEMBER**

\$80

**NON MEMBER**

Empowering, Recognizing and  
Inspiring Women in Business in  
the Greater Lehigh Valley Area

Women's  
Business Council   
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE



LehighValleyChamber.org

RSVP by **October 6** to [SamanthaC@LehighValleyChamber.org](mailto:SamanthaC@LehighValleyChamber.org), **484-547-8970**, or register on the Greater Lehigh Valley Chamber's Event page, Women's Business Council 2017 ATHENA Awards

**Capital BLUE** 



**First  
Commonwealth**  
Federal Credit Union  
Simply Better.

 **adams** **FIRST TRUST**  
BANK



 **Lafayette Ambassador Bank**  
LISTENING IS JUST THE BEGINNING.™

**LANGAN**

**M&T Bank**  
Understanding what's important!

**sarott**  
DESIGN



# Does your business insurance earn dividends?

## Ours did!

GLVCC members who placed their business insurance with Penn National Insurance earned a 5% dividend!

Call the John Yurconic Agency, a Chamber Strategic Business Partner, today to find out how we can help you save up to 20% on your business insurance and earn a possible dividend.

610.770.6600



www.yurconic.com



PENN NATIONAL  
INSURANCE  
*Feel Secure®*

www.PennNationalInsurance.com



WFMZ-TV has exactly what you need to get your business attention...

## VIDEO DISPLAYS

Contact us at 610-798-4057 or sales@wfmz.com

### MAKE YOUR NEXT EVENT UNFORGETTABLE.

- Jumbotron Trailer LED HD Displays
- Indoor Video Walls
- Solar Powered Message Centers
- LED Display Sales

Make a statement with stunning HD video screens and concert quality audio at your next event. We will consult with you to maximize your dollars spent. We have the experience and team to help you think outside of the box for the best possible experience.

**No project is too big or  
small. We have the  
perfect display for you.**

"The Jumbotron was a big hit with fans...your staff was extremely professional...Your staff also produced a very attractive graphics package...I look forward to working with you and your team again."  
**Fran Connors**  
**Aberdeen Dad Vail Regatta**

**Contact 69 WFMZ-TV today!**

Learn more about how 69 WFMZ-TV powered by Mobile Technology Graphics can work for your next event, marketing campaign and more!  
Call 610-798-4057 for more information.



Powered by:  
**Mobile Technology  
Graphics**



- direct mail
- graphic design
- digital flip books
- corporate apparel
- fulfillment/kitting
- trade show displays
- commercial printing
- promotional products
- document shredding
- wide-format printing

**ebcprinting.com**





## YOUNG PROFESSIONALS COUNCIL

Austin S. Peters, BB&T  
VP, Young Professionals Council  
610-674-1148 • APeters@BBandT.com

The Young Professionals Council (YPC) is excited for this upcoming fiscal year. As a group, we are getting more involved in the Lehigh Valley community by connecting with local colleges and charity organizations. We feel this is a vital part of making Allentown, Bethlehem and Easton preferred areas to live, work, and play. The events committee is putting together some exciting programming for fall, so be on the lookout.

The YPC has recently elected

new Board Members, and they have already begun to make an impact. To the past board members who have paved the way, the YPC would like to thank you for your time and support. An additional thank you to all the sponsors for your continued support, none of the programming would be possible without you.

Upcoming September Event: Meet & Greet at House & Barn (5:30 p.m. - 7:30 p.m.) on September 20, 2017. See you there! 🌞



**Photo 1:** Parker Bourassa, ASR Media Productions, and Rose Hayes

**Photo 2:** David Rivera, Brittany Towers, Matt Caser, and Perry Petrozelli from Easton Sports Social

**Photo 3:** Luis Campos, City of Easton, and Stephanie Yachim, Crayola



BARN HOSTS THE YPC'S MEET & GREET MIXER THIS AUGUST. THIS MONTH'S SPOTLIGHT, THE BARN SHOWCASES A COLLECTION OF RUSTICALLY REFINED SANDWICHES, SOUPS, SALADS AND SPECIALS ALL CREATED WITH LOCALLY SOURCED INGREDIENTS.

SPONSORS:

Capital BLUE

Young Professionals Council  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE



D.F. Cressman  
INSURANCE AGENCY INC.

CONTACT JESSICAC@LEHIGHVALLEYCHAMBER.ORG TO REGISTER

## Viamedia Creative Group

Specializing in creating content for all screens and applications

- B2B Video
- Broadcast and Syndicated Commercials
- Online Digital Production



Marketers who use video  
grow revenue  
**49%**  
faster than non-video users.

Including video in a landing page  
can increase conversion by **80%**  
(Source: HubSpot)

View our multi screen demo at  
[www.viamediatv.com/creative-services](http://www.viamediatv.com/creative-services)

viamedia | 610-625-3312




TAKING YOUR BUSINESS TO THE NEXT LEVEL

# MARKETING

## YOUR BUSINESS WITH

**The Chamber**  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE



### HAVE A STORY TO TELL?

Be our next Featured Story in Connections! Receive a full page story in Connections, promotion on the Bobby Gunther Walsh Radio Show, a social media campaign designed around your story, an email blast reaching over 10,000 Chamber members, and more! Contact Amanda at 610-739-1000 or [amanda@lehighvalleychamber.org](mailto:amanda@lehighvalleychamber.org)

### DISPLAY YOUR PRINT AD IN CONNECTIONS

Reach over 20,000 business leaders in the Lehigh Valley with an ad in The Chamber's monthly publication, Connections! Various ad rates and sizes available. Contact Amanda at [amanda@lehighvalleychamber.org](mailto:amanda@lehighvalleychamber.org) or call 610-739-1000 to inquire.

### ONLINE BANNER ADS

Receive 25% more leads when you advertise your business with a Banner Ad on The Chamber's website. Our website has over 20,000 visitors per month. For as little as \$100 per month, you can reach your target audience! Contact Gina at 610-739-1511 or [gina@lehighvalleychamber.org](mailto:gina@lehighvalleychamber.org).

### SPONSOR AN EVENT!

The Chamber's event sponsorships marry traditional advertising and PR benefits in a unique package. Sponsorships include complimentary tickets, and a variety of event-based visibility and exposure...not to mention, the inherent value to member businesses which demonstrate their support of The Chamber and its commitment to business and the community. Contact Frank at [frank@lehighvalleychamber.org](mailto:frank@lehighvalleychamber.org) or call 610-739-1515.

[www.lehighvalleychamber.org](http://www.lehighvalleychamber.org)

### WHY ADVERTISE WITH US?

- Cost-Effective Advertising to suit any budget
- Targeted Distribution - reach over 20,000 business leaders in the Lehigh Valley
- Online exposure to the entire business community!
- Add credibility to your business by advertising with The Chamber today!

**SPECIAL PACKAGES & PRICING AVAILABLE - CALL US TODAY!**



Presented by:



## EDUCATION IN ALLENTOWN

Caring for our Future Leaders



Pedro Rivera  
Pennsylvania  
Sec. of Education



Thomas Parker  
Allentown School District  
Superintendent

Thursday  
**October 19, 2017**  
11 a.m. - 1 p.m.

Miller Symphony Hall,  
Rodale Room  
23 N 6th St  
Allentown, PA 18101

\$49 for Members;  
\$89 for Non-Members

RSVP: [elizabethr@lehighvalleychamber.org](mailto:elizabethr@lehighvalleychamber.org)  
484-542-7827

Education is vital to every citizen and here in Allentown, we want to make certain every child is given the opportunity to have a quality education and the chance to succeed in life.

Join us for this important conversation.



## First Monday

Join us on the second  
Monday, Sept. 11th  
at Centro, 530 Hamilton St.  
5-7 p.m.

RSVP: [elizabethr@lehighvalleychamber.org](mailto:elizabethr@lehighvalleychamber.org)



## Allentown Business Seminars:

# Marketing in the 21st Century



Learn the ins and outs of marketing your business using tools that are right at your finger tips

With Jill Brader,  
Digital & Content Marketing Manager  
City Center Lehigh Valley

Wednesday, Sept. 20th  
7:30 - 9 a.m.  
Velocity, 532 Hamilton St  
Allentown, PA 18101

FREE for Allentown Businesses  
\$25 for businesses outside the City  
RSVP: [elizabethr@lehighvalleychamber.org](mailto:elizabethr@lehighvalleychamber.org)



# Sept. 10-16 DOWNTOWN ALLENTOWN RESTAURANT WEEK

Dine out in Downtown Allentown!  
Enjoy chefs' creations at  
a special price.



Sponsored by:



[www.downtownallentown.com](http://www.downtownallentown.com)

## First Monday

October 2<sup>nd</sup>

5-7PM

701 Hamilton St  
Allentown, PA 18101

HAPPY HOUR  
\*\*\*  
NETWORKING  
\*\*\*  
GOOD TIMES



RSVP: [elizabethr@lehighvalleychamber.org](mailto:elizabethr@lehighvalleychamber.org)





# HARVEST FESTIVAL

**SATURDAY**  
**October 7, 2017 | 11<sup>AM</sup> to 8<sup>PM</sup>**



## Experience Bethlehem

Whatever you're looking for, we'll help you GET IT!  
[www.getdowntownbethlehem.com](http://www.getdowntownbethlehem.com)



## BETHLEHEM CHAMBER

Bob Begliomini RPh, Pharm D, MBA, FASHP  
Lehigh Valley Health Network  
Bethlehem Chamber Chair  
484-884-2729 • [Robert.Begliomini@lvhn.org](mailto:Robert.Begliomini@lvhn.org)

The important shopping season has started. From September until the end of December, it is a crucial time for our downtown merchants. The purchases made in these months, pay the bills for the following six months. Give or take a few holidays like Valentine's Day and Mother's Day, it's the fall/holiday season that brings people out and about and into the stores.

With e-commerce escalating every year, this season is ever more vital to the livelihood of our shop owners and to our city. In 2012, 54.34 billion dollars were spent on on-line holiday shopping in the USA. By 2016 that number increased to 94.71 billion dollars, close to doubling the amount in four years. Just recently, the Commonwealth of PA, struck down the proposal to insure that all purchases on-line would have to be taxed, just as they are in our bricks and mortar stores. This environment, while advantageous for the consumer, is another blow to the retail industry which had already been reeling from the impact of the recession, followed closely by the advent of on-line shopping.

To combat this environment, the Bethlehem Chamber and the Downtown Bethlehem Association diligently work to bring people to

the downtown - and to Bethlehem - throughout this vitally important season. Starting with Harvest Festival on Saturday, October 7, Main Street will come alive with music, food and craft vendors and tons of different types of beer. It's a fun day with something for the whole family and great exposure for the downtown. The proceeds from this festival go to support the DBA's yearlong efforts.

For the last few years, the Historic Moravian Shopping District was named "Best Downtown" by Lehigh Valley Magazine and Morning Call readers. Understandably, the history, the shops and the restaurants all rolled into one, make it a special experience. To ensure that this atmosphere continues into the future, it is critical that you support your downtown merchants as much as you can. So please put down your electronic devices, and visit our great stores that make Bethlehem so special during our busiest shopping time of the year.

For more information about purchasing food or beer passports for Harvest Festival, please contact Emily Krall at [emilyk@lehighvalleychamber.org](mailto:emilyk@lehighvalleychamber.org).

Photos: HF better Craig Thatcher, Harvest Festival Angela and Jessica, Harvest Fest Troegs Goose Island, HF Lower Main. 🌞

**Bethlehem Chamber**  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE



*Save the Date!*

**BUSINESS LEADERS BREAKFAST**  
*with* **MAYOR BOB DONCHEZ**

**Friday, November 10**

**Your Chamber is Making**  
**Headlines!**

Visit: [LehighValleyChamber.org](http://LehighValleyChamber.org)  
& click on Chamber News under About Us.







## CARBON COUNTY CHAMBER

Marlyn Kissner, The Chamber  
Executive VP, Affiliate Chambers & Councils  
610-751-4932 • marlynk@lehighvalleychamber.org



I'd like to thank the business community and our members for your support with the Chamber's golf tournament season! Special thanks to our sponsors and participants for your ongoing support.

Playing in a tournament is a great way to step out of the office and enjoy fresh air, beautiful surroundings and networking opportunities! This year, golfers have the great opportunity to join us for Carbon County's "Sturm Cup" at Jack Frost National on Friday September 15. Spanning over 7,200 yards, and more than 200 acres, the course covers magnificent terrain, beautiful landscapes and offers striking vistas and views. The course is located on the crest of Jack Frost Mountain that encompasses an elevation of 2000 ft and the natural Oak Forest highlights the movement of each golf hole ([www.jackfrostonational.com](http://www.jackfrostonational.com)).

Tournaments are host to a number of great partnership opportunities:

1. Business professionals have the opportunity to network
2. The host golf club has the ability to showcase their facility
3. Sponsors have an avenue to market their business
4. The host organization has a great opportunity to fundraise
5. Local businesses have the ability to promote their service and products

A golf tournament has a number of moving parts throughout the day beginning with a registration process, great meals to fuel up, free give-aways, prize opportunities through fundraising efforts, and rules for the day as you hit the course with your fellow business professionals. There are hole-in-one prizes, contests and special features during the day of play. In addition, local businesses have an opportunity to participate as well. Chad Butters, Owner of Eight Oaks Distillery, participates as a vendor and sets up shop during local golf tournaments to help get the word out about his business "It is a great way to tell our story and share our product with face to face discussions in a fun way." Owner Shelley Roberts from Jim Thorpe Massage and Wellness Studio cannot agree more "Participating in the Carbon Chamber's golf tournament by giving complimentary chair massages was a great way to introduce ourselves to the business community and help players distress before the event."

So when you see the invitation, remember all that you are doing to support local business while participating in a fun and fresh air kind of way! Hope to see you up North on September 15 ... please contact me for more information.







## EASTON AREA CHAMBER

Lori Metz, YMCA of Easton, Phillipsburg, and Vicinity  
Easton Area Chamber Chair  
lorimetz@greatervalleyymca.org • 610-258-6158

The Easton Public Market was packed last month for the official kick-off mixer of Easton Social Sports League – a brand-new co-ed intramural sports experience that is taking the Lehigh Valley by storm.

Easton Social Sports League encourages members of the community to get active and meet new people. Athletes can choose from an array of sports and skill levels for their co-ed league games. After the games, team members have the opportunity to get social with coordinated happy hours that bring the whole league together. Best of all, ESSL supports local charities - a portion of all league proceeds goes to a charity chosen by the League Champs each season.

The Kick-off Mixer drew

attendees from throughout Easton and its neighboring communities interested in learning more about this innovative sports league. Guests enjoyed meeting the League Social Coordinators and future teammates, taking advantage of fall league discount codes, and snagging some free ESS gear. Scratch provided delicious coal fire pizzas and beer for everyone in attendance.

The Easton Chamber is thrilled to be partnering with such a unique and exciting organization that is passionate about giving back to our community. We cannot wait to see what is in store for the future of Easton Social Sports League! If you are interested in signing up for a fall league, be sure to check out the Easton Social Sports website! 🌟



Easton Chamber representatives had a blast welcoming new member Cedar Park Community at their official Ribbon Cutting Ceremony! Thank you to The View at Morgan Hill and Weyerbacher Brewing for providing delicious food and refreshments for all the guests in attendance.



# EASTON -PHILLIPSBURG HALLOWEEN PARADE

**SUNDAY, OCTOBER 29TH**  
**3:00 PM**

**THE PARADE WILL START AT MCKEEN  
STREET IN PHILLIPSBURG**

FOR MORE INFORMATION PLEASE CONTACT LAURIE AT  
610-739-8858 OR LAURIEN@LEHIGHVALLEYCHAMBER.ORG




## CHAMBER "SEEN"! EASTON SOCIAL SPORTS LEAGUE KICK-OFF MIXER & ALFIE'S KITCHEN RIBBON CUTTING

The first official Easton Social Sports League kickoff mixer went wonderfully! We were thrilled to see a great crowd interested in playing sports, meeting new people, and giving back to the community. Thank you to the Easton Public Market for providing delicious pizza and beer for our guests!



Last month, Alfie's Kitchen celebrated its Official Ribbon Cutting Ceremony. The new family-owned brunch restaurant is located in Park Plaza in Forks Township. Pictured cutting the ribbon is Alfie and his family







## PHILLIPSBURG AREA CHAMBER

George Chando, Phillipsburg Board of Education  
Phillipsburg Area Chamber Chair  
chando.george@pburghsd.net • 610-972-7974

One of the highlights of this past summer in downtown Phillipsburg was the town's annual Summer Concert Series. Every Thursday night, these free concerts were held in the beautiful Shappell Park at the heart of the town each week leading up to the final concert at Riverside Way. Crowds often gathered more than an hour in advance to set up lawn chairs and grab a bite at one of the local eateries before settling in for the show. However, no one sat still for long – as soon as the bands started to play, people were rocking in their seats or line dancing in front of the stage!

As part of the free Summer Concert Series, the Phillipsburg Area Chamber of Commerce also hosted two Phillipsburg Farmers' Markets in Shappell Park. Sponsored by the Warren County Health Department, these farmers' markets provided individuals the opportunity to buy and taste

fresh produce before the concerts and included a number of free activities, children's games, and benefits. By accepting SNAP and WIC Vouchers, the markets made healthy food options available to all families in the area. Thank you to St. Luke's University Health Network, NORWESCAP, and all the organizations that supported these markets.

The most recent additions to our Summer Concert Series were the free Fitness Classes offered at the beginning of select concerts. Coordinated in conjunction with the Rutgers Cooperative Extension, this year's fitness classes included yoga taught by an instructor from St. Luke's University Health Network, kickboxing with Unlimited Fitness NYC, and Pound with YMCA of Easton, Phillipsburg and Vicinity. We look forward to see what new additions are in store for next year's Phillipsburg Summer Concert Series! 🌞

*Phillipsburg*  
**Pork Roll  
PALOOZA**

**OCTOBER 14TH, 2017**

**FOOD VENDORS LIVE MUSIC & MORE!**

**RIVERSIDE WAY**  
7 UNION SQUARE, PHILLIPSBURG, NJ 08865

**NOON-8:00 PM**

**SPONSORED BY:**

Phillipsburg Area Chamber of Commerce  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

Sponsorship opportunities available! Contact lauren@lehighvalleychamber.org  
PosterMyWall.com

Phillipsburg, NJ

### THANK YOU TO ALL OUR 2017 PHILLIPSBURG OLE TOWNE FESTIVAL SPONSORS!

#### Premier Sponsor



#### Platinum Sponsors

WillisTowersWatson



#### Gold Sponsors



#### Silver Sponsors



#### Bronze Sponsors



#### Friends of Phillipsburg



*The Town of Phillipsburg*  
**MOVIE  
PREMIERE**

Join us for this red carpet event  
at **Phillipsburg High School**  
1 STATELINER BLVD

**FREE  
Entry**

**Thursday, September 14th, 2017**

Evening program includes:  
**Registration & Hors D'oeuvres, Film Premiere,  
and Discussion with Film Makers**

**More Information**

Experience Phillipsburg's past, present and future in this brand-new documentary by Lou Reda Productions, featuring historical footage of many of our town's beloved traditions.

Registration required.  
Contact Lauren Spence:  
LaurenS@lehighvalleychamber.org

Phillipsburg Area Chamber of Commerce  
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

PosterMyWall.com

Sponsorship opportunities available!





## EAST PENN CHAMBER

Thomas Capehart, Gross McGinley  
East Penn Chamber Chair  
484-224-2780 • TCapehart@grossmcginley.com

Now that the Labor Day weekend is over, we are back in business mode and the East Penn Chamber of Commerce is excited about its upcoming activities.

Our meeting with the Western Lehigh Chamber to coordinate our calendar of events for 2017-18 produced some great ideas and what should result in exciting events for the upcoming year. Stay tuned!

Our mixer on September 21, 2017 with the East Penn School District Education Foundation hosted at the House/Barn restaurant in Emmaus was a rousing success with teachers, administrators, parents, and local businesses uniting

to raise money for the Foundation's scholarship fund and the East Penn Chamber Scholarship Fund. Thanks to all who participated and a special thank you to Carl Billera and the staff at the Barn for helping make the event so successful.

I personally want to congratulate Larry Delhagen, our EPCC Volunteer of the Year, for his energy, ideas, and hard work. We are grateful to have him on our board!

Don't forget to check us out at on Facebook and Twitter @EastPennChamber

Hope to see you at an upcoming EPCC event soon! 🌞

**THE EAST PENN CHAMBER OF COMMERCE**  
**THE EPSD EDUCATION FOUNDATION'S**  
**HAPPY HOUR MIXER**  
 @ HOUSE & BARN (119 Chestnut St, Emmaus, PA)  
**Thursday, September 21st**  
**4:00 PM - 6:00 PM**  
 Proceeds to be donated to East Penn School District's Education Foundation and the East Penn Chamber's Scholarship.  
 LIVE MUSIC | DRINK SPECIALS | APPETIZERS | RAFFLES  
 DONATIONS ACCEPTED AT THE DOOR  
 Tell us you're coming: [meghanr@lehighvalleychamber.org](mailto:meghanr@lehighvalleychamber.org)

*You + US Making A Difference*

East Penn Chamber of Commerce | EPSD | The Chamber Greater Lehigh Valley Chamber of Commerce

Western Lehigh Chamber of Commerce | East Penn Chamber of Commerce | The Chamber Greater Lehigh Valley Chamber of Commerce

**What is Sustainable Building Envelope Technology?**  
**Inside Look Tour of**  
**ATAS International, Inc.**  
 Wednesday, September 20, 2017  
 6612 Snowdrift Rd | Allentown, PA 18106

**ATAS**

A leading manufacturer of:

- \*Insulated Metal Panels
- \*Cool Pigment Roofing
- \*Solar-Ready Roofing
- \*Continuous Insulation Practices with Metal Panels

**LIMITED TO 100 GUESTS!**

11:30am - 12pm Registration & Buffet Lunch  
**Program & Tour begin promptly at Noon**

Register at [lehighvalleychamber.org](http://lehighvalleychamber.org)  
 \$40 Chamber Members | \$80 Future Chamber Members

Contact: Meghan Reed 610.739.1273 [Meghanr@lehighvalleychamber.org](mailto:Meghanr@lehighvalleychamber.org) for more information

Silver Sponsor **ARBOR INSURANCE GROUP**



## WESTERN LEHIGH CHAMBER

Larry Wiersch, Cetronia Ambulance Corps, Inc.  
Western Lehigh Chamber Chair  
(610) 398-0239 • [wierschl@cetronia.org](mailto:wierschl@cetronia.org)

As business leaders we all work hard to ensure our business is successful....after all this is why we enter into business isn't it? So how do you as a business leader measure success? The most obvious and apparent answer is typically profit, net revenue, and market growth. While all of these are key elements of success measures, doesn't the real answer lie in customer service and satisfaction? After all, without customers, our businesses cannot survive and thrive no matter what any of the other elements may be.

So how do you measure customer service and satisfaction and who are our customers anyway? While I am certain most of us have some way to measure customer service, is it really effective? Does it help you and do you take the information gathered to improve your business or do you simply collect it and not use it to your full advantage? While I could spend pages on the things I have learned over the years as I am certain you can as well, the real purpose of my article this month is to bring focus to perhaps two of the most valued of customers, your employees and our business colleagues in our Western Lehigh Chamber.

As your chair, I invite you, our customer, to attend our events and share with myself and other Board members what we can do to serve you in the best possible way. We

volunteer our time and our talent to serve you, our customer. We do this by offering you programs of value and sharing information that directly affects, or has the potential to affect, the further success of your business. Your employee "customers" can also grow and help you succeed by being your guests at one of our many events. What a great way to develop your internal customers as well as grow your business opportunities by the many ways we network and enhance our business and personal images. This is also your opportunity to bring future leaders to the table and incorporate our events into part of your business plans.

As our customer, we need to hear from you as to how we can continue to add value and programming to you and your business so that we as a collective group of business leaders can grow our customer base and further advance each of our chamber members' success. Please join us and let us know firsthand what we can do for you.

In closing, I leave you with one final thought, a quote from author and motivational speaker, Brian Tracy to ponder...

"Successful people are always looking for opportunities to help others. Unsuccessful people are always asking what's in it for me?" Which of these applies to you?

See you at an event soon! 🌞



Domino's Pizza Orefield celebrated their Grand Opening Celebration on July 27th. A Community Donated was given to Kids Peace for a scholarship fund.



Trolling Through Emmaus

# Fairwell to Summer Festival

Sunday, September 10, 2017  
10am - 3pm  
@Triangle Park in Emmaus

Presented by:



## SOUTHERN LEHIGH CHAMBER

Joshua P. Dodd, MBA, CRC

Univest, SLCC Chair

484-860-3445 • doddj@univest.net

Over the summer your Southern Lehigh Chamber of Commerce board of directors met at Penn State's Lehigh Valley Campus to conduct the annual planning meeting. There was a high level of participation and enthusiasm as we discussed events for the upcoming year. Thank you to our volunteers and our GLVCC staff liaisons for their contributions as we look to continually improve the way which we can inform and serve our membership.

We welcomed a new board member to the SLCC board of directors. Attorney Dawn Nicholson is a member of the law firm of Weber Gallagher and specializes in worker's compensation defense. Dawn and her family are members of the Southern Lehigh community and reside in Coopersburg.

There are several construction projects currently underway in Southern Lehigh. We look forward to touring many of them as they are

completed in the upcoming year. Construction of the Red Door Early Learning Center is nearly complete. The Chamber will be hosting a ribbon cutting as part of their grand opening on August 24 at 5:30 pm. Their new location is 4777 Saucon Valley Road. Please join us at the event, meet their faculty, and tour this new state-of-the-art learning facility.

Please mark your calendars for our 5th annual Oktoberfest at Link Beverage on October 12. Skip Link, a longtime member and past SLCC president, rallies his suppliers to provide tastings and outstanding raffle prizes. With the recent changes to PLCB regulations, Link Beverage has increased their selection of brews and has added taps to fill your growler with your favorite fresh micro-brews.

This low-cost event (only \$10/pp) is traditionally very well attended. We invite you to enjoy us for an evening of networking in a relaxed atmosphere.

## FREE TO ATTEND!

WHERE TO BE

# MIXOLOGY



Our Where to be Mixology events are seasonal opportunities to "mix it up" and mingle with your fellow business leaders in a lighthearted & casual setting, featuring a NEW location each time.

WHERE TO BE MIXOLOGY WHERE TO BE MIXOLOGY WHERE TO BE MIXOLOGY WHERE TO BE MIXOLOGY

**Thursday, September 28... 5:30 - 7:30pm**

Hosted at Elite Sports Academy with Lehigh Valley Martial Arts

At 4651 Colebrook Ave | Emmaus, PA 18049

Not a typical mixer! Dress casual. Bring your sneakers. Family friendly!



Take a swing at  
Where to be Mixology!  
Meet new people & try new things.  
Fun for ALL ability levels.  
Plus local food & drink tastings



Board Breaking, Batting Cages, Dodgeball, Prizes & More!

Register and receive a free gift from Lehigh Valley Martial Arts!  
Visit [emmausmainstreet.com](http://emmausmainstreet.com) for more information.

Call 610.739.1273 or email [Meghanr@lehighvalleychamber.org](mailto:Meghanr@lehighvalleychamber.org)



## EMMAUS MAIN STREET PARTNERS

Erin Delong, Marketing Director &amp;

Disaster Restoration Manager

ServiceMaster of Allentown

610-965-6058 x275 • [edelong@svmallentown.com](mailto:edelong@svmallentown.com)

Sadly, we have to say goodbye to summer, but the good news is, EMSP is all geared up for a jam packed fall, starting with the mother of all sendoff parties! Farewell to Summer, sponsored by Gross McGinley, is sure to be fun for the whole family. Stop by Triangle Park and join the festivities on September 10 from 10 am until 3 pm.

If "Trolling Through Emmaus" isn't enough fun, join us for one of our other EMSP family friendly events. On September 7, come on out to the ribbon cutting for the new Emmaus location of David's Italian Market and mark your calendars for the next Where To Be Mixology event on September 28, hosted by Elite Sports Academy and joined by Lehigh Valley Martial Arts.

I would be remiss if I didn't give a shout out to our friends at the Heritage Alliance, they are hosting their Heritage Day Festival on September 24 and the EPCC and EPSD Education Foundation are hosting a Happy Hour Mixer on September 21

at House & Barn.

Special thanks to the hard work of the EMSP Economic Development Committee. Because of their efforts and the tremendous support of Emmaus Borough, Main Street Lehigh Valley grants were secured for the beautiful blue parking signs currently seen around Emmaus as well as seasonal pole banners that will soon line Chestnut Street.

Saving the best for last, congratulations are in order to the 2017 EMSP Volunteer of the Year, Michael Irwin! Although Mike joined the Board fairly recently, he can be seen at every event, volunteering his time to do whatever is needed. With a smile on his face, his dedication to his community is a shining example for all of us to follow! Our volunteers always have a blast and we have developed some long-lasting friendships along the way. The more the merrier and if you have an interest in volunteering, don't hesitate to reach out to our Main Street Manager, Meghan Reed.

## EMAIL MARKETING

Stay connected with the  
local business community!

Reach over 10,500 subscribers when you send a targeted email blast through The Chamber!

Member provides an email-ready, 600 pixel wide, jpg file (8½ x 11 portrait orientation) at 96 dpi OR a brief text describing the promotion and up to two pictures (logo & graphic) AND a link to the appropriate web page for more information about the promotion.

Contact Amanda Ruth at  
[amandar@lehighvalleychamber.org](mailto:amandar@lehighvalleychamber.org) or 610-739-1000.





## GREATER BATH AREA CHAMBER

Mary Kositz, ESSA Bank & Trust

Greater Bath Chair

610-837-6729 • mkositz@essabank.com

What happens when you put an Olympic Silver Medalist and a Mayor together? You get an awesome GLVCC HALO event!!

On October 5, the Greater Bath Chamber will be hosting such an event, at the beautiful Red Wolf Bar and Grille in historic downtown Bath. Celebrity bartenders, Olympic Silver Medalist Joe Kovacs and Borough of Bath Mayor Fiorella Mirabito will be serving up a delicious array of signature drinks to the crowd! A portion of the proceeds from this event will benefit the Lauren's Hope Foundation.

Lauren's Hope, is a non-profit 501c3 that enhances the lives of children with brain injuries. They give hope

and support to children and their families through social events and provide partial to full funding for specialized therapies and equipment not covered by insurance.

On July 27, the GBACC board hosted a "Beer Reveal" mixer at Weyerbacher Brewing Company in Easton. At this event, Weyerbacher revealed the name and served up its signature beer "Suds for Spuds" which was made especially for our "Spuds & Suds Festival" on August 26. It is a light, citrusy summer beer which will pair perfectly with all of the delicious potato dishes being served at the event. Thank you to Weyerbacher for hosting us and creating such a delightful brew! 🌞

**All the Talent in the World Won't Take You Anywhere...**

**...without your TEAMMATES.**

**One Team. One Goal.**

Our Team's Goal is to provide your business with the Region's Best Fiber Network

- Up to 100 Gbps, easily scalable to 400 Gbps
- Cloud based DDoS Mitigation
- Optical Wave Services
- Nearly 10,000 miles of Fiber Optic Cabling
- Custom fiber builds to your locations
- Resilient, Scalable, Reliable with Greater Capacity

[penteledata.net/FIBER](http://penteledata.net/FIBER)  
**855.22FIBER**

**PenTeleData.**  
fiber networks

PenTeleData is in partnership with Blue Ridge Communications, Ironton Telephone, Service Electric Cable TV & Communications, Service Electric Cablevision, and Service Electric Broadband Cable.

## CHAMBER "SEEN"! "BEER REVEAL" MIXER



1



2



3



4

**Photo 1:** The Chamber's Alison Pickel, Denise Tucker, owner of Galleria 126 and The Chamber's Renee Keiderling

**Photo 2:** Stephanie Bronico, Learn- Play- Daycare and Borough of Bath Mayor Fiorella Mirabito

**Photo 3:** Owner, Omega Protective Services, Greg Kuhn, ESSA Bank & Trust Bath, Mary Kositz, Stephanie Bronico from Learn-n- Play Daycare, Terry DeGroot of Terraform Engineering

**Photo 4:** Blaise Delfino and Autumn Deiter of Fader Plugs, and Amanda Bennett

**Celebrity Bartending**

October 5th 2017  
5:30 - 7:30pm  
Red Wolf Bar & Grille  
201 W. Main St Bath

Drink Specials~ Appetizers~ Raffle Prizes  
Proceeds will benefit  
Lauren's Hope Foundation

2016 Olympic Silver Medalist,  
Joe Kovacs

Borough of Bath,  
Mayor Fiorella Reginelli-Mirabito

Register or to Sponsor contact: [Reneek@lehighvalleychamber.org](mailto:Reneek@lehighvalleychamber.org)



## GREATER NORTHERN LEHIGH CHAMBER

*Jack Bechtel*

*Greater Northern Lehigh Chamber Chair  
610-767-4121 • jbechtel@ptd.net*

OK, I've paid my chamber dues. Now, what is the chamber going to do for me?

What the chamber does best is providing opportunities for you to get exposure for your company.

On the "Mark Your Calendars!" page of this Connections magazine there are a few dozen events listed throughout the month that all members are invited to attend. And then, there are other events spread throughout the pages of the magazine, so don't miss your chance to get out and network!

In order to make the most of your membership, attend at least one of these events every month. But if you have the time to go to multiple events, your opportunities to network multiply. Make sure you take plenty of business cards.

Another way to get exposure for your company is to sponsor or host an event.

With that in mind, here in the Greater Northern Lehigh

Chamber we have a few events scheduled for the coming months and we'd love for you to support us by attending and sponsoring if you can! Friday October 6th, First Friday Spirit Walk along the Walnutport Canal, hosted at The Walnutport Canal Association. Saturday, October 7th is "The Gathering", which is a community event with food and refreshments, music and other entertainment at the covered bridge along the Slate Trail. Then on October 20th, we will be hosting our 3rd annual Mountain Road Rumble Tailgate prior to the Northwestern vs Northern Lehigh football game to benefit the Bo Tkack Under the Helmet and Hat Foundation and Brett Snyder's ALS Foundation. We will be looking for sponsors and participants for all of these events, contact Alice for more details at [alicew@lehighvalleychamber.org](mailto:alicew@lehighvalleychamber.org) or 484-274-2080.

Hope to see you out and about this month. 🌞



**Photo 1:** Alice Wanamaker swears in the incoming board of directors at the Greater Northern Lehigh Chamber annual picnic.  
**Photo 2:** The 2017-2019 Board of Directors (l-r, back row) Alice Wanamaker, Jeff Barlett, Andrew Gildner, Drew Maron, Gary Fedorcha, Kevin Schmidt, (l-s front row) Debbie Minnich, Monica Sellers, Jack Bechtel, Nancy Treskot, Cindy Miller, Craig Brady, Mayor Walter Neidermeyer, Marlyn Kissner and Tony Iannelli.  
**Photo 3:** Guests enjoyed a picnic dinner, games, music and great networking.  
**Photo 4:** Employees from Neff's National Bank took the afternoon to enjoy networking and a great meal at the annual membership appreciation picnic.

## Sherry Clewell Photography

& Entertainment



610-435-7516



Free Visit  
**610.435.7516**  
Call now

Live Music  
Weddings  
Engagements  
Celebrations  
Graduations  
Portraits  
Corporate  
Product  
Headshots  
Funerals  
Trade Shows  
& more



[www.sherryclewellphoto.weddingherald.com](http://www.sherryclewellphoto.weddingherald.com)



View photos from KidsPeace Golf Classic at:  
[www.kpgolfclassic.photoherald.com](http://www.kpgolfclassic.photoherald.com)





## HELLERTOWN-LOWER SAUCON

*Ricky Gower*  
 Hellertown-Lower Saucon Chamber Chair  
 610-674-1141 • [Rgower@bbandt.com](mailto:Rgower@bbandt.com)

We have just concluded a very successful Music in Dimmick Park Summer Concert Series! Following Hellertown Lower Saucon Community Day on August 19, we enjoyed a fantastic performance by James Supra and Sarah Ayers. Thank you to Lost Tavern Brewing, Hop Hill Brewing Co., Sleepy Cat Urban Winery, Aioli Food Truck, Cool Treats Ice Cream Truck and Licensed 2 Grill for providing delicious food and beverages for the event. A special thank you goes to our Concert Series sponsors: Spirk Brothers, Inc., Lost River Caverns, Heintzelman Funeral Home, Money Mailer of Bethlehem, Law Offices of Mark P. Albright, BB&T of Hellertown, Working Dog Press, and Saucon Source for sponsoring our concert series. We have been overwhelmed with the positive feedback from all five concerts—look for our next concert series lineup during summer 2018!

We begin a new round of quarterly Business Roundtables

starting on Monday, September 11, 2017. These informal idea sharing sessions have been very productive for Hellertown/Lower Saucon business owners. Our Chamber and local municipal leadership hear our voices and willingly turn the thoughts, ideas, and concerns into action as evidenced by recent improvements to Hellertown Borough pedestrian cross walks.

Make sure to stay up to date on all the things we have going on, by visiting our Facebook page. Mark your calendars on Thursday, September 7 for the Christmas in September Holiday Preview Party at Revolutions at Saucon Valley. Also, make sure to join the Saucon Valley community at Saucon Harvest Fest on Saturday, October 14 for live music showcasing local tastes of delicious food and beverages. We hope you had a great summer and look forward to seeing you at these upcoming events! 🌟

### HELLERTOWN- LOWER SAUCON SMALL BUSINESS ROUNDTABLE

*The Hellertown-Lower Saucon Chamber of Commerce seeks to be a working partner of - and advocate for - local businesses, but this can't happen without your input.*

Whether or not you're currently a member of the Chamber, we'd like you to join us at our upcoming business round table hosted by the Hellertown-Lower Saucon Chamber.

**Location: Braveheart Highland Pub**  
 430 Main St. Hellertown PA  
**MONDAY, September 11th 5:30pm – 6:30pm**

No cost to you! | Your Voice, your Opinion! | Brainstorming session for HLS Region

Please contact Jessica O'Donnell with questions: 610-573-4010

**The 2nd Annual Whitefield After Dark:  
Live on the Lawn **FREE OUTDOOR CONCERT****

**MHS**  
 MORAVIAN HISTORICAL SOCIETY  
**September 22 2017**  
 214 E Center St  
 Nazareth, PA  
 Bring your blankets and lawn chairs!  
[moravianhistoricalsociety.org/whitefieldafterdark.htm](http://moravianhistoricalsociety.org/whitefieldafterdark.htm)

Local Food & Beer  
Family Friendly

**FREE ENTRY / 6-8 PM**

**SPONSORSHIP & VENDOR INFO**  
[RENEEK@LEHIGHVALLEYCHAMBER.ORG](mailto:RENEEK@LEHIGHVALLEYCHAMBER.ORG)

## Christmas in September!

**Holiday Preview Party | Thursday, September 7<sup>th</sup>, 5:30 - 7:30pm**

**Holiday Menu Sampling & Cocktails**

*Come Taste, See, & Enjoy all we have to Offer as part of the Revolutions Experience!*

*Free Dessert if you book by November 1st!*

Please RSVP by August 31<sup>st</sup>  
 Email: [SauconSales@RevolutionsBowl.com](mailto:SauconSales@RevolutionsBowl.com) Call: 484.935.3001 ext 1

\*A fifteen (15) guest minimum is required to qualify for bonus dessert production. Please see a sales associate for available dessert options. & Deposit is required for all pre-planned events and is due upon acceptance of contract.

**REVOLUTIONS AT SAUCON VALLEY**  
 3717 Route 378, Bethlehem, PA 18015 | 484.935.3001  
[RevolutionsBowl.com](http://RevolutionsBowl.com)

**The Chamber**  
 GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

## Leverage Your Benefits!

**Alison Pickel**  
 SVP Member Relations  
[alisonp@lehighvalleychamber.org](mailto:alisonp@lehighvalleychamber.org)

**Contact Us Today!**

**Gina Martens**  
 SVP Member Relations  
[ginam@lehighvalleychamber.org](mailto:ginam@lehighvalleychamber.org)





## NAZARETH BUSINESS COUNCIL

*Sue Jarvis, CPA, CVA*  
*Chair, Nazareth Business Council*  
 610-759-4056 • [sjarviscpa@rcn.com](mailto:sjarviscpa@rcn.com)

The Nazareth Borough has just completed its annual celebration of Nazareth Day, a community celebration including an expanded farmer's market, vendors, crafters, discounted admission to the Borough pool and concluding with a phenomenal fireworks display. And there is even more to celebrate: we have just been informed that a new brewpub, Birthright Brewing, will be settling in to a location on Main Street! The pub is owned and operated by Wayne Milford and he will be ready to open in a few months. Wayne's vision for the pub will re-purpose an existing open storefront and that is wonderful news for the community. A second pub is in the wings and the owners are already at work on Belvidere Street in another open storefront; more on this

venture next month!

To continue to encourage economic development and growth, the Nazareth Business Council has been assisting business owners and the Borough Council with the development of a parking permit proposal. Business owner and NBC board member, Amy Cozze of Cozze Cakes on Main Street has been instrumental in bringing the business community together and has now initiated a new Facebook page for business owners and organizations in Nazareth. Her efforts have opened a new and candid dialogue between the commercial business owners, residents and Borough council and we look forward to strengthening that relationship and those efforts.



## NORTHAMPTON AREA CHAMBER

*Tony Pristash, Owner, All Things Framed*  
*Northampton Area Chamber Chair*  
 610-262-8669 • [allthingsframed@rcn.com](mailto:allthingsframed@rcn.com)

Greetings and salutations, NACC members. In our boards ever-continuing efforts to help you receive more "value" from your Chamber membership, we recently crafted and distributed a comprehensive survey for your input. By this time, you should have either received one thorough a personal visit from one of our Board members or through the mail.

The purpose of this current survey is to be a valuable tool insuring your opinions and voices are heard. As the survey states:

The Northampton Area Chamber of Commerce is conducting this opinion survey by contacting a cross-section of "opinion leaders" in our communities – both chamber members and non-chamber members - to provide its board of directors with information that can be used to develop action plans to better target its business advocacy role, encourage business development

and success in our communities, address deficiencies in its current operating model, and enhance those activities that the business community feels are important, both to our communities and the local chamber. Responses gathered will be assembled and grouped in a manner to maintain confidentiality during the board's discussion, except in those cases where the business asks for specific feedback on points raised during the interview. Completion of the survey and a summary of its findings are targeted for September 2017.

If you have already completed and sent back your survey, thank you! If you haven't please let this be a reminder for you to complete it and get it back to us as soon as possible. Should you have any further questions or need another copy of the survey, please contact Renee at [reneek@lehighvalleychamber.org](mailto:reneek@lehighvalleychamber.org). Again, thank you, we look forward to your input.



# 2nd Thursday



**Thursday, September 14th**  
**5PM - 7PM**  
**510 Sycamore St**  
**Nazareth, PA 18064**

Jazz up your networking and enjoy live music by Heid Ott, appetizers, beer and wine. Take a tour through the open Martin Guitar Museum and 1833 Gift Shop

To Sponsor or RSVP: [Reneek@lehighvalleychamber.org](mailto:Reneek@lehighvalleychamber.org)  
 Member Ticket: \$10 Future Member Ticket: \$15

## Uptown Northampton Street Fair

**September 9th, 2017**  
**Main Street - 10 am-5pm**  
**Rain or Shine!**





**Sponsorship & Vendor Opportunities:**  
 Contact [Reneek@Lehighvalleychamber.org](mailto:Reneek@Lehighvalleychamber.org)



## Happy 5 Year Anniversary

# Karen's Kutz!

**September 7th, NOON**  
**2006 Center Street**  
**Northampton**

Join us at Karen's Kutz for a ribbon cutting ceremony and open house to celebrate 5 years of business! Complimentary refreshments!

RSVP: [Reneek@LehighValleyChamber.org](mailto:Reneek@LehighValleyChamber.org)




On Every Main Street!





## WHITEHALL AREA CHAMBER

Larry Kacyon, L-A Advertising

Whitehall Chamber Chair

lkacyon@l-aadvertising.com · 610-799-3382

**Lights On In Whitehall** - The Whitehall Area Chamber of Commerce is pleased to announce that Whitehall Township received a matching grant of \$2,000 for holiday lighting on MacArthur Road. Special thanks and recognition to the Chamber Main Street Foundation, now providing 10 years of outstanding community support.

**In The Know** - On Thursday, September 14 at 11:30 am visit us for a luncheon at Fellowship Community to hear Whitehall Township Mayor, Edward Hozza present an update on all of the community events and new business development occurring in and around Whitehall.

**Celebrate With Us** - On Thursday, November 16 from

5:00 pm to 7:00 pm join us at the Lehigh Valley Mall to celebrate the holidays! Participate in our annual tree lighting, gift basket raffle, wine and food tasting event by bringing a toy in support of Toys for Tots.

Interested in getting involved? Let us know. We are expanding the number of seats on our board of directors from 18 to 25 to allow more of our members to have a say in the future of our Chamber.

Have an idea for an event or want to help out? Let us know. We want to ensure we're serving the needs of YOU, our members and the community in which we live, work, play and shop. Follow us on Facebook at: [www.facebook.com/whitehallarea.chamber](http://www.facebook.com/whitehallarea.chamber) We look forward to seeing you in Whitehall!



# SAVE THE DATE

Come hear first hand from local Mayors on updates and projects happening in their areas!

In attendance will be Mayors from Whitehall Area, North Catasauqua, Coplay, Northampton, and Catasauqua.

**LOCATION**  
Fellowship Community, Zentz Community Center  
3000 Fellowship Dr, Whitehall, PA

Whitehall Area Chamber presents

# MAYORS' UPDATE LUNCHEON

**THURSDAY SEPTEMBER 14**

11:30 AM - 12 PM  
Registration  
12:00 PM - 1:00 PM  
Program

**COST**  
\$20/ Member  
\$40 / Future Member

Register by contacting  
[greggy@lehighvalleychamber.org](mailto:greggy@lehighvalleychamber.org)  
610-739-1520



Now presenting to you the 2017-2018 Whitehall Area Chamber of Commerce Board of Directors. We are excited about the merger under the Greater Lehigh Valley Chamber of Commerce for so many reasons, but excited for you, our members to see all that we have planned this year!

## Congratulations

TO OUR OWN

### Mr. & Mrs.

### Greg Yestrumskas

Your Chamber Family wishes you a lifetime of happiness

## Take Your Team To New Heights

Team building at Blue Mountain Resort allows you to take a break from the office and experience the outdoors, all while building a stronger team!

**Our programs focus on:**

- Positive Communication
- Self-Development
- Empowerment
- Developing an Atmosphere of Trust
- Support
- Leadership
- Problem Solving

Save your spot today!

610.826.7700 | [skibluemt.com](http://skibluemt.com)

**BlueMountain RESORT**



# BECOME A FEATURED BUSINESS STORY OF THE MONTH

Greater Lehigh Valley Chamber of Commerce AUGUST 2017

## CONNECTIONS

### Center for Vision Loss - Looking Beyond

By Gina Martens, Staff Writer

**Vision**

According to the Centers for Disease Control, 80 million Americans are estimated to have potentially blinding eye diseases, including the age-related eye conditions: cataracts, macular degeneration, diabetic retinopathy, and glaucoma. These numbers will probably double by 2030 as the population grows older. The 2015 American Community Survey 1-Year Estimate records that nearly 15,000 Lehigh Valley residents report having serious difficulty seeing even when wearing glasses.

Healthy vision is often taken for granted but consider what life would be like if you could not see well enough to read, write, check, or drive your car safely. You might become angry, sad or depressed. Many Lehigh Valley residents can no longer perform common activities of daily living because they are challenged by visual impairment, a condition in which their vision is no longer correctable with glasses, contact lenses, surgery or medication. This is where our agency can help.

The Center for Vision Loss is the only community-supported organization serving Lehigh, Northampton and Monroe Counties dedicated to improving the lives of people with vision loss and promoting healthy vision in the community. Since 1928, we have provided social services programs to equip individuals with the adaptive skills they need to get back to their accustomed level of independence.

Low Vision Specialist Dr. Anthony J. Silvestri, OD, directs our Low Vision Clinic. Following a low vision exam, he introduces the customer to various kinds of assistive products which make use of their residual vision.

Our clients had a fun time creating colorful landscapes when they tried their hand at tactile painting.

Because we also want our community residents to understand why maintaining good eye health at any age is important, we also provide free vision screenings and educational programs about eye health and safety.

Last year, we screened nearly 7,000 children at day care centers, preschools and kindergarten registrations using the SCRT high tech vision screener by Welch Allyn. We referred 789 children to eye care professionals for further evaluation.

If you have a young child, find out if your facility participates in our screening program. If not, ask the administrator to call us for more information.

For if the time comes when you must consider your options in living with vision loss, please contact us. The Center for Vision Loss stands ready to help you "look beyond vision" for a more productive life!

Attending Lifeskills classes enables our clients to learn new skills and use assistive technology to improve their lives with vision loss.

**Services Available at the Center for Vision Loss:**

1. Vision Rehabilitation Support Services
  - Casework and In-Home Services
  - Support Groups
  - Lifeskills Education
  - Socialization/Recreational Activities
2. Low Vision Services
  - Low Vision Exams with Low Vision Specialist, Dr. Anthony J. Silvestri, OD
  - Introduction to Assistive Products and Technology
  - Low Vision Store
3. Community Outreach
  - Free Vision Screenings for Children and Adults
  - Community Education Programs about Eye Health and Safety
  - Training Resources for Eye Health

**Just the Facts:**

Organization Name: Center for Vision Loss  
Executive Director: Douglas A. Yingling  
Lehigh Valley Office: 610-433-6018  
Monroe Office: 717-992-7787

For More Information or to Volunteer or Donate:  
www.centerforvisionloss.org  
info@centerforvisionloss.org  
www.facebook.com/lowvision45

If you are interested in being a Featured Member of the Month, contact Gina Martens at

ONLY  
\$2,000

### As the Featured Member of the Month you will receive:

- A full page story and photos in The Chamber's Connections Magazine written by professional journalist (\$1500 value)
- Business promotion on WAEB morning show with Bobby Gunther Walsh and Chamber President Tony Iannelli (\$300)
- Social media campaign designed around your story on Facebook, Twitter, Chamber blog, and LinkedIn (\$300 value)
- An email blast announcing your story to over 9,500 Chamber members (\$500 value)

For more information contact  
Gina Martens at [ginam@lehighvalleychamber.org](mailto:ginam@lehighvalleychamber.org) or  
Alison Pickel at [alisonp@lehighvalleychamber.org](mailto:alisonp@lehighvalleychamber.org)



## Ribbon Cutting Ceremony

### David's Italian Market

David's Italian Market Ribbon Cutting & Grand Opening Celebration

Thursday, September 7, 2017 from 5pm – 7pm  
Ribbon Cutting to take place at 5:30pm

Get a taste of what David has to offer with complimentary food & drinks.  
Free on Street Parking!  
Free to Attend!

Check out David's Italian market on social media at  
<https://www.facebook.com/davidsitalianmarket/>  
[www.emmausmainstreet.com](http://www.emmausmainstreet.com) for more information.  
Let us know you're coming! Contact Meghan Reed, [Meghanr@lehighvalleychamber.org](mailto:Meghanr@lehighvalleychamber.org) | 610-739-1273

Check out David's Italian market on social media at  
<https://www.facebook.com/davidsitalianmarket/>  
[www.emmausmainstreet.com](http://www.emmausmainstreet.com) for more information.  
Let us know you're coming! Contact Meghan Reed, [Meghanr@lehighvalleychamber.org](mailto:Meghanr@lehighvalleychamber.org) | 610-739-1273

Emmaus MAIN STREET PARTNERS Proud Partner of The Chamber

SAT. OCTOBER 14, 2017



EURANA PARK - WEATHERLY, PA

12 - 6 PM

TRACTOR SHOW ~ GAMES ~ MUSIC ~ BEER ~ FOOD

VENDORS REGISTER:

484-274-2080 or [ALICEW@CARBONCOUNTYCHAMBER.ORG](mailto:ALICEW@CARBONCOUNTYCHAMBER.ORG)

[WWW.CARBONCOUNTYCHAMBER.ORG](http://WWW.CARBONCOUNTYCHAMBER.ORG)



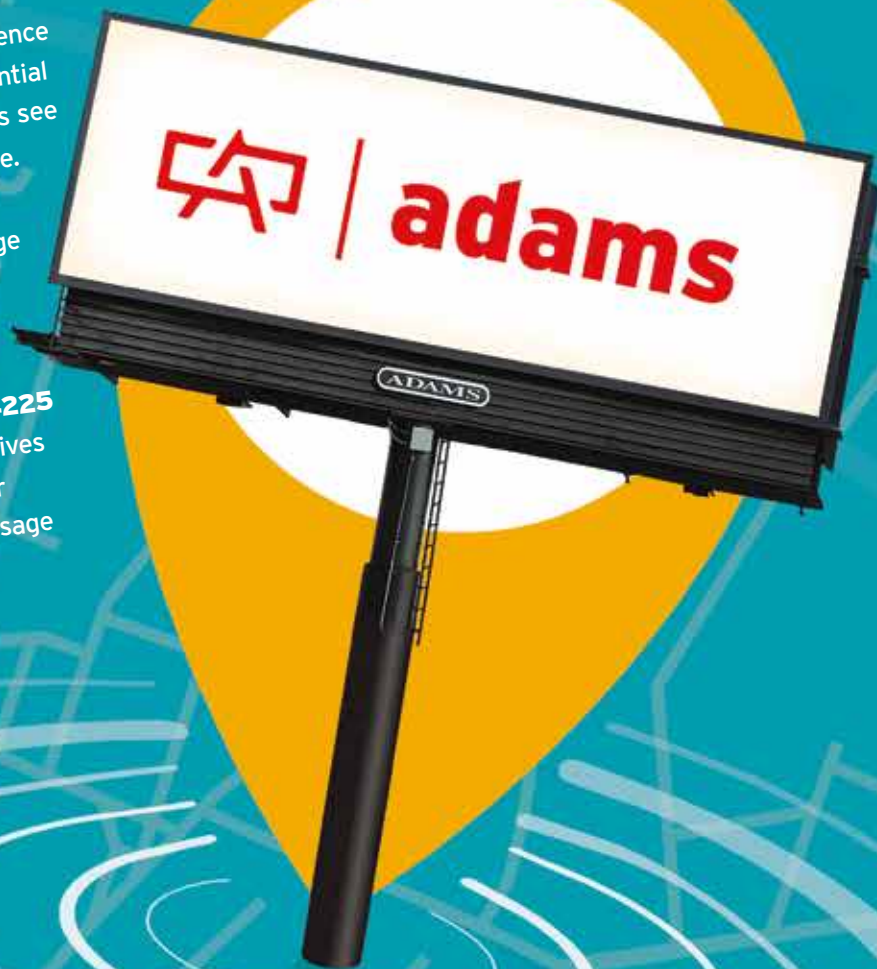
# FIND YOUR LOST AUDIENCE WITH OUR GPS\*

Let **Adams Outdoor Advertising** put you on the map. Your audience is out there and they're looking for you. We can help. When potential customers, those in need of your services or savvy consumers see our **GPS (Giant Promotional Systems)**, a connection is made.

With **70 outdoor digital displays in Eastern PA**, your message can be broadcast to **90% of the market**. And, compared to other local media, we can do it for a lesser investment.

Reach out to **Sales Manager, Jeff Chandler at 610-403-4225** to schedule an appointment today. We'll discuss your objectives and craft a strategy that best fits your needs. Plus, with our full-service, award-winning Creative Department, your message will be sharp enough to cut through the clutter.

**Your audience is lost without us.  
Let's bring them home.**



## \*GIGANTIC PROMOTIONAL SYSTEMS

2176 Ave. C, Bethlehem • [adamsoutdoor.com](http://adamsoutdoor.com) • [t](#) [in](#) [f](#) [facebook.com/adams.lv](https://facebook.com/adams.lv)



# Member News



**The Bach Choir of Bethlehem** announces its 2017-18 Season of Musical Milestones, as we celebrate our 120th birthday! Free Bach at Noon concerts begin on September 12 in Bethlehem; we'll welcome the world-famous German Boys' Choir THOMANERCHOR for our Gala Concert on November 11. BACH.org for more information.

**KingSpry** is pleased to announce the firm's continued growth with the addition of a new attorney; Alan S. Battisti joins KingSpry as a partner where he will focus his practice in litigation and insurance defense law. He is admitted to practice law in Pennsylvania. Mr. Battisti served most recently as a Director of Forry Ullman. His experience also includes service as a Northampton County Solicitor. Mr. Battisti earned his Juris Doctorate from the Dickinson School of Law and his B.B.A. from Temple University. He is a member of the Northampton County Bar Association, the Pennsylvania Bar Association, and the Wilkes-Barre Law & Library Association.

**KingSpry** is pleased to announce the firm's continued growth with the addition of a new attorney; Ryan K. Fields as an associate, where he will be focusing his practice in Family and Education Law. He is admitted to practice law in Pennsylvania and New Jersey. Most recently, he was an associate with Pfeiffer, Bruno, Minotti and DeEsch. Mr. Fields earned his Juris Doctorate from the University of New Hampshire School of Law and his B.S. in Music Industry from Northeastern University. He is a member of the Northampton County Bar Association.

**Straight Arrow Products, Inc.**, the makers of the Original Mane 'n Tail Shampoo and Conditioner have entrusted Derrike Cope to do a repeat performance in the #55 with Premium Motorsports at the Bojangles' Southern 500 Throwback Event at Darlington Raceway on Sunday September 3, 2017. Derrike Cope was the original driver of the 1994 Mane 'n Tail #12 car owned by Bobby Allison Motorsports and will be the only Driver in NASCAR to be driving his own throwback as well as his throwback color scheme reveals the true sponsor for the event! Straight Arrow continues to manufacture all of its own products right here in the USA, adhering to strict quality assurances,

guidelines and consistently meeting a high-performance standard. Straight Arrow Products, Inc. 2020 Highland Ave. Bethlehem, PA 18020 phone: 610-882-9606 [www.straightarrowinc.com](http://www.straightarrowinc.com)

**The Pennsylvania Department of General Services** has announced open registration for the PA Procurement Expo & Forum featuring hundreds of suppliers exhibiting the latest in products and services, state procurement officers from a range of commonwealth agencies ready to answer your questions, and more than 50 educational workshops on the best practices in procurement. Register today to be part of Government that Works on September 6-7, 2017 at the PA Farm Show Complex in Harrisburg. If you have questions about the Expo, or want to learn more about being an exhibitor, email the organizers at [info@paprocurementexpo.com](mailto:info@paprocurementexpo.com).

Progressive rock icons **King Crimson**, have announced an extension to their 2017 North American 'Radical Action' Tour, including a stop at Miller Symphony Hall in Allentown, PA on Saturday, November 11. Tickets are on sale at Ticketmaster and the Miller Symphony Hall Box Office.

Christa Martin, Assistant Vice President/Retail Mortgage Loan Officer of **QNB Bank**, recently completed coursework at the 2017 Pennsylvania Bankers Association (PA Bankers) School of Banking, June 4-8, at the Penn Stater Conference Center in State College, Pa. Martin has served the banking industry for 17 years. At QNB, she is responsible for interviewing customers, originating applications and prequalification's and conducting loan closings and is also responsible for coordinating loan transactions with other parties such as Realtors, title companies and builders.

**Lehigh Financial Group LLC** has made it possible for a New York investor with Lehigh Valley roots to purchase a portfolio of properties including nine properties on Birkel Street that houses Lehigh University students in Bethlehem and one multifamily property located on Susquehanna Street in Allentown. The \$1,650,000 purchase was completed in July. Christa Rimonneau of Brooklyn, founder of CRTS Properties

LLC, has been investing in the Lehigh Valley for nearly 10 years and has properties in Easton and Bethlehem. CRTS Properties LLC is excited to be adding to their Lehigh Valley portfolio.

**Captured LV Escape Room** premiered its third escape room, The Mayan Temple- Countdown to the World's End, last month. Captured LV Escape Room is a live, interactive adventure where players find clues and solve puzzles to escape the room within 60 minutes. The Mayan Temple is custom designed and created for six to ten players. Captured LV caters to families, friends, corporate groups, team building and staff bonding. Captured LV is locally owned and operated and located at 559 Main Street, Bethlehem. Tickets are available at [capturedlv.com](http://capturedlv.com).

Join **Cedar Crest College Butterfly Garden** on Saturday, September 9 at 10:30 am in Allentown for a beautiful celebration of life as they release 250 monarch butterflies in honor and memory of a loved one touched by cancer. Event highlights include: Rob Vaughn, Channel 69 News - Emcee, free admission, children's crafts and activities, 50/50 raffle, door prize, live music and refreshments. Special appearance by Pink Heals LV Chapter. Paper and live Monarch butterflies are available with donation. Proceeds benefit the Cancer Support Community of the Greater Lehigh Valley. Rain Date; Sunday, September 10, 3 pm. <https://whennow.com/event/wings-of-hope>

Find a place of Calm in the midst of Chaos. Join our Women's Yoga Series offered monthly at **Kula Heart Yoga & Wellness, LLC**, Bethlehem. If you feel 'lost' within the responsibilities of child raising, romantic relationships, or stressful careers. Then find out how you can create expression and joy in life, reaching your highest potential, and letting go of the things that hold you back so that you can create a real difference in the world. The program will include breathing exercises, meditation, yoga, and community building skills. A different topic each month is offered in this two hour program. Sept. 20, Oct. 18, Nov. 15 and Dec. 13 from 6:30 until 8:30 pm. Pre-registration is required only \$25, call the studio 610-746-5852(KULA) or purchase a ticket online at [www.kulaheartyyoga.com](http://www.kulaheartyyoga.com).

The Mid-Atlantic Chapter of the National Academy of Television Arts and Sciences announced 2017 Emmy® nominations at the PPL Public Media Center at PBS39 last month.

**ASR Media Productions** received five nominations for various segments. Ashley Russo, president and executive producer of ASR Media Productions and the host of The PEAK TV, states, "I am so proud of our team. Their dedication to a superior product was recognized tonight. Sharing the stories of the Greater Lehigh Valley is what drives us each day." The 2017 NATAS Mid-Atlantic Emmy® Awards will be held on September 9, 2017, at the Hershey Lodge, Hershey, PA.

**The Animal Food Bank of the Lehigh Valley** needs your HELP! We're running low on dry cat food - any donations big or small would be greatly appreciated. Donations can be dropped off at any of our official Drop-off Location Sites OR at the Animal Food Bank by appointment. Questions? Please contact us: [afblehighvalley@gmail.com](mailto:afblehighvalley@gmail.com) | Website: <http://www.afblv.com/> 'Like' us on Facebook to stay in touch! <https://www.facebook.com/AnimalFoodBankLV> We're located in Emmaus - 860 Broad St., Emmaus, rear of the building.

**Countess Communications** enjoyed an ambitious first year as video provider for ArtsQuest during their biggest event of the year, Musikfest. Video assets were used throughout the festival on ArtsQuest social media channels, with extended versions being used for marketing Musikfest 2018.

Impact Symposium: Privacy & Security in the Era of Big Data will be hosted on September 15 from 9:00 am until 3:30 pm. The symposium is free and open to the public with limited seated; registration is required. Hosted by **Lehigh University College of Business and Economics**, The era of big data offers significant opportunities to enhance societal and firm value. However, the promise underlying this realization rests upon the dual aspect of privacy and security. Without privacy, individuals can be placed in harm's way. Without security of an individual's data to allow for its use, the value of data may not be realized.



# ALL THOSE IN FAVOR OF A NEW PHONE PROVIDER RAISE YOUR HAND.

Is your current business phone provider losing the popular vote? When you need a feature-rich, cost-effective phone solution, look no further than RCN Business Phone with Call Manager:

- Provides capacity for up to 24 phone lines
- Includes over 30 productivity-enhancing features: Unlimited Local and Long Distance, Voicemail, Voicemail-to-Email, Call Hunting, and more
- Offers optional add-ons including competitively priced international call rates, eFax, Advanced Auto Attendant, and Conference Bridge

All features are managed through our Web-based portal, and our 24/7/365 dedicated local support is available should you need it. Pair RCN Phone with our incredibly fast high-speed Internet for a telecom solution that's sure to raise your business productivity and efficiency!

**CALL TODAY AND SAVE!**

**877-RCN-7000**

[rcn.com/business/lehigh-valley](http://rcn.com/business/lehigh-valley)

**\$29<sup>99</sup>\*  
mo**

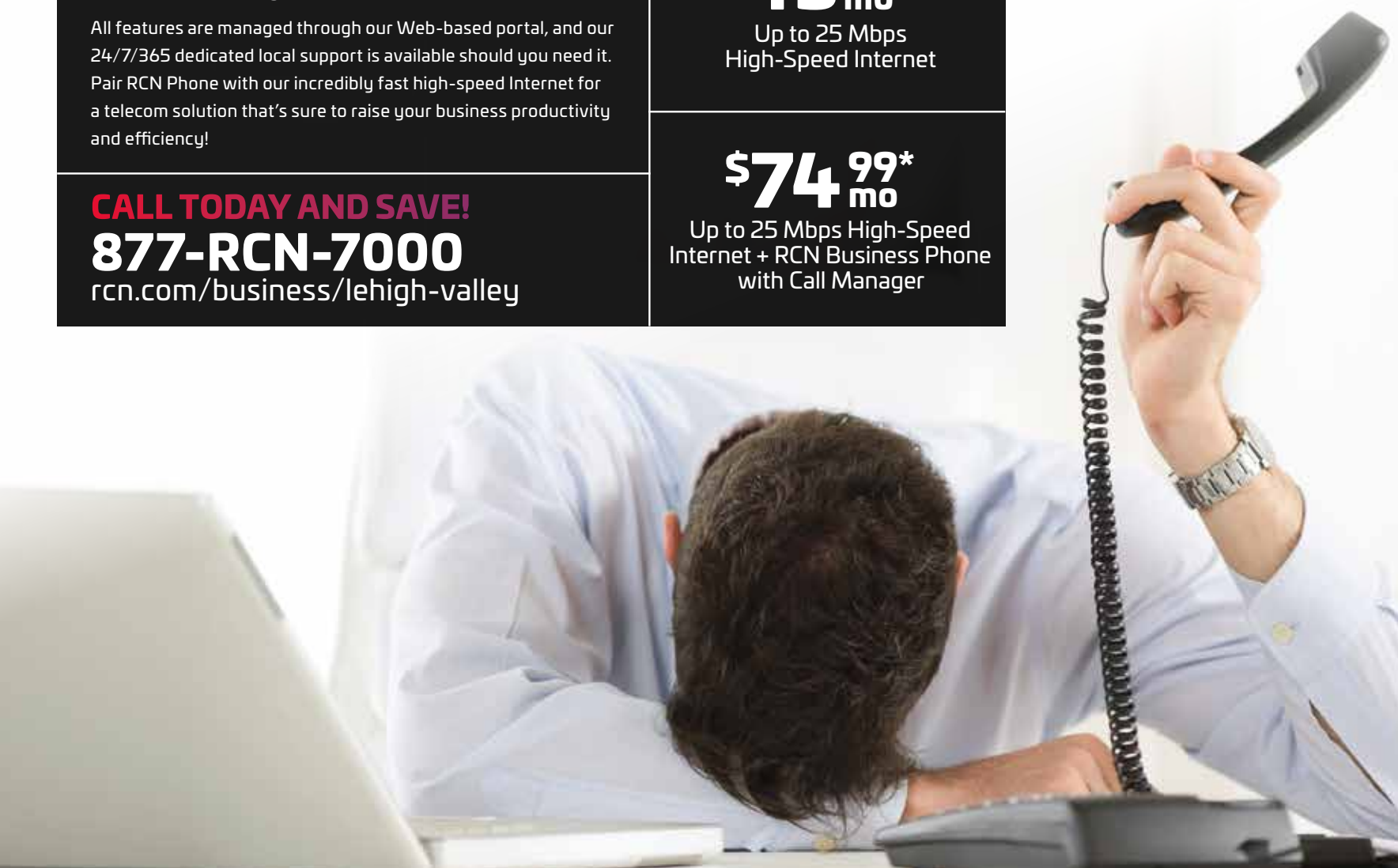
RCN Business Phone  
with Call Manager

**\$45<sup>00</sup>\*  
mo**

Up to 25 Mbps  
High-Speed Internet

**\$74<sup>99</sup>\*  
mo**

Up to 25 Mbps High-Speed  
Internet + RCN Business Phone  
with Call Manager



RCN FOR BUSINESS

IMAGINE BETTER

\*Rates are monthly and may require an agreement of up to (3) years. Other speeds and agreements available. Offer is valid for new, qualified RCN business customers only. Offer includes one line of RCN Business Phone with Call Manager. All services must be maintained and active in order to receive monthly discounted offer. Internet download and upload speeds may vary and are not guaranteed. Offer expires December 31, 2017. All sales subject to equipment charges, installation fees, applicable surcharges, franchise fees and taxes, equipment compatibility, and service availability and are not included in offer. One-time charges, including installation fees, are not included. No substitutions. A trademark of Ziff Davis, LLC. Used under license. Reprinted with permission. ©2017 Ziff Davis, LLC. All Rights Reserved. Other restrictions may apply. Not all services available in all areas. ©2017 RCN Telecom Services (Lehigh), LLC. All rights reserved.





# Call on the power of your Chamber membership.

Your membership in one powerful organization—the Greater Lehigh Valley Chamber of Commerce—provides you with a special opportunity to be part of another: Constellation. As the nation's leading commercial competitive power provider, Constellation takes the time to understand your business and your energy needs. We offer solutions to help you buy, manage and use power strategically to reach your goals. And Constellation can tailor its resources to be the perfect fit for every size business, from a retail store in Emmaus to a manufacturing plant in Bethlehem.

## Put the power to work for you!

For a limited time, Constellation will provide payment of next year's Chamber dues for qualifying new and renewing power customers.

To learn more, call **(610) 674.1244** or visit **PowerUpMyGLVDues.com**



**Constellation.**

An Exelon Company

**America's energy choice.<sup>SM</sup>**

©2015 Constellation Energy Resources, LLC. The offerings described herein are those of either Constellation NewEnergy Gas Division, LLC, Constellation NewEnergy, Inc., Constellation Energy Services—Natural Gas, LLC, Constellation Energy Services, Inc. or Constellation Energy Services of New York, Inc., affiliates of each other and ultimate subsidiaries of Exelon Corporation. Brand names and product names are trademarks or service marks of their respective holders. All rights reserved. Errors and omissions excepted. Constellation is the endorsed electricity supplier of the Greater Lehigh Valley Chamber of Commerce, which receives compensation for its promotional and marketing efforts from Constellation. Certain conditions may apply to this offer. Constellation will include the cost of next year's Chamber dues in your energy price and pay them on your behalf.

Source: DNVGL, June 2015.



## Valley Advantage EPO<sup>SM</sup>

Network in collaboration with St. Luke's University Health Network



Highest  
standard  
of care

Collaboration  
for better  
health

Lower  
out-of-pocket  
expenses

Programs to help  
minimize chronic  
care costs

Employee  
engagement

The high-quality benefits and services of the Capital BlueCross family of companies. And the renowned doctors and hospitals of St. Luke's University Health Network and other practices throughout the Lehigh Valley. With this combination, we bring you an Exclusive Provider Organization with a unique level of advantages for your organization and employees.

To learn more, call **855.505.BLUE (2583)**.

Capital **BLUE** 



capbluecross.com | capitalbluestore.com

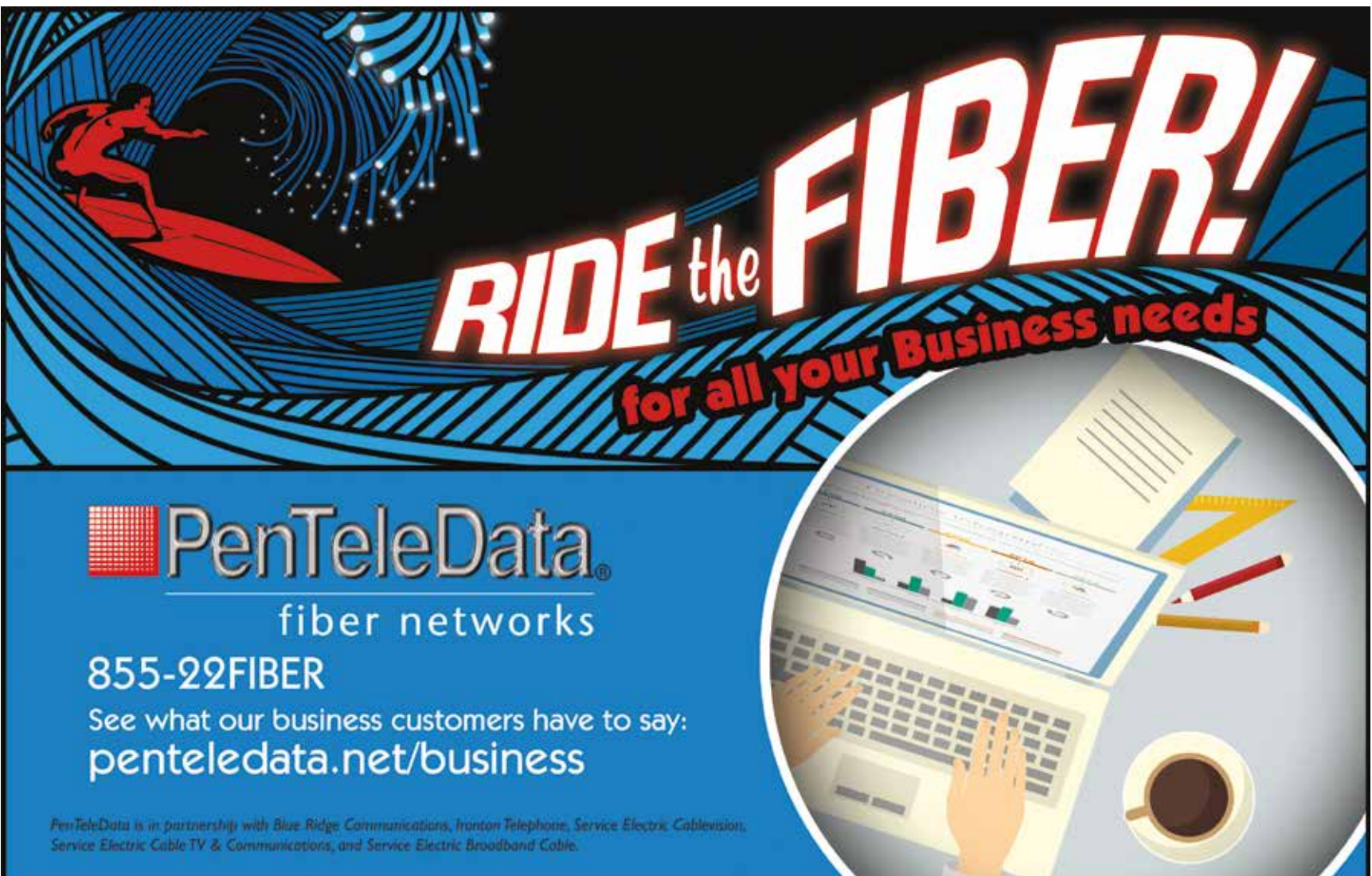
Valley Advantage EPO<sup>SM</sup> is issued by Capital Advantage Assurance Company®, a subsidiary of Capital BlueCross. Independent licensees of the BlueCross BlueShield Association.

PRSR STD  
U.S. Postage  
PAID  
Lehigh Valley, PA  
PERMIT #65



**One East Broad Street, Suite 560  
Bethlehem, PA 18018**

Time Dated Material



**PenTeleData**  
fiber networks  
855-22FIBER  
See what our business customers have to say:  
[penteledata.net/business](http://penteledata.net/business)

PenTeleData is in partnership with Blue Ridge Communications, Ironton Telephone, Service Electric Cablevision, Service Electric Cable TV & Communications, and Service Electric Broadband Cable.