The Chamber

GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

On Every Main Street!

What's in it for you!

www.LehighValleyChamber.org

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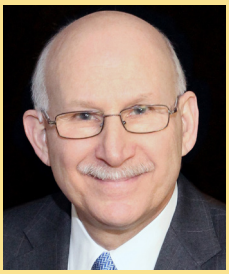
A Promise and a Pledge



There is nothing more exciting than promise and hope; this booklet is a roadmap for taking a quantum leap for a lifetime of success.

As you contemplate the possibilities of this Chamber to boost your business dreams, and the formation of lasting partnerships of endless business connections, please accept my assurance that everything you need... everything... is within the walls of this Chamber.

A new world awaits and brings a robust value for your membership; not just a return on your investment; but in friendships, community service and networking opportunities. A new lifestyle is created that will never leave you alone and searching. A tireless Chamber staff awaits you that will help motivate, attract and retain your greatest assets... your employees and clients. If you simply raise your hand and say "yes" I want to serve, participate eagerly and create a new standard of living that will reward you countless times.

As a Chamber Ambassador I want to welcome you to trust the power of relationships; fall in love with the unlimited resources and doors that will be opened. Our team will help engage and connect you, this is our pledge and commitment; you will not have to walk this path alone. Let me take this opportunity and encourage you make a decision that will have you energized; you are ready for a breakthrough and we are here to guide you and give you the tools.

Turn the page, opportunity awaits.

Bob Friedman
Ambassadors Council

*Photos courtesy of The Morning Call, Hub Willson Photography, Rachel Amelio Photography, Sherry Clewell Photography, and www.i360tours.com / John Wilchek Jr.

Publication Date: February 9, 2018

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18 Offices Serving Greater Lehigh Valley Communities

On Every Main Street!

Offices in Albrightsville, Allentown, Bethlehem, Coopersburg, Easton, Emmaus, Hellertown, Lehighton, Lower Saucon Township, Nazareth, New Tripoli, Northampton, Palmerton, Phillipsburg, Schnecksville, Slatington, and Whitehall!

Albrightsville Office:
Mauch Chunk Trust Building
7 Pine Point Drive
Albrightsville, PA 18210

Allentown Office:
840 Hamilton Street, Suite 205
Allentown, PA 18101

Bethlehem Office:
One East Broad Street, Suite 560
Bethlehem, PA 18018

Coopersburg Borough Hall Office:
5 N. Main St.
Coopersburg, PA 18036
Thursdays

Easton Office:
158 A Northampton Street
Easton, PA 18042

Emmaus office:
191 Main Street, Suite 101
Emmaus, PA 18049

Hellertown Office:
685 Main Street
Hellertown, PA 18055
Office Hours on First, Second and Fourth Friday of the Month

Lehighton Office:
137 South Street
Lehighton, PA 18235

Lower Saucon Township Office:
3700 Old Philadelphia Pike
Bethlehem, PA 18015
Third Friday of the Month

Nazareth Office:
18 South Main Street
Nazareth, PA 18064

New Tripoli Office:
Heidelberg Township Building
6272 Route 309
New Tripoli, PA 18066
By appointment only.

Northampton Office:
1637 Main Street
Northampton, PA 18067

Palmerton Office:
401 Delaware Avenue
Palmerton, PA 18071

Phillipsburg Office:
100 South Main Street
Phillipsburg, NJ 08865

Schnecksville Office:
Berkshire Hathaway Prudential
Benjamin Real Estate
4327 Route 309
Schnecksville, PA 18078
By appointment only.

Slatington Office:
Slatington Library
650 Main Street
Slatington, PA 18080

Whitehall Office:
881 Third St., Suite B10
Whitehall, PA 18052

Fe Foundation of the Hispanic Chamber of Commerce:
CareerLink Building
555 Union Boulevard
Allentown, PA 18109

and all over the web!

Stay Connected with The Chamber! Visit LehighValleyChamber.org

Don't forget to bookmark The Chamber's mobile website for information on the go.

Here is your Member Log-In information for The Chamber's website:

ID: _____ Password: _____

Main Street Lehigh Valley

GREATER LEHIGH VALLEY CHAMBER OF COMMERCE FOUNDATION

On each Main Street there is a growing focus on establishing downtown as the center of the community - offering services such as parks, housing, restaurants, retail, and arts all in one place. Our Main Streets are a place to go and visit with so many things to do - a hub of activity honoring our area's heritage. Through our targeted investments in urban planning, beautification, facade improvement, and streetscape design, we can improve every Main Street in the Lehigh Valley.

As The Chamber grows, so does our need to support our partners in Carbon, Lehigh, Northampton, and Warren Counties. No two communities are the same. We fund projects that visually contribute to each unique sense of place, positively integrating the economy and quality of life for our friends and neighbors who live and work there.

Over the last 10 years we have provided $400,000 in support to over 250 projects in every community in the Lehigh Valley, leveraging over $8Million, a 20x return on investment!

www.lehighvalleychamber.org/chamberfoundation

The mission of The Greater Lehigh Valley Chamber of Commerce is to improve the economy and quality of life in the Lehigh Valley.

With nearly 5,000 members who employ more than 250,000, the Chamber is the largest in Pennsylvania and New Jersey, and in the top ten nationwide.

How we accomplish our mission:

- Network Building: Bringing our members together to help them recognize, create, and act on business opportunities
- Government Affairs: The process of influencing public and government policy at all levels: federal, state, and local to the benefit of business
- Infotainment: Resources designed to help make our members' jobs more profitable, rewarding, and enjoyable.
- Community Development: Chamber Foundation - Main Street Lehigh Valley, The Chamber's 501c3 charitable arm, provides funding for beautification projects in all of our downtowns and traditional surrounding neighborhoods.

Thank you for your support!
Your membership is a great investment in the future of your business and our community.

As a Member, you are helping to...

- Strengthen our local economy
- Promote the community
- Provide networking opportunities
- Represent the interests of business with government
- Take political action

As YOUR Chamber of Commerce, we work to...

- Bring You More Business
- Create Better Connections
- Make You More Visible
- Develop Community Leaders

The Chamber
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

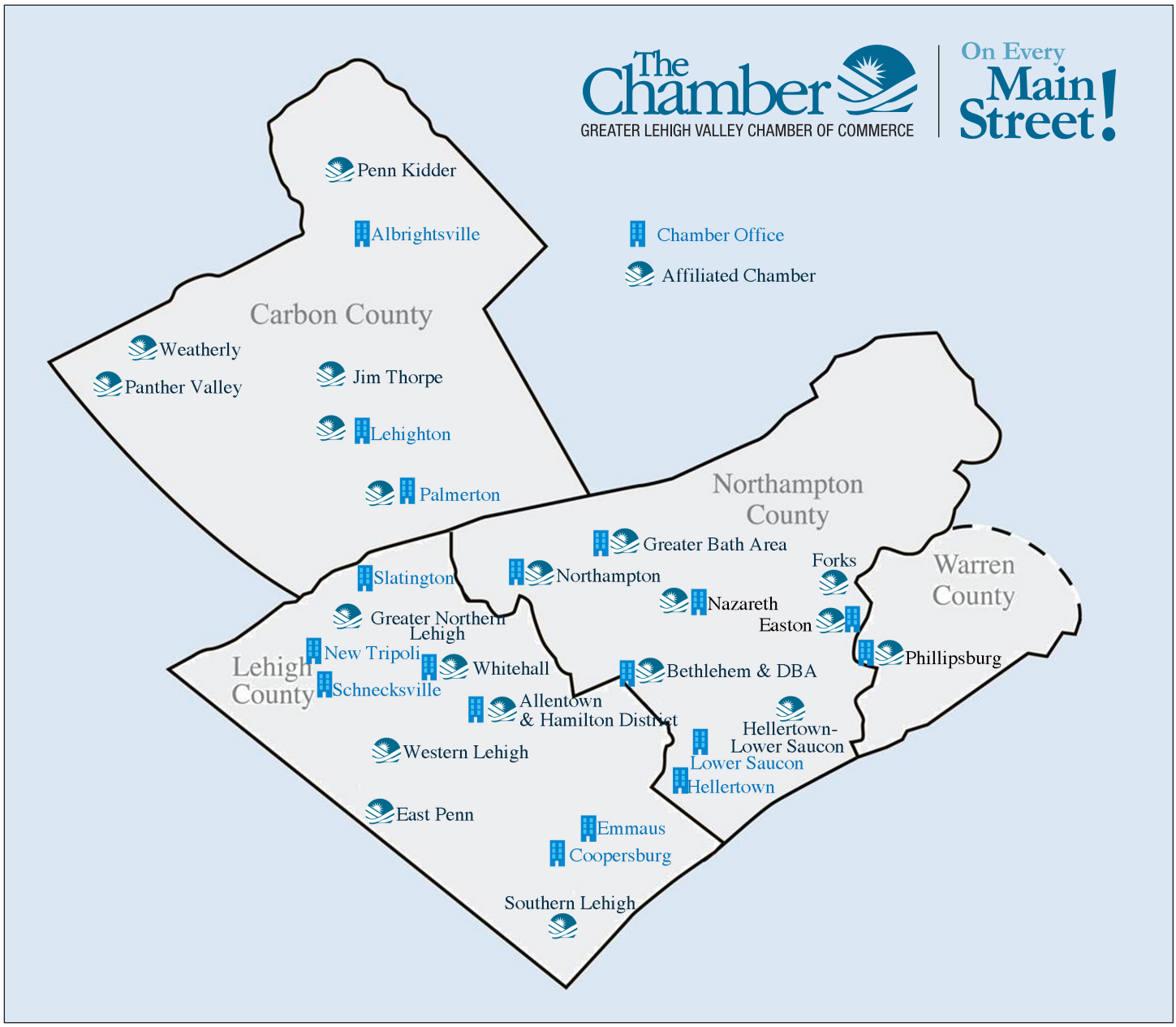
On Every Main Street!

The Chamber is the biggest regional business networking organization in the Lehigh Valley and On Every Main Street serving nearly 5,000 members with more than 200,000 employees. And our 30+ affiliated chambers, councils and committees are On Every Main Street with more than 1,500 community focused volunteers who actively contribute, at the grass roots, to develop and achieve their respective and collective goals.

Affiliated Chambers of Commerce

- **Allentown Chamber of Commerce**
  Serving 1,400 members conducting business in the city of Allentown. Contact Miriam Huertas at 610-751-4929 or miriamh@lehighvalleychamber.org for information.
  - **Hamilton District Main Street Program**
    The Main Street Program serves as a comprehensive, community-based approach used to address a variety of issues, including business retention and recruitment and promotion of our downtown business corridor. Contact Betsy Kohl at 484-226-6323 or betsyk@lehighvalleychamber.org for information.
- **Bethlehem Chamber of Commerce**
  Advocate, preserve and advance business and community interests in the Bethlehem area. Contact Lynn Cunningham at 610-739-1510 or lynnc@lehighvalleychamber.org for information.
  - **Downtown Bethlehem Association**
    Helps to revitalize, rehabilitate, promote and advance downtown business areas within the city of Bethlehem. In addition, the D.B.A. functions through City Relations, Historic District Planning and SouthSide Issues. Contact Tim Brooks at 610-739-1775 or timb@lehighvalleychamber.org for information.
- **Carbon Chamber & Economic Development Corporation**
  Serving Carbon County. Contact Marlyn Kissner at marlynk@lehighvalleychamber.org or 610-751-4932 for information.
- **Easton Area Chamber of Commerce**
  Serving the City of Easton, Palmer Township, Forks Township, and Williams Township, Nazareth, the Slate Belt, the Pocono Mountains, and the Boroughs of Wilson, West Easton and Glendon. Contact Laurie Nelson at 610-739-8858 or laurien@lehighvalleychamber.org for information.
  - **Forks Business Association**
    Connects the Forks business community to residents and township supervisors, facilitates community service projects, and serves as a networking forum for business. Contact Laurie Nelson at 610-739-8858 or laurien@lehighvalleychamber.org for information.
- **East Penn Chamber of Commerce**
  Serving Emmaus, Macungie, Alburtis, Lower Macungie and Upper Milford. Contact Meghan Reed at 610-739-1273 or meghanr@lehighvalleychamber.org for information or visit www.emmausmainstreet.com.
  - **Emmaus Main Street Partners**
    Supports and revitalizes the Emmaus historic downtown. Contact Meghan Reed at 610-739-1273 or meghanr@lehighvalleychamber.org for information or visit www.emmausmainstreet.com.
- **Greater Northern Lehigh Chamber of Commerce**
  Serving Slatington, Walnutport and North Whitehall, Lynn, Heidelberg, Washington Townships, and parts of Lehigh Township. Contact Marlyn Kissner at marlynk@lehighvalleychamber.org or 610-751-4932 for information.
- **Hellertown-Lower Saucon Chamber of Commerce**
  Serving the Saucon Valley Region - Hellertown Borough and Lower Saucon Township. Contact Jessica O'Donnell at 610-573-4010 or jessicao@lehighvalleychamber.org for information.
- **Greater Bath Area Chamber of Commerce**
  Serving the Borough of Bath, and East Allen, Lehigh and Moore Townships. Contact Renee Keiderling at 484-548-4090 or reneek@lehighvalleychamber.org for information.
- **Nazareth Business Council**
  Serving the greater Nazareth Area. Contact Renee Keiderling at 484-548-4090 or reneek@lehighvalleychamber.org for information.

- **Northampton Area Chamber of Commerce**
  Serving the greater Northampton area. Contact Renee Keiderling at 484-548-4090 or reneek@lehighvalleychamber.org for information.
- **Phillipsburg Area Chamber of Commerce**
  Serving the greater Phillipsburg, NJ area. Contact Lauren Spence at 610-349-9776 or laurens@lehighvalleychamber.org for information.
- **Southern Lehigh Chamber of Commerce**
  Serving Coopersburg, Center Valley and Lower Milford & Upper Saucon Townships. Contact Jessica O'Donnell at 610-573-4010 or jessicao@lehighvalleychamber.org for information.
- **Western Lehigh Chamber of Commerce**
  Serving South Whitehall and Upper Macungie Townships, including the communities of Wescosville, Trexlertown, Fogelsville and Breinigsville. Contact Meghan Reed at 610-739-1273 or meghanr@lehighvalleychamber.org for information or visit www.emmausmainstreet.com.
- **Whitehall Area Chamber of Commerce**
  Serving the Greater Whitehall area. Contact Jessica O'Donnell at 610-573-4010 or jessicao@lehighvalleychamber.org for information.



Business & Diversity Councils and Public Policy Committees

The Chamber Board of Governors
The Chamber Board of Governors consists of representatives from every chamber and mission council, as well as several at-large elected members. Contact Lorie Reinert at 610-739-1597 or lorier@lehighvalleychamber.org for information.

African American Business Leaders Council
The mission of the African American Business Leaders Council is to establish an economic presence and enhance the intellectual capital of the African American community through education, support, cultural awareness, and advocacy within the Lehigh Valley. Contact Danielle Joseph at 484-226-0128 or daniellej@lehighvalleychamber.org for information.

Ambassadors Council
The Ambassador Council serves as the goodwill arm of The Chamber, playing an essential role in member Communication, Appreciation, Retention, and level of Engagement. Ambassadors are highly visible, prestigious volunteers who serve as the Chamber's primary liaison to new Chamber members. Ambassadors C.A.R.E.. Contact Liz Weaver at 484-264-6630 or lizw@lehighvalleychamber.org for information.

Public Policy Committee
Addresses issues of concern to business on the local, state and federal levels. Takes proactive measures to ensure that government considers business objectives and viewpoints. Contact Michelle Griffin Young at 610-739-1514 or michelley@lehighvalleychamber.org.

- **Energy & Environment Subcommittee**
  Advance long term business-sensitive strategies for energy, environment and infrastructure to improve the business climate and quality of life in the Valley.

- **Healthcare Subcommittee**
  Advocates for pro-business positions on healthcare issues and then develops and implements strategies to affect these positions.

- **Manufacturing Council**
  Works to elevate the importance of manufacturing and logistics in the Lehigh Valley.

- **Tax & Regulatory Subcommittee**
  Educates and engages the business community and partner with local, state and federal organizations in promoting sound sustainable tax and regulatory policies.

- **Transportation Subcommittee**
  Develops and promotes regional transportation strategies which effectively utilize public resources, support commerce, and facilitate economic development.

Hispanic Chamber of Commerce of the Lehigh Valley
Advancing the commercial, industrial and professional interests of all our members, Hispanic and Non-Hispanic, and the entire Greater Lehigh Valley Community. Contact Danielle Joseph at 484-226-0128 or daniellej@lehighvalleychamber.org for information.

- **Fe Foundation**
  The Fé Foundation of the Hispanic Chamber of Commerce of the Lehigh Valley is organized for the purpose of implementing the educational community outreach programs of the Hispanic Chamber of Commerce of the Lehigh Valley, primarily the "Futuros Empresarios" or "Future Entrepreneurs", (FE) Program. The FE Program has as an objective to deliver "life skills" and entrepreneurial training to potential Latino entrepreneurs (high school students) aiming at increasing their rates of educational, economical and social success. The FE Program was first started in 2009 by the Hispanic Chamber, and since 2011 is administered and run by the Fé Foundation. The Fé Foundation is a 501(C)3 non-profit organization. For information on the Fé Foundation and its programs, please contact at info@fe-foundation.org or 610-841-1128.

LGBT Business Council
To unite the area's gay, lesbian, bisexual and transgender-owned businesses, foster consumer loyalty, and encourage trade with the broader business population. Contact Angela DelGrosso at angelad@lehighvalleychamber.org or 610-739-3385.

Main Street Lehigh Valley
Main Street Lehigh Valley, the Chamber's 501c3 charitable arm, aims to improve every main street in the Lehigh Valley through targeted investments in projects that enhance the physical appearance of our local downtowns and surrounding traditional neighborhoods. What began in Bethlehem to help fund holiday decorations has evolved to support projects on every main street. Modest grants are awarded all over the Valley. The results? Over the last 10 years over 250 projects were funded in Carbon, Lehigh, Northampton and Warren Counties... $400,000 in cash contributions leveraging over $8 Million -- that's a 20X return on investment! Contact Lorie Reinert at 610-739-1597 or lorier@lehighvalleychamber.org for information.

Nonprofit & Business Partners Council
Strengthens the collaboration between non-profit organizations and business partners which builds capacity of non-profits resulting in a vibrant community. Contact Lorie Reinert at 610-739-1597 or lorier@lehighvalleychamber.org for information.

Small Business Council
Supports and strengthens small businesses through education and marketing and advertising opportunities. Contact Danielle Joseph at 484-226-0128 or daniellej@lehighvalleychamber.org for information.

Women's Business Council
Empowers, recognizes and inspires women in business and the community in the Lehigh Valley. Contact Danielle Joseph at 484-226-0128 or daniellej@lehighvalleychamber.org for information.

Young Professional's Business Council
Building intergenerational connections with veteran Chamber professionals to create a new vision and promote economic success. Contact Angela DelGrosso at 610-739-3385 or angelad@lehighvalleychamber.org for information.

Member Marketing Opportunities

At The Chamber, we continue to find new ways to increase your value of Chamber membership. To learn more about Marketing Solutions offered by The Chamber, please contact Gina Martens at ginam@lehighvalleychamber.org or 610-739-1511. (Visit the Chamber's website at www.LehighValleyChamber.org/Benefits for the most current list of benefits.) *Many of our Marketing Solutions listed below are FREE or low cost.

Advertising & Marketing (Included with Membership)

1. FREE Mailing List - As part of your membership, and to enhance your in-house sales and marketing efforts, we will send you an Excel spreadsheet (at your request) of our member mailing list. This list includes the company name and address and is updated monthly. This list does not include email addresses, phone or fax numbers. (Suggested use: Do a direct mail piece to nearly 5,000 members on our mailing list; Sort spreadsheet by zip code and target specific markets.) Contact GIna Martens at ginam@lehighvalleychamber.org (Value $400)

2. FREE Listings (Social Media links included) - Members automatically receive free listings in the Membership Directory and on The Chamber's website. New members are listed in the "New Member Spotlight" found in The Chamber's monthly publication, Connections, as well as on The Chamber's website and social media. You can include your company's social media links with your FREE website listing. (Value $350)

3. TRADE Radio Giveaways - Provide prizes for Chamber President Tony Iannelli to give away on your behalf when he joins Bobby Gunther-Walsh on WAEB AM 790 every Friday morning at 7:40 a.m., (40,000 listeners) for "Chat with the Chamber." Tony mentions the business or event on the air. Contact Gina Martens at ginam@lehighvalleychamber.org to take advantage of this opportunity. (Value $150)

4. FREE Member News/Press Releases/Media List - Submit about 50 words about new programs, offerings, employee promotions, news, etc. The Chamber's monthly publication, Connections, regularly includes member news content in a special section called "Member News." Your material may be included as time and space allows. Full press releases with an educational topic for members may also be submitted for The Chamber's Blog as time and space allows. In addition, The Chamber can email its Media List to you upon request. A press release template is also available. Contact Amanda Ruth at amandar@lehighvalleychamber.org. (Value $200)

5. FREE Radio Spots - FREE Radio Commercials and More! – Connoisseur Media is home to three outstanding radio stations, 99.9 The Hawk, Spin Radio 107.1 and 94.7 FM, and ESPN Radio network 1230/1320/1160 AM. We encourage you to take advantage of the following advertising opportunities:

1) 15, free 30-second commercial ads on ESPN Radio of the Lehigh Valley (production fee is $200 – that is your only investment).
2) Prime Tuesday sale time in our Half Off Eastern PA barter program (no cash involved) – perfect for restaurants, entertainment and more!
3) Discounted schedule in our premium advertising program, Companies on the Move (savings of 25%). Also, if you commit to a non-cancellable 6-month campaign, we'll pay your first year's Chamber membership – it's on us!
These offers are limited to new Chamber members who have not previously advertised with Connoisseur Media. Each offer can only be redeemed once.

To redeem any of these offers or learn more, contact Joe Brown at connmedia.allentown@gmail.com or 610-829-5518.

Pennsylvania CareerLink℠ Lehigh Valley

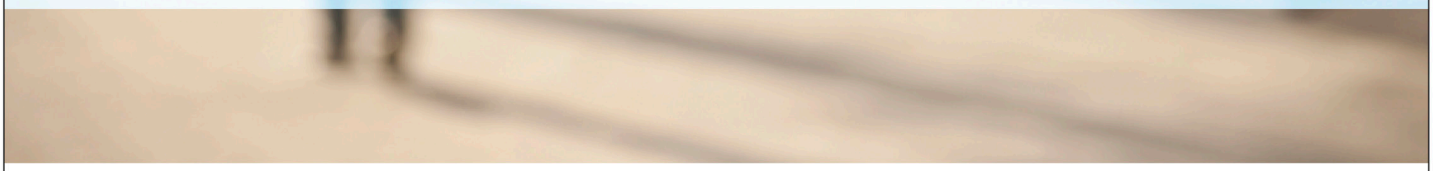
The premier Lehigh Valley workforce system designed to meet business and industry's workforce needs.

employer services

- Recruitment, screening and candidate referral
- Rapid response services for industry start-ups and right-sizing
- Labor market data, tax credits, wage and benefits information
- Sector partnership services
- Connections to a diverse community network

workforce services

- Access to the Pennsylvania JobGateway® job-matching system
- Hiring resources through On-the-Job Training
- Training, education, assessments and business resources
- Targeted job fairs customized to workforce needs



WorkforceBoard Lehigh Valley

The Workforce Board Lehigh Valley assures that the employment, training, labor market data and services you receive through our PA CareerLink® Lehigh Valley workforce system, are professional, comprehensive and on target.

For more information, please contact the PA Careerlink® Lehigh Valley Business Engagement Services Team (BEST) at 610-841-1006 or visit our website at www.careerlinklehighvalley.org.

A proud partner of the AmericanJobCenter® network

6. FREE Newspaper Advertising - The Morning Call: Receive one FREE black and white Advertisement in the Morning Call Newspaper (ad unit 10, full-run) as a special welcome to Chamber Members. Members must inquire within 6 months of joining The Chamber. Some restrictions apply, contact the Morning Call for details. Contact Jim Ottinger at jottinger@mcall.com or (610) 778-2261.

7. FREE Coupon Page/Coupon Submission - Every member and all their employees can take advantage of The Chamber's Coupon Page, which provides Member-to-Member discounts on almost anything you can think of! Just visit www.LehighValleyChamber.org. Submit a coupon for your business online via Members Only section of the Chamber's website. With more than 1,000 hits a month, these coupons are virtually guaranteed to drive new business to your door. Furthermore, through our Coupon of the Day program, your coupon can be featured exclusively on our Facebook, Twitter and Blog. Contact Gina Martens at ginam@lehighvalleychamber.org for more information. (Value varies, depending on the value of the offer submitted)

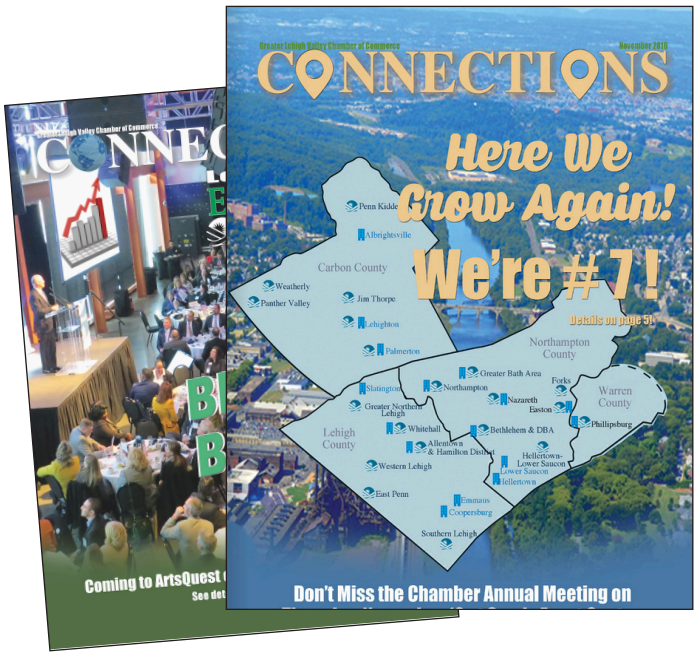
8. Business Referrals - The Chamber receives hundreds of inquiries from companies and individuals both inside and outside of the Lehigh Valley. Referrals are made, whenever possible, exclusively to Chamber members. Your expanded business description helps us identify the appropriate member to recommend. (Value $100)

9. FREE Member of the Day - If you have a particular event, special, press release or member-to-member discount that you want to promote, we are happy to help you do so! We'll put a link to your website and special event/press release on the top of our blog and in our Facebook & Twitter status. Contact Gina Martens at ginam@lehighvalleychamber.org for more information. (Value $100)

10. FREE Guest Blog Post - The Chamber's Blog is read by more than 1,500 people a month and is a great way for a member to gain free exposure and the new business that comes with it. Any Chamber member is entitled to write a guest blog entry on the Friday blog. The topic can be wide-ranging and related to anything in your industry. While not a direct advertisement, these entries give you the chance to talk about something relevant and topical in your industry, demonstrate your expertise and prove your value to Chamber members and blog readers. Contact Amanda Ruth at amandar@lehighvalleychamber.org for more information. (Value $100)

11. FREE Community Events - Calendar Event Share - Businesses can submit their community event information for posting on The Chamber's website under Events - Community Event Share. The Chamber will blast out on social media on your behalf! (Value $100)

Additional Advertising & Marketing



1. Affordable Connections Advertising - Monthly Publication - The Chamber has a monthly publication (circ. 6,500) called Connections. Ad placements range from eighth- to full-page. All ads are full color. Insertions/flier advertising is also available inside Connections. There are discounts for frequency in advertising for display ads. Contact Amanda Ruth at amandar@lehighvalleychamber.org for more information. Be sure to check out the digital version at www.LehighValleyChamber.org.

2. Affordable Website Advertising - Banner and logo advertising are available for your company to gain the greatest exposure through The Chamber's website (www.LehighValleyChamber.org), which currently gets between 60,000 - 85,000 hits each month. Your advertisement would have a direct click-through to your company's website or designated URL. Contact Gina Martens at ginam@lehighvalleychamber.org for more information.

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®
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America's energy choice℠

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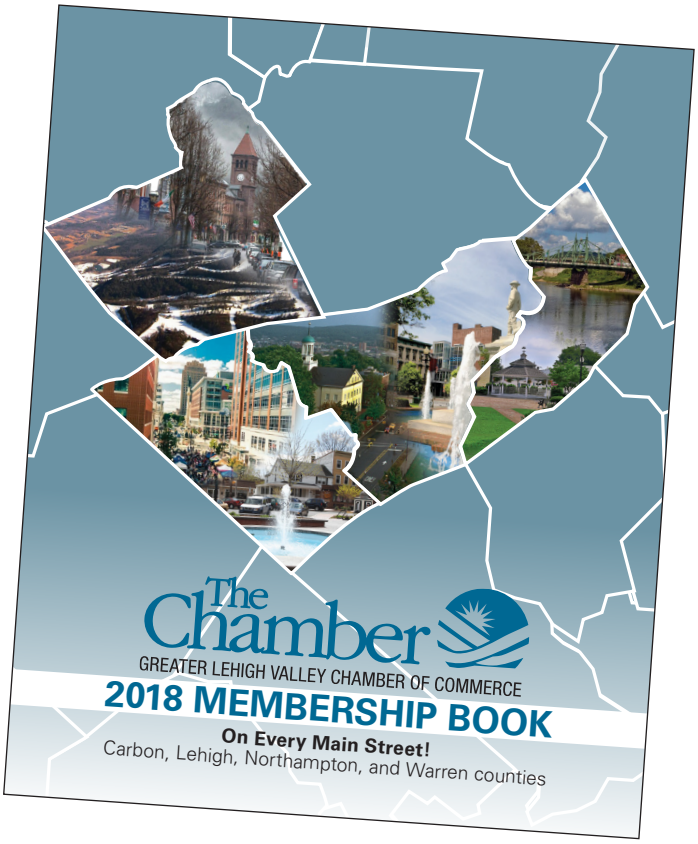
Source: DNVGL, June 2015.

3. Affordable Membership Directory Advertising - Each year, The Chamber publishes a Membership Directory that is circulated throughout its membership. Members regularly use this directory to choose vendors. The directory is another great tool to generate new business through display advertising. Contact Gina Martens at ginam@lehighvalleychamber.org or call 610-739-1511.



4.Enhanced Website Listing - Appear in the top of any search for your primary category listing on The Chamber's website directory with an increased font size, highlighted color and your logo. In addition, you will receive a second business category of your choice for FREE. When your listing is "clicked on," your logo will appear along with our "Featured Member" logo. You may also include a photo and YouTube video (promoting your business) on this webpage. (No more than 10% of a business category can participate. Available on a first-come, first-served basis.) Contact Amanda Ruth at amandar@lehighvalleychamber.org for more information.

5. Cost Effective Email Advertising and Surveys - The Chamber will send your email promotion or survey to its address list as a "paid advertisement" or "paid survey" on selected Mondays (reservation suggested 30 days prior to requested date - contact for availability). You may also choose to target your email to a particular email list. Contact Amanda Ruth at amandar@lehighvalleychamber.org for more informaton.

6. Featured Member 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, highlighted on The Chamber's social media outlets, radio (business mentioned on Gunther Morning Show), and more! Contact Amanda Ruth at amandar@lehighvalleychamber.org for more information.

7. A Wide Range of Sponsorship Opportunities - Event sponsorships marry traditional advertising and public relations benefits in a unique package available exclusively to Chamber members. Many of our sponsorships include advertising opportunities such as direct mail, print and online advertising. On the PR side, nearly all of our sponsorships include complimentary tickets to the sponsored event. Higher levels of sponsorship may include the opportunity to address the audience on behalf of your organization and a variety of additional event-based visibility. Not to mention, the inherent value present for member businesses which demonstrate their support of The Chamber and its commitment to the community through their sponsorship investment. Contact Frank Facchiano at frankf@lehighvalleychamber.org for more information.

8. Grand Openings / Ribbon Cuttings / Anniversary Celebrations - Let The Chamber's professional event planning services work for you! From planning and media releases to registrations and publicity, The Chamber can help you make your company event shine! Contact Liz Weaver at lizw@lehighvalleychamber.org for more information.

Does *your* business insurance earn dividends?

Dividends paid. Over $177,000

That's how much Greater Lehigh Valley Chamber members who take advantage of the Members Advantage Program have earned in dividends. By purchasing their business insurance through Penn National Insurance, our program members tell us that often the dividend pays for their membership – and then some.

Program Features

- ✓ All-lines dividend (excluding umbrella and bonds). Dividend payments are based on total group program premium and claims experience of eligible lines. As program grows, so does dividend potential.
- ✓ Enhanced coverages on auto, businessowners, property, workers' compensation, and general liability — giving you added protection at no additional cost.
- ✓ Equipment breakdown coverage automatically included with businessowners and property policies
- ✓ Information and services to help reduce losses — the payoff is greater dividend potential
- ✓ Outstanding, local claim and customer support service

*Subject to individual risk characteristics, loss experience and underwriting guidelines.

PENN NATIONAL INSURANCE

Feel Secure®

www.PennNationalInsurance.com

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How It Works

Dividend earned is based on the total group premium and claims experience of eligible lines.

For example:

If group premium is:	$1.2 Million
and group loss ratio is:	16%
Group dividend is:	15%
If member premium is:	$20,000
Dividend earned will be:	**$3,000**

Dividend payments are based upon program eligibility and are not guaranteed.

The Chamber
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

Want to know more?

Contact any independent agent representing Penn National Insurance or one of these fellow chamber members:

John Yurconic Agency - *Program Administrator*	(610) 770-6600
BB&T	(610) 821-1640
Brown & Brown of Lehigh Valley	(800) 634-8237
Budd Agency Inc.	(908) 859-2213
HMK Insurance Agency	(610) 868-8507
Kressler, Wolff & Miller, Inc.	(610) 258-9181
Lehigh Insurance Agency LLC	(610) 868-8762
Mearhoff Insurance Agency	(610) 258-0814
Miers Insurance	(610) 797-7900
Murray Securus	(610) 371-9505
Seltzer Group	(888) 366-1000
Univest Insurance, Inc.	(610) 966-1315

Exclusive Member Benefits

The Chamber Health Marketplace!
Capital Blue Cross is pleased to partner with The Chamber to bring Small businesses (2-50 employees**) group health insurance options through an easy to use online benefits marketplace. The Chamber Health Marketplace simplifies your benefits administration with paperless technology and taking the complexity of age banded rates away. Employer groups have the ability to offer multiple plan options to their employees, along with dental , vision, life and disability. This gives your employees the flexibility of shopping for their health insurance while at home, in the office, or on the go during your open enrollment, and choosing the plan that is best suited for them, and their families.

If your group is already with Capital Blue, you can easily onboard to Chamber Health Marketplace within days, and take advantage of the system right away! For more information, or to get a small group quote, please contact Jessica Gary @ 610-349-8226 or benefits@thechamberhealthmarketplace.com

**The Chamber Health Marketplace must adhere to the Capital Blue underwriting guidelines for group plans. A small group is comprised of at least two full time employees. One can be an owner, but there has to be one other full time, common law employee, that is not a spouse, or dependent of the owner. The plan also cannot be made up of just owners/partners/officers. If you are interested in looking for individual rates for yourself and family, we recommend visiting The Capital Blue Store in the Promenade Shops, 2845 Center Valley Parkway Suite 404 Center Valley, PA 18034, or call 1-855-505-BLUE.

Business Insurance: Penn National Insurance ***6% dividend has been declared***
Penn National Insurance has announced a 6% dividend for the Lehigh Valley Chamber of Commerce Business Insurance program members, bringing the total dividends returned to the business community to over $177,000. Over 10 independent agents representing Penn National Insurance are members of The Chamber and would be happy to discuss your insurance needs. Don't miss out on this important member benefit. Participating brokers: John Yurconic Agency / Brown & Brown of the Lehigh Valley / Budd Agency / Hampson Mowrer Kreitz Agency / Kressler, Wolff & Miller, Inc. / Miers Insurance / Murray Securus / Seltzer Group / Sterner Insurance Associates, Inc. / Woodring Roberts Corp.

Intelligent Energy Solutions: Constellation
The Chamber's Electricity Procurement Program provides access to competitive pricing for electricity as the Central Pennsylvania region lifted rate caps/deregulated. Constellation helps members like you develop intelligent energy management solutions to stabilize their energy budgets, reduce energy costs, improve facility operations, and advance sustainability goals. Learn more at www.constellation.com/lehigh.

Job Gateway System
JobGateway is part of the PA Department of Labor & Industry's initiative to transform the landscape of how job-seekers find family sustaining jobs and how employers find the skilled candidates that they need. Through this initiative, a user-friendly, premiere job-matching system is being created to help bridge the gap that currently exists between job-seekers and employers. Visit www.jobgateway.pa.gov. Questions? Contact Michelle Young at michelley@lehighvalleychamber.org or 610-739-1514.

Prescription Discount Program: The Valley Rx Card
The Chamber is proud to offer a FREE Prescription Assistance Program - The Valley Rx Card - as a way of responding to the rising costs of prescription drugs. The Valley Rx Card is FREE to all residents of the Greater Lehigh Valley area and provides savings of up to 75% on prescription drugs at most retail pharmacies. This program has no restrictions to membership, no income requirements, no age limitations, and there are no applications to fill out. Just go to www.LehighValleyChamber.org and to print out your new card and start saving today!

Merchant/Credit Card Processing Program: enTrust Merchant Services
This program offers businesses special rates tailored to the individual merchant. Contact Mike Lichtenberger at 610-216-1442 or mike@entrustmerchant.com for more information.

The Chamber
HEALTH MARKETPLACE

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
Visit 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 for complete eligibility details.

S49-393 (04/27/17)

Public Policy Committee
GREATER LEHIGH VALLEY CHAMBER OF COMMERCE

The Greater Lehigh Valley Chamber of Commerce is the largest chamber in PA and New Jersey. We serve as the voice of our 5,000+ members in government. Our Government Affairs team fights for the issues of concern to your business on the local, state and federal levels. We ensure government officials hear out business objectives to grow the economy before deciding on key votes.

2018 Public Policy Priorities

The Chamber's Government Affairs team drives legislation that will have an impact on your business. Our members have spoken and our objectives are:

Restructure tax and pension systems:
Each time government faces a deficit, business is bombarded by tax increases. We dispute new taxes that will adversely affect business growth, community development or economic development. A main culprit in PA's recurring underfunded proposed budgets is the required payments for the state's pension system and the $65-75 billion in unfunded liability.

Fund infrastructure appropriately:
Commerce is reliant on strong roads, bridges, air and rail systems to continue to thrive. Employers need a long-term, properly funded infrastructure configuration to utilize public resources and facilitate economic development.

Create an affordable and accessible healthcare system:
Business cannot afford health insurance coverage under the Affordable Care Act (ACA). Congress must repeal and replace the ACA to control healthcare costs while maintaining exceptional healthcare quality for employees by making an impact on these factors: personal accountability, transparency, tort reform, consumerism and promotion of free-market policies promoting competition in healthcare.

Decrease the regulatory overload:
We need to return regulatory accountability to our government process. Legislation must be passed to ensure rules implemented are based on congressional intent (the intent of the people) not the intent of agencies at the state and federal levels. Eliminating the U.S. Department of Labor's 2016 reclassification of exempt and non-exempt employees' salary threshold is a top priority.

Induce responsible and business-friendly energy policies:
Protecting our environment is a top priority for a healthy and safe ecosystem. But those policies should be business-friendly. We need to create business-sensitive policies for sustainable energy efficiency initiatives and infrastructure development that will improve the business climate and quality of life for business owners, employees and their families.

For more specific information on these and other chamber legislative positions, please visit LehighValleyChamber.org or contact The Chamber's Executive Vice President of Government and External Affairs, Michelle Griffin Young at michelley@lehighvalleychamber.org or 610-739-1514.

Public Policy Issues for NJ:

1. Advance business friendly policies
   - Reform the New Jersey Corporate Business Tax to improve our state's competitiveness
   - Enhance the state's tax credit incentive programs
   - Increased funding for the NJ Main Street Program
   - Develop and provide funding for Neighborhood Improvement Zones and Economic Opportunity Zones

2. Tie the growth of government to the growth of the economy

3. Promote a more positive and business friendly image for New Jersey

4. Advocate for reasonable and financially responsible environmental laws and regulations, utilizing science and applying federal standards where appropriate.

5. Increase transparency and accountability within New Jersey government entities.

6. Continue to place emphasis on a more comprehensive Transportation Plan for New Jersey.

7. Develop a comprehensive Immigration Policy

Chamber Staff

Tony Iannelli
President & CEO
(610) 739-1513
tonyi@lehighvalleychamber.org
Location: Bethlehem Office

Frank Facchiano
COO & Executive VP Member Relations
(610) 739-1515
frankf@lehighvalleychamber.org
Location: Bethlehem Office

Dawn Werkheiser
Chief Financial Officer
(610) 751-4980
dawnw@lehighvalleychamber.org
Location: Easton Office

Marlyn Kissner
Executive VP, Northern Region (Carbon & Monroe counties)
(610) 751-4932
marlynk@lehighvalleychamber.org
Location: Lehighton & Nazareth Offices

Michelle Griffin Young
Executive VP, Government & External Affairs
(610) 739-1514
michelley@lehighvalleychamber.org
Location: Allentown Office

Danielle Joseph
Executive VP, Business & Diversity Councils
(African American Business Leaders Council,
Hispanic Chamber, and Women's Business Council)
(484) 226-0128
daniellej@lehighvalleychamber.org
Location: Allentown Office

Alison Pickel
Senior VP, Member Relations
(610) 739-1512
alisonp@lehighvalleychamber.org
Location: Bethlehem Office

Lynn Collins Cunningham
Senior VP, Bethlehem Initiatives
(610) 739-1510
lynnc@lehighvalleychamber.org
Location: Bethlehem Office

Miriam Huertas
Senior VP, Allentown Initiatives
(610) 751-4929
miriamh@lehighvalleychamber.org
Location: Allentown Office

Gina Martens
Senior VP, Member Relations & Sales
(610) 739-1511
ginam@lehighvalleychamber.org
Location: Bethlehem Office

Tina Marte
VP, Finance & Quality Processes
(610) 739-5422
tinam@lehighvalleychamber.org
Location: Easton Office

Jessica O'Donnell
EVP, Affiliated Chambers
(East Penn, Hellertown Lower Saucon, Southern
Lehigh, Western Lehigh, and Whitehall Area Chambers
of Commerce)
(610) 573-4010
jessicao@lehighvalleychamber.org
Location: Emmaus

Lorie Reinert
Executive Director, Chamber Foundation
& Assistant to the President
(610) 739-1597
lorier@lehighvalleychamber.org
Location: Bethlehem Office

Angela DelGrosso
VP, Business & Diversity Councils
(LGBT Business Council, Small Business Council,
& Young Professionals Council)
(610) 739-3385
angelad@lehighvalleychamber.org
Location: Allentown Office

Alice Wanamaker
AVP, Northern Region
alicew@lehighvalleychamber.org
(484) 274-2080
Location: Lehighton Office

Laurie Nelson
VP of Easton Area Initiatives
laurien@lehighvalleychamber.org
610-739-8858
Location: Easton & Phillipsburg Offices

Tim Brooks
Downtown Bethlehem Association Manager
(610) 739-1775
timb@lehighvalleychamber.org
Location: Bethlehem Office

Makala Ashmar
Affiliated Chambers Manager
& Emmaus Main Street Manager
610-739-1273
makalaa@lehighvalleychamber.org
Location: Emmaus Office

Betsy Kohl
Hamilton District Main Street Manager
(484) 226-6323
betsyk@lehighvalleychamber.org
Location: Allentown Office

Amanda Ruth
Communications Manager
(610) 739-1000
amandar@lehighvalleychamber.org
Location: Bethlehem Office

Liz Weaver
Director of Major Events
(484) 264-6630
lizw@lehighvalleychamber.org
Location: Bethlehem Office

Greg Yestrumskas
Manager, Affiliated Chambers
(Hellertown-Lower Saucon, Southern Lehigh,
and Whitehall Area Chambers of Commerce)
(610) 739-1520
gregy@lehighvalleychamber.org
Location: Emmaus Office

Rachel Greenawalt
Coordinator, Affiliated Chambers
(484) 548-4090
rachelg@lehighvalleychamber.org
Location:Whitehall Office

Lauren Spence
Manager of Easton and Phillipsburg Initiatives
610-349-9776
laurens@lehighvalleychamber.org
Location: Easton

Danielle Bodnar
VP, Government Affairs & Workforce Board Lehigh Valley
One Stop Operator & Manufacturing Council Liaison
610-739-1642
danielleb@lehighvalleychamber.org
Location: Allentown Office

Azalea Chacon

Coordinator, Business & Diversity Councils
(LGBT Business Council, Small Business Council,
& Young Professionals Council)
(484) 547-8970
azaleac@lehighvalleychamber.org
Location: Allentown Office

Emily Krall
Marketing and Events Coordinator, Bethlehem
484-280-3024
emilyk@lehighvalleychamber.org
Location: Bethlehem Office

Elizabeth Regan
Marketing Manager, Allentown Initiatives
(484) 542-7827
elizabethr@lehighvalleychamber.org
Office location: Allentown

Brittany Wiltshire
Coordinator, Business & Diversity Councils
(African American Business Leaders Council,
Hispanic Chamber, and Women's Business Council)
(610) 295-9824
brittanyw@lehighvalleychamber.org
Location: Allentown Office

Valerie Case
Regional Coordinator, Northern Tier
(484) 547-8551
valeriec@lehighvalleychamber.org
Location: Greater Pocono Office

Lexi Gable
Financial Assistant
(610) 739-1612
lexig@lehighvalleychamber.org
Location: Easton Office

Jessica Gary
Director of Client Relations, Chamber Health Marketplace
(610) 349-8226
benefits@thechamberhealthmarketplace.com
Location: Easton Office

Earn $50 off your dues!

Earn $50 off your dues every time you refer a member who joins The Chamber!

Visit www.lehighvalleychamber.org & click on

"Refer A Business"

or contact Gina Martens at 610-739-1511.

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