WHAT'S IN IT FOR YOU?
WELCOME TO THE CHAMBER!
LET’S GET STARTED!

FIRST 30 DAYS
- Chamber website directory listing reviewes and social media links / description updated
- Utilize the “Proud Member” logo on your website and marketing materials
- Obtain our media list - share your news with members of the media
- Welcome call with a Chamber Ambassador - “How can we help you?”
- Review Chamber calendar - and attend our next Master Your Membership session!
- Obtain our member mailing list

30-60 DAYS
- Find an affiliated chamber or business and diversity council that’s right for you!
- Offer a radio giveaway on WAEB
- Use your free Morning Call ad
- Offer a member deal on our website
- Review The Chamber’s exclusive programs – energy, business insurance, health insurance, etc.

ONGOING
- Attend a minimum of one event of interest per month
- Read our monthly publication, Connections, for news, events, and new member announcements
- Grow your brand and sponsor an event
- Enhance your presence with Chamber marketing opportunities
- Strongly consider doing business with other members - “Buy Chamber”

MEMBER RELATIONS TEAM:
Gina Martens
610-739-1511
ginam@lehighvalleychamber.org

Alison Pickel
619-739-1512
alisonp@lehighvalleychamber.org

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

ID: _____________________________
Password: ___________________________

Stay Connected with The Chamber!
www.lehighvalleychamber.org

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CHAMBER OFFICES

**Albrightsville:**
Mauch Chunk Trust Building
7 East Point Road
Albrightsville, PA 18210

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

**Bethlehem:**
74 W. Broad Street, Suite 240
Bethlehem, PA 18018

**Coopersburg Borough Hall:**
5 N. Main St.
Coopersburg, PA 18036
Office hours by appointment.

**Easton:**
158 A Northampton Street
Easton, PA 18042

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

**Hellertown:**
685 Main Street
Hellertown, PA 18055
Office hours by appointment.

**Lehighton:**
137 South Street
Lehighton, PA 18235

**Lower Saucon Township:**
3700 Old Philadelphia Pike
Bethlehem, PA 18015
Office hours by appointment.

**Nazareth Office:**
18 South Main Street
Nazareth, PA 18064

**Palmerton:**
401 Delaware Avenue
Palmerton, PA 18071

**Pocono:**
1004 Main Street
Stroudsburg, PA 18360

**Schnecksville:**
Berkshire Hathaway Prudential
Benjamin Real Estate
4327 Route 309
Schnecksville, PA 18078
Office hours by appointment.

**Slaton:**
Slaton Library
650 Main Street
Slaton, PA 18080

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

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Find your healthy place. Start here.

- **FREE health living programs and classes**
- **Healthy food at the Rodale Cafe at Capital Blue**
- **In-person service to review benefits and cost**
- **Affordable insurance from Capital BlueCross**

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Capital Blue is brought to you by Capital BlueCross, an Independent Licensee of the BlueCross BlueShield Association.
CONNECTING LOCAL BUSINESSES TO TOP TALENT

We are the premier Lehigh Valley workforce system designed to meet business and industry's workforce needs.

EMPLOYERS

JOB SEEKERS

TRAINING

BUSINESS SERVICES
Recruitment, screening and candidate referral • Rapid response services for industry start-ups and right-sizing Labor market data, wage and benefit information • Sector partnership services Connections to diverse community network • Access to the PA CareerLink® job matching system Hiring resources through On-the-Job Training • Training, education, assessments and business resources Targeted job fairs customized to workforce needs

Call us for more information on how we can help you! 610.841.1006 | careerlinklehighvalley.org

A proud partner of the American Job Center network

The Workforce Board Lehigh Valley assures that the employment, training, labor market data and services you receive through our PA CareerLink® Lehigh Valley workforce delivery system are professional, comprehensive and on target.
OUR MISSION IS TO IMPROVE THE ECONOMY AND QUALITY OF LIFE IN THE LEHIGH VALLEY.

With nearly 5,000 members who employ more than 220,000, the Chamber is the largest in Pennsylvania and New Jersey, and in the top seven nationwide.

How we accomplish our mission:
- **Network Building & Marketing**: Bringing our members together to help them recognize, create, and act on business opportunities (See page 9).
- **Government Affairs**: The process of influencing public and government policy at all levels: federal, state, and local to the benefit of business.
- **Exclusive Member Benefits**: Resources designed to help make our members’ jobs more profitable, rewarding, and enjoyable (See page 12).
- **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 is the biggest regional business networking organization in the Lehigh Valley and On Every Main Street serving nearly 5,000 members with more than 220,000 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
Serving 1,400 members conducting business in the city of Allentown.
Contact Miriam Huertas at miriamh@lehighvalleychamber.org for information.

Downtown Allentown Business Alliance (DABA)
The DABA is an association made up of entrepreneurs, retailers, restauranteurs, employers, artists, and other community leaders who help make the city’s exciting urban vibe happen. A program of the Allentown Chamber, DABA supports the wonderfully diverse cultures and rich history that can be found in Allentown. Contact Betsy Kohl at betsyk@lehighvalleychamber.org for information.

Bethlehem Chamber
Advocate, preserve and advance business and community interests in the Bethlehem area.
Contact Angela DelGrosso at angelad@lehighvalleychamber.org for information.

Downtown Bethlehem Association
Helps to revitalize, rehabilitate, promote and advance downtown business within the city of Bethlehem. In addition, the D.B.A. functions through City Relations, Historic District Planning and South Side Issues.
Contact Tammy at 484-280-3024 or tammyw@lehighvalleychamber.org for information.

Easton Area Chamber
Serving the City of Easton, Palmer Township, Forks Township, and Williams Township, the Slate Belt, and the Boroughs of Wilson, West Easton and Glendon.
Contact Laurie Nelson at 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 laurien@lehighvalleychamber.org for information.

East Penn Chamber
Serving Emmaus, Macungie, Alburtis, Lower Macungie and Upper Milford.
Contact Ashley Lorah at ashleyl@lehighvalleychamber.org

Emmaus Main Street Partners
Supports and revitalizes the Emmaus historic downtown.
Contact Ashley Lorah at ashleyl@lehighvalleychamber.org for information.

Greater Northern Lehigh Chamber
Contact Kylie at kyliea@lehighvalleychamber.org for information.

Hellertown-Lower Saucon Chamber
Serving the Saucon Valley Region - Hellertown Borough and Lower Saucon Township.
Contact Jessica O’Donnell at jessicaco@lehighvalleychamber.org for information.

Greater Bath Area Chamber
Serving the Borough of Bath, and East Allen, Lehigh and Moore Townships.
Contact Jessica O’Donnell at jessicaco@lehighvalleychamber.org for information.

Nazareth Area Chamber
Serving the greater Nazareth Area.
Contact Jessica O’Donnell at jessicaco@lehighvalleychamber.org for information.
Northampton Area Chamber
Serving the greater Northampton area.
Contact Jessica O’Donnell at jessicao@lehighvalleychamber.org for information.

Phillipsburg Area Chamber
Serving the greater Phillipsburg, NJ area.
Contact Laurie Nelson at laurien@lehighvalleychamber.org for information.

Southern Lehigh Chamber
Serving Coopersburg, Center Valley and Lower Milford & Upper Saucon Townships.
Contact Ashley at ashleyl@lehighvalleychamber.org for information.

Western Lehigh Chamber
Serving South Whitehall and Upper Macungie Townships, including the communities of Wescosville, Trexlertown, Fogelsville and Breinigsville.
Contact Ashley Lorah at ashleyl@lehighvalleychamber.org for information.

Whitehall Area Chamber
Serving the Greater Whitehall area, including Whitehall Township, Coplay Borough Catasauqua Borough and North Catasauqua Borough.
Contact Kylie Adams at kyliea@lehighvalleychamber.org for information.

NORTHERN TIER
Carbon Chamber & Economic Development Corporation
Serving Carbon County.
Contact Marlyn Kissner at marlynk@lehighvalleychamber.org for information.

Pocono Chamber
Serving Monroe County.
Contact Liz Blose at elizabethb@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 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 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 Lauren Spence at laurens@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 michelley@lehighvalleychamber.org.


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 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 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.

LGBTQ 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 Brittany Wiltshire at brittanyw@lehighvalleychamber.org for information.
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 appearance of our local downtowns and surrounding traditional neighborhoods. 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 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 lorier@lehighvalleychamber.org for information.

Small Business Council
Supports and strengthens small businesses through education and marketing and advertising opportunities.
Contact Brittany Wiltshire at brittanyw@lehighvalleychamber.org for information.

Veterans and Military Council
To honor and empower the men and women who have served or are serving our country in the United States military and to build a strong network of veterans in business, veteran business owners and active guard/reservists to promote the contributions and competitive advantage that military members bring to any business.
Contact Alison Pickel at 610-739-1512 or alisonp@lehighvalleychamber.org.

Women’s Business Council
Empowers, recognizes and inspires women in business and the community.
Contact Danielle Joseph at 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 Brittany Wiltshire at 610-295-9824 or brittanyw@lehighvalleychamber.org for information.

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, Monroe, 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 11 years we have provided $440,000 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
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.

1. FREE Social Media Promotion
   - **Social Media** - Businesses and communities can submit their event information for posting on the events page on the Chamber’s website. The Chamber will post on our social media platforms (Facebook, Twitter, Instagram) on your behalf! (Value $100)
   - **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)
   - **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 Becca Lutterschmidt at beccal@lehighvalleychamber.org for more information. (Value $100)

2. FREE Listings
   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. 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. Contact Gina Martens at ginam@lehighvalleychamber.org (Value $400)

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. (Value $100) Contact Becca at beccal@lehighvalleychamber.org.

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The Chamber’s Online Business Directory: Stay Connected with Chamber Members

Send us your company’s social media links 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 ginam@lehighvalleychamber.org.
5. On-Air Radio Promotions
Provide prizes from your business 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)

7. 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.

8. FREE Member Deal Submission
Every member and all their employees can take advantage of The Chamber’s Deals Page, which provides Member-to-Member discounts on almost anything you can think of! Submit a deal for your business online via Members Only section of the Chamber’s website.
Contact Becca Lutterschmidt at beccal@lehighvalleychamber.org for more information.

9. Business Referrals
The Chamber receives hundreds of inquiries from companies and individuals both inside and outside of the Lehigh Valley. Referrals are made by business category, exclusively to Chamber members. Your expanded business description helps draw attention to your business on our website. (Value $100)

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**AFFORDABLE ADVERTISING & MARKETING**

1. **Connections Magazine** - Monthly publication (circ. 7,000). Ad placements range from eighth- to full-page in full color. Flyer insertions are also available inside Connections. There are discounts for frequency in advertising for display ads. Contact Becca Lutterschmidt at beccal@lehighvalleychamber.org for more information. Be sure to check out the digital version at lehighvalleychamber.org/connections.

2. **Featured Member of the Month** - This opportunity uses various media 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 Becca Lutterschmidt at beccal@lehighvalleychamber.org for more information.

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**EARN $50 OFF YOUR NEXT MEMBERSHIP RENEWAL!**
Earn $50 off your membership renewal every time you refer a member who joins The Chamber! Visit www.lehighvalleychamber.org & click on “Refer A Business” under the Membership tab or contact Gina Martens at 610-739-1511.
3. Membership Directory Advertising
   Each year, The Chamber publishes a Membership Directory that is circulated throughout its membership. The directory is another great tool to generate new business.
   Contact Gina Martens at ginam@lehighvalleychamber.org.

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.
   Contact Becca at beccal@lehighvalleychamber.org.

5. 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 Becca at beccal@lehighvalleychamber.org.

6. Website Advertising
   Banner and logo advertising are available for your company to gain the greatest exposure through The Chamber’s website, which 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 at ginam@lehighvalleychamber.org.

7. Event 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 at frankf@lehighvalleychamber.org.

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 Lauren at laurens@lehighvalleychamber.org.
EXCLUSIVE MEMBER BENEFITS

HEALTHCARE:
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

AblePay Health: AblePay is a NO-COST benefit that works with all existing health insurances. Since savings occur after the primary insurance process, no changes are required. This means employers can offer it to all employees, regardless of employment status or how benefits are obtained. Everyone is eligible. They are a healthcare consumer company that helps their members by providing discounts, flexible and convenient payment options, and the necessary support to make navigating the healthcare system as painless as possible.

INSURANCE:
Penn National Business Insurance: 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.

ENERGY:
Electricity Savings Program – 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.

Natural Gas Savings Program – Direct Energy Business: The Chamber’s members have access to great rates on natural gas plans from one of the country’s top energy suppliers. Explore a range of solutions from natural gas supply to managed procurement guided by our team of energy strategists. Whether you’re looking to control costs, maximize market opportunities or use less energy, we have a solution to match. Our FREE energy savings analysis is designed to help your business save on operating costs. To access your free analysis or to learn more about what Direct Energy Business can offer you contact Jarod Testa, Business Development Manager, at 610.371.2005 or Jarod.Testa@directenergy.com.

WORKFORCE:
Careerlink Lehigh Valley – Finding skilled employees in today’s market: Go to: Careerlinklehighvalley.org/employers/recruiting and you will find: free job posting (create a job posting using PA CareerLink’s step-by-step process, copy a previous posting, or update multiple postings); job posting data (manage all of your job postings from one place and access # of applicants, # of views, status, recommendations, and more); applicant screening (add customized screening questionnaires to your job postings to kick start the screening process); and list of candidates (access list of applicants, compare and add comments, favorite candidates, and receive recommendations)

CREDIT UNION MEMBERSHIP:
First Commonwealth Federal Credit Union – Free Employee Benefit: Through a simple, NO-COST partnership, First Commonwealth offers your employees free on-site Lunch & Learn seminars on a wide variety of financial topics, such as budgeting, credit, identity theft and retirement planning; financial counseling and education program; access to special discounted TicketsatWork program; personalized landing page for credit union information and incentives; and exclusive access to lower loan and refinancing rates. Visit www.firstcomcu.org/benefits or contact Lisa Deutsch at ldeutsch@firstcomcu.org.
PSECU: PSECU is Pennsylvania largest credit union, proudly serving more than 450,000 members and managing over $5.4 billion in assets. It offers a full array of convenient, electronically delivered services at no or low cost, and above all, is committed to providing its members with opportunities to live a better life. Through your relationship with the Greater Lehigh Valley Chamber, you’re eligible to join PSECU and earn $150 - visit psecu.com/DEB to learn more.

CREDIT CARD PROCESSING:
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.

TUITION DISCOUNT PROGRAMS:
Cedar Crest College Tuition Discount Program: Chamber members and their spouses receive a 15% tuition discount! Cedar Crest College’s School of Adult and Graduate Education offers many undergraduate and graduate degree and certificate programs for women and men designed to meet your educational needs as a busy adult student. The college offers flexible online, hybrid and accelerated courses, and makes it easy to earn credit for previous coursework and life experience. Advance in your field or start a new career path at Cedar Crest College! Learn more at www.cedarcrest.edu/chamber or contact Nancy Wunderly at Nancy.Wunderly@cedarcrest.edu.

East Stroudsburg University Tuition Discount Program: East Stroudsburg University is pleased to offer a 10% tuition discount opportunity to Chamber members. All employees must first apply for admission and be accepted to ESU in order to enroll in classes as ESU students and be eligible to receive consideration for tuition discounts of 10%. In addition, any and all previous balances owed to East Stroudsburg University by employees must be paid in full prior to receiving consideration for API tuition discount eligibility. For more information, contact Dr. William J. Bajor, Director of Graduate and Extended Studies, at 570-422-3536 or wbajor@esu.edu.

Grand Canyon University Tuition Discount Program: In keeping with the University’s long standing tradition of providing excellent educational programs, Grand Canyon University is excited to offer the Greater Lehigh Valley Chamber of Commerce Educational Alliance Program which is valid for applicants who are employees of or members of the Greater Lehigh Valley Chamber of Commerce. By committing to start your Bachelor’s, Master’s or Doctoral degree program or a single non-degree course through our online or evening campus offerings, Grand Canyon University will offer you 10% off the catalog tuition rate per course for your program. For more information, please contact Luis Rosa at Luis.Rosa@gcu.edu or 602-247-4598.

Where can I get a customized energy strategy that’s right for me?

Constellation, the endorsed energy supplier to the Greater Lehigh Valley Chamber, will customize a plan that’s right for your business and budget. For nearly a decade, we have educated members, energy/facility managers and more on energy procurement options as well as the benefits of a fully-vetted association energy contract. That’s why over 60 Lehigh Valley members consider Constellation America’s energy choice.

For more information contact April Kreller at 410.474.8292 or April.Kreller@constellation.com or visit associations.constellation.com/Lehigh

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Constellation is the endorsed energy supplier of this association which receives compensation for its promotional and marketing efforts from Constellation.
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.

Does your business insurance earn dividends?

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.

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.

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

Brown & Brown of Lehigh Valley (800) 634-8237
Budd Agency Inc. (908) 859-2213
HMK Insurance Agency (610) 868-8507
Kessler, Wolff & Miller, Inc. (610) 258-9181
Lehigh Insurance Agency LLC (610) 868-8762
McGriff Insurance Services (610) 821-1640
Mearhoff Insurance Agency (610) 258-0814
Miers Insurance (610) 797-7900
Murray Securus (610) 371-9505
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*The Chamber Health Marketplace is open to Chamber members who employ between 2 and 50 employees. Visit thechamberhealthmarketplace.com for complete eligibility details.
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.

2020 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:

Employer Regulatory Reform:
The Chamber Public Policy team lobbies for our membership, particularly small businesses, against unrealistic regulations imposed by government. The minimum wage pitches at the federal and state levels are an example. The Chamber is against the arbitrary proposals being recommended and instead has created a three prong system to identify minimum wage rates throughout PA that would ensure fairness to both the employee and employer. The Chamber is also working with our public officials to identify a compromise on the proposed overtime regulations. It is notable that in addition to our small businesses, our non-profit members have been very outspoken in supporting The Chamber’s efforts on these issues because they will also be affected.

Healthcare Reform:
The Chamber is focused on advancing ideas from the private sector that will lead to improved quality, lower costs and better health. Bringing back Associated Health Plans (AHP’s) to Pennsylvania is necessary to achieve cost savings. The Chamber is also focused on raising awareness regarding issues that can affect our members’ lives such as EMS funding, workplace programs and how businesses can impact the ongoing opioid crisis.

Tax Reform:
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 Pennsylvania’s recurring underfunded proposed budgets is the required payments of the state’s pension system and the $70-75 billion in unfunded liability. While the Governor and the state legislature did not enact policy in 2017 to alleviate future liabilities, we continue to face unfunded amount that is only growing. More reform is needed.

Workforce Development:
The Chamber is committed to work in partnership with the Workforce Board Lehigh Valley to ensure that we have a strong, efficient and productive workforce. As the baby boomer generation continues to retire, it is pertinent that The Chamber and WBLV work with our high schools, community colleges and technical schools so we can have an upskilled workforce which will lead to continued success and growth in the Greater Lehigh Valley.

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

Frank Facchiano  
COO & EVP Member Relations  
610-739-1515  
frankf@lehighvalleychamber.org

Dawn Werkheiser  
Chief Financial Officer  
610-751-4980  
dawnw@lehighvalleychamber.org

Michelle Griffin Young  
EVP, Government & External Affairs  
610-739-1514  
michelley@lehighvalleychamber.org

Danielle Joseph  
EVP, Business & Diversity Councils  
(African American Business Leaders Council, Hispanic Chamber, and Women’s Business Council)  
484-226-0128  
daniellej@lehighvalleychamber.org

Marlyn Kissner  
EVP, Northern Tier (Carbon & Monroe counties)  
610-751-4932  
marlynk@lehighvalleychamber.org

Jessica O’Donnell  
EVP, Affiliated Chambers  
(EPCC, EMSP, HLSC, GBACC, GNLCC, NBC, NACC, SLCC, WLCC, WACC)  
610-573-4010  
jessicao@lehighvalleychamber.org

Gina Martens  
SVP, Member Relations & Sales  
610-739-1511  
ginam@lehighvalleychamber.org

Alison Pickel  
SVP, Member Relations & Operations  
610-739-1512  
alisonp@lehighvalleychamber.org

Miriam Huertas  
SVP, Allentown Initiatives  
610-751-4929  
miriamh@lehighvalleychamber.org

Angela DelGrosso  
SVP, Bethlehem Initiatives  
610-739-3385  
angelad@lehighvalleychamber.org

Lorie Reinert  
Executive Director, Chamber Foundation; Nonprofit & Business Partners Council Liaison & Assistant to the President  
610-739-1597  
lorier@lehighvalleychamber.org

Tina Marte  
VP, Finance & Quality Processes  
610-739-5422  
tinam@lehighvalleychamber.org

Laurie Nelson  
VP, Easton & Phillipsburg Area Initiatives  
610-739-8858  
laurien@lehighvalleychamber.org

Lauren Spence  
AVP, Easton and Phillipsburg Initiatives  
610-349-9776  
laurens@lehighvalleychamber.org

Alice Wanamaker  
AVP, Northern Tier  
alicew@lehighvalleychamber.org  
484-274-2080