

FUN DIVERSE CREATIVE PRO BUSINESS INFORMATIVE
SUPPORT LOVE RELEVANT NETWORK BUILDING ENERGY
RESOURCEFUL BENEFITS SUPPORTIVE EQUITY
STRENGTH POWER OF PARTNERSHIPS ADVOCACY
QUALITY OF LIFE OPPORTUNITIES ACCESS ENGAGING
COMMUNITY DEVELOPMENT RELATIONSHIPS INCLUSIVE



2024

MEMBER BENEFITS

— WHAT'S IN IT FOR YOU? —

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WELCOME TO THE CHAMBER!

LET'S GET STARTED!

FIRST 30 DAYS

- Chamber website directory listing reviews and social media links / decription 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

610-739-1512

alisonp@lehighvalleychamber.org

Bailey Muhl

610-349-9776

baileym@lehighvalleychamber.org



Scan to download for free today!

THE CHAMBER APP IS LIVE!

- Find a Business
- Get Active Alerts
- Register for Events
- and MORE!



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

Pocono:

1004 West Main Street
Stroudsburg, PA 18360

Schnecksville:

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

Slatington:

Slatington Library
650 Main Street
Slatington, PA 18080



Find Your Healthy Place

While other health insurance stores primarily focus on sales, Capital Blue Cross Connect health and wellness centers focus on empowering you to live healthy, whether or not you're a member.

- Information on saving money on healthcare services and prescriptions
- Fitness classes for all ages and ability levels including yoga and ZUMBA®
- Free Wi-Fi, a community art wall, and conference space in an inviting and comfortable atmosphere
- In-person service to answer your health insurance questions
- Wellness events like weight-loss workshops and health seminars
- Biometric screenings to identify areas to improve your health
- Development of a personal wellness plan
- Effective goal setting to help you achieve better health results
- Healthy eating and nutrition advice

Stay Connected with
The Chamber!
www.lehighvalleychamber.org



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

User ID: _____

Password: _____

**Capital Blue Cross
Connect**



The Promenade Shops at Saucon Valley
855.505.BLUE (2583)
CapitalBlueCrossConnect.com

Capital Blue Cross Connect is brought to you by Capital Blue Cross, an Independent Licensee of the Blue Cross Blue Shield Association, serving 21 counties in Central Pennsylvania and the Lehigh Valley.

OUR MISSION IS TO IMPROVE THE ECONOMY AND QUALITY OF LIFE IN THE LEHIGH VALLEY.

With nearly 5,000 members who employ more than 280,000, 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.
- **Trainings & Programs:** Resources designed to help make our members' jobs more profitable, rewarding and efficient.



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

CAREER PATHWAYS



SHARE THE KNOWLEDGE, SKILLS,
& ABILITIES NEEDED TO SUCCEED



SCAN TO START
YOUR PATHWAY
TODAY!



AFFILIATED CHAMBERS OF COMMERCE

Allentown Chamber

Serving 1,400 members conducting business in the city of Allentown.

Contact Maggie Walters at maggiew@lehighvalleychamber.org.

Downtown Allentown Business Alliance (DABA)

The DABA is an association made up of entrepreneurs, retailers, restaurateurs, 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 Maggie Walters at maggiew@lehighvalleychamber.org.

Bethlehem Chamber

Advocate, preserve and advance business and community interests in the Bethlehem area.

Contact Tammy Wendling at tammyw@lehighvalleychamber.org for information.

Downtown Bethlehem Association

Helps to revitalize, rehabilitate, promote and advance downtown business within the city of Bethlehem. In addition, the DBA functions through City Relations, Historic District Planning and South Side Issues. Contact Ty Versocki at tyv@lehighvalleychamber.org.

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 Caitlin Hamlin at caitlinh@lehighvalleychamber.org.

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 Caitlin Hamlin at caitlinh@lehighvalleychamber.org.

East Penn Chamber

Serving Emmaus, Macungie, Alburtis, Lower Macungie and Upper Milford.

Contact Hayden Rinde at haydenr@lehighvalleychamber.org.

Emmaus Main Street Partners

Supports and revitalizes the Emmaus historic downtown.

Contact Hayden Rinde at haydenr@lehighvalleychamber.org for information.

Greater Northern Lehigh Chamber

Serving Slatington, Walnutport and North Whitehall, Lynn, Heidelberg, Lehigh, and Washington Townships. Contact Kylie Adams-Weiss 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-Gower at jessicao@lehighvalleychamber.org.

Greater Northampton Area Chamber

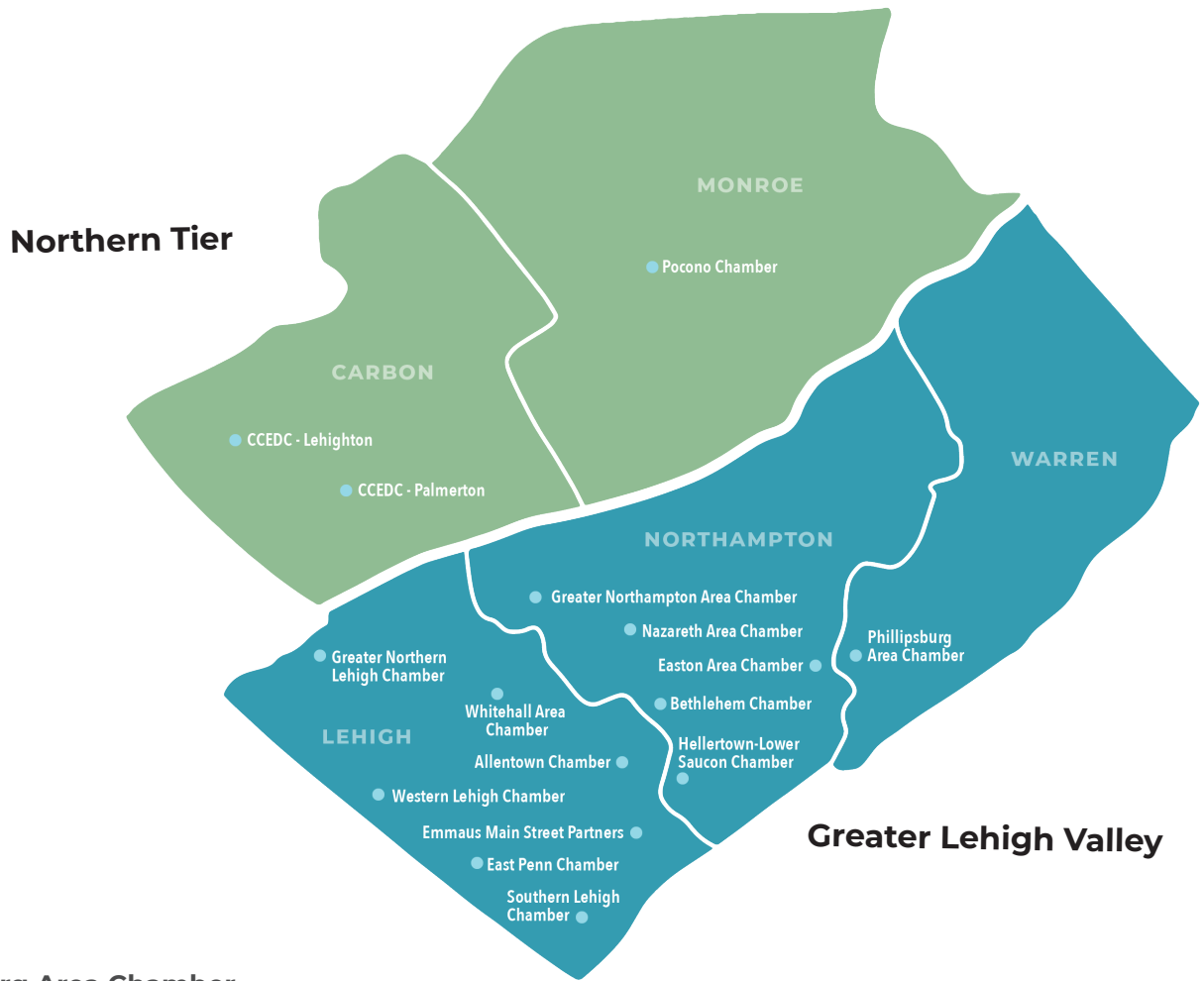
Serving the greater Northampton Area, Borough of Bath, East Allen, Lehigh and Moore Townships.

Contact Jessica O'Donnell-Gower at jessicao@lehighvalleychamber.org.

Nazareth Area Chamber

Serving the greater Nazareth Area.

Contact Jessica O'Donnell-Gower at jessicao@lehighvalleychamber.org.



Phillipsburg Area Chamber

Serving the greater Phillipsburg, NJ area.
 Contact Caitlin Hamlin at caitlinh@lehighvalleychamber.org.

Southern Lehigh Chamber

Serving Coopersburg, Center Valley and Lower Milford & Upper Saucon Townships.
 Contact Hayden Rinde at haydenr@lehighvalleychamber.org.

Western Lehigh Chamber

Serving South Whitehall and Upper Macungie Townships, including the communities of Wescosville, Trexlertown, Fogelsville and Breinigsville.
 Contact Hayden Rinde at haydenr@lehighvalleychamber.org.

Whitehall Area Chamber

Serving the Greater Whitehall area, including Whitehall Township, Coplay Borough Catasauqua Borough and North Catasauqua Borough.
 Contact Kylie Adams-Weiss at kyliea@lehighvalleychamber.org.

NORTHERN TIER

Carbon Chamber & Economic Development Corporation

Serving Carbon County.
 Contact Kathy Henderson at kathyh@lehighvalleychamber.org.

Pocono Chamber

Serving Monroe County.
 Contact Sarah Wallace at sarahw@lehighvalleychamber.org.

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.

BUSINESS & DIVERSITY COUNCILS AND PUBLIC POLICY COMMITTEES

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 Gina Martens at ginam@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 Leo Rooney at leor@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.

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. 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 Keal at brittanyk@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 Paige Nicholas at paigen@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 Council

Building intergenerational connections with veteran Chamber professionals to create a new vision and promote economic success.

Contact Brittany Keal at 610-295-9824 or brittanyk@lehighvalleychamber.org for information.



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 members consider Constellation **America's energy choice**®

For more information contact Melissa Raymond at 443.875.5122 or Melissa.Raymond@constellation.com.
Or visit constellation.com/Lehigh



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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 Ellie Andino at elliea@lehighvalleychamber.org. Visit the Chamber's website at www.lehighvalleychamber.org/advertising for the most current list of benefits.

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.
Contact Ellie Andino at elliea@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 Ellie at elliea@lehighvalleychamber.org.



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 Morning Call Advertisement published in the Newspaper and E-Newspaper, in full color (or BW based on availability). Advertising size is 3.22" horizontal x 7" vertical.

Contact Jim Ottinger at 610-554-8415_jottinger@mcall.com for details!

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 Ellie Andino at elliea@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)

AFFORDABLE ADVERTISING & MARKETING

1. Connections Magazine - Monthly publication (circ. 4,000). 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 Ellie Andino at elliea@lehighvalleychamber.org for more information. Be sure to check out the digital version at lehighvalleychamber.org/connections.

2. Featured Business Story - This opportunity uses various medias to get your business message to your target audience. Package includes: full page advertorial in Connections, a quarter page ad in following issue, email blast, highlighted on The Chamber's social media outlets, a title slot on the Chamber's brand new App and more! Contact Ellie Andino at elliea@lehighvalleychamber.org for more information.



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 Ellie at elliea@lehighvalleychamber.org.

5. Email Banner Advertising

Our weekly newsletter is sent to over 12,000 individuals, including local business owners and representatives from the Valley's biggest and fastest-growing companies. Placing an ad in this newsletter is a great way to ensure that your message is seen by the right people, and will keep your business top-of-mind.

Contact Bailey at baileym@lehighvalleychamber.org for more information.

6. Website Advertising

Banner and logo advertising are available for your company to gain the greatest exposure through The Chamber's website, which gets over 40,000 page views per month. Your advertisement would have a direct click-through to your company's website or designated URL.

Contact Gina at ginam@lehighvalleychamber.org for more information.

7. Event Sponsorship Opportunities

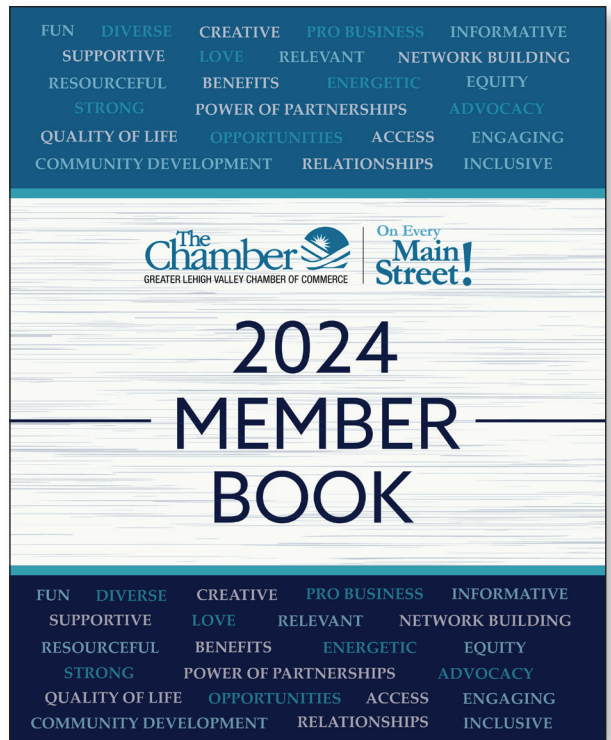
Event sponsorships marry traditional advertising and public relations benefits in a unique package available exclusively to Chamber members. Many of our sponsorships include advertising opportunities such as direct mail, print and online advertising. On the PR side, nearly all of our sponsorships include 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 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 Paige at paigen@lehighvalleychamber.org for more information.



EXCLUSIVE MEMBER BENEFITS

HEALTH INSURANCE

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.

(See Ad on page 15)

CleverRX: Prescription drug savings card program that beats the average copay, saving consumers up to 80% off the initial value (See Ad on page 4).

BUSINESS 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.

ENERGY:

Electricity Savings Program: Constellation Energy 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.

DIVERSITY TRAINING

FIA NYC: Provides customized training and consulting for your business (See Ad on page 4).

HUMAN RESOURCES

OurVirtualHR: Virtual HR support for small- and mid-sized businesses. Provides all the HR resources companies need all in one place (See Ad on page 4).

WORKFORCE:

Careerlink Lehigh Valley – Finding skilled employees in today’s market: Visit www.careerlinklehighvalley.org and see ad on page 13 for more information!

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. Visit www.firstcomcu.org/benefits or contact Lisa Deutsch at ldeutsch@firstcomcu.org.

PSECU: Through your relationship with the Greater Lehigh Valley Chamber, you’re eligible to join PSECU and earn \$250 - visit psecu.com/member 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. Learn more at www.cedarcrest.edu/chamber.

Delaware Valley University Employer Educational Partnership Program: Chamber members, their domestic partners, and their dependents receive a 10% tuition discount on eligible programs, no application fee, and deferred tuition payment option. DelVal’s School of Graduate and Professional Studies offers 9 master’s degree programs, 28 undergraduate degree majors, certificate programs, and extensive credit and non-credit continuing and professional studies offerings. On-line, hybrid, and in-person courses available. Contact Karen Snyder, MS., Employer Partnership Program Coordinator, at 215-489-2235, karen.snyder@delval.edu or visit delval.edu/epp.

East Stroudsburg University Tuition Discount Program: 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%. For more information, contact Dr. William J. Bajor, Director of Graduate and Extended Studies, at 570-422-3536 or wbajor@esu.edu.

BUSINESS REPUTATION PLATFORM

Reviews Up: Reviews on Google, Facebook, Yelp and other platforms can make or break your business. most small business owners don’t have the time or tech to optimize these reviews to their advantage. Reviews Up helps businesses from 1-100 locations automate the customer review process, simplify responding, and harness user generated content to supercharge existing websites to ensure better position in search results, lower ad costs, and build a prestige advantage over competitors. All Chamber Members get access to a complimentary reputation audit plus one month of complimentary service with no obligation. to schedule your free reputation audit, contact sales@thingsup.com and use subject: Chamber Benefit.



NEW!



CONNECTING LOCAL BUSINESSES TO TOP TALENT

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



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 and employer roundtables
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 recruitment customized to workforce needs

Call us for more information on how we can help you! 610.841.1130 | www.pacareerlink.pa.gov

A proud partner of the American  JobCenter network

Auxiliary Aids and services are available upon request for individuals with disabilities. Equal Opportunity Employer/Program.

Visit <https://lvwib.org/equal-opportunity-and-adaptive-equipment/> for a full list of Equal Opportunity information and our Adaptive Equipment and Programs at PA CareerLink®. Programs at PA CareerLink® Lehigh Valley are funded in whole or in part by federal funds. Detailed information can be found at lvwib.org/stevens-amendment/.



Does *your* business insurance earn dividends?



Dividends paid.
More than
\$387,000!

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

An Equal Employment Opportunity/Affirmative Action Employer
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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.



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
Kressler, 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
Seltzer Group	(888) 366-1000
Univest Insurance, Inc.	(610) 966-1315



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 Blue Cross and Guardian
- Streamline your employee benefits administration

Call [Leidy Reynoso— 610.349.8226](tel: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.

The Chamber's Public Policy & Government Affairs

Overview: The Government Affairs Division of the Chamber is the voice of Lehigh Valley businesses in government. We address issues of concern for your business on the state and federal levels. We take proactive measures to ensure that government considers business in every applicable vote.

The Chamber's Public Policy Committee represents every chamber and council within the Greater Lehigh Valley Chamber of Commerce. The Committee members and staff listen very carefully to our members needs and research all sides of pertinent issues and pending bills to produce The Chamber's position statements. The Public Policy Committee takes pro-business positions on legislation that will have an impact on your business and create a more commerce-friendly environment where your business can thrive.

We'll keep you informed of relevant issues through emails, committee, and council meetings. The four subcommittees focus on key areas of concern for our Lehigh Valley businesses. Each committee meets to discuss industry-specific issues and gain insight into their impact on the business community:

- Energy & Environment
- Healthcare
- Tax & Regulation
- Transportation

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 economy continues to move into the 21st Century, it is pertinent the Chamber and WBLV continue to work together to promote training models which best prepare our current and future workers for success. Training models ranging from on-the-job training to Apprenticeships and Registered Apprenticeships will continue to be a focal point so we can have an upskilled workforce which will lead to success and growth in the Greater Lehigh Valley.

For more specific information on these and other chamber legislative positions, please visit our website or contact The Chamber's Vice President of Government & External Affairs, Leo Rooney at leor@lehighvalleychamber.org.

PUBLIC POLICY ISSUES FOR NJ:

Advance business friendly policies

- Reform the New Jersey Corporate Business Tax to improve 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
- Advocate for reasonable and financially responsible environmental laws and regulations, utilizing science and applying federal standards where appropriate.
- Increase transparency and accountability within New Jersey government entities.
- Continue to place emphasis on a more comprehensive Transportation Plan for New Jersey.

CHAMBER STAFF



Tony Iannelli
President & CEO
610-739-1513
tonyi@lehighvalleychamber.org



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



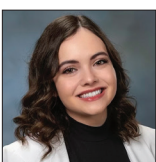
Paige Nicholas
VP, Major Events
610-737-0565
paigen@lehighvalleychamber.org



Ellie Andino
Director, Communications & Design
610-739-1000
elliea@lehighvalleychamber.org



Bailey Muhl
Manager, Member Relations
610-349-9776
baileym@lehighvalleychamber.org



Sofia Groves
Coordinator, Member Relations
610-802-2380
sofiag@lehighvalleychamber.org



Leo Rooney
Vice President, Government & External Affairs,
Producer, Business Matters
610-739-1642
leor@lehighvalleychamber.org



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



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



Brittany Keal
VP, Diversity Councils
(LGBTQ Business Council & Young Professionals
Council)
610-295-9824
brittanyk@lehighvalleychamber.org



Remzie Kurtis
Coordinator, Diversity Councils
484-547-8970
remziek@lehighvalleychamber.org



Hannah Stott
Coordinator, Diversity Councils
484-668-0390
hannahs@lehighvalleychamber.org



Maggie Walters
Vice President, Allentown Chamber
610-349-2180
maggiew@lehighvalleychamber.org



Liz Martin
Allentown Chamber Associate
484-834-9693
lizm@lehighvalleychamber.org



Tammy Wendling
SVP, Bethlehem Initiatives
610-739-1775
tammyw@lehighvalleychamber.org



Brittney Ciardi
AVP, Bethlehem Initiatives
484-828-9765
brittneyc@lehighvalleychamber.org

CHAMBER STAFF



Ty Versocki
Assistant Manager, Downtown Bethlehem Association
610-739-3385
tyv@lehighvalleychamber.org



Jessica O'Donnell-Gower
EVP, Affiliated Chambers, Northern Tier and Easton & Phillipsburg Initiatives
610-573-4010
jessicao@lehighvalleychamber.org



Caitlin Hamlin
Manager, Easton & Phillipsburg Initiatives
610-739-1520
caitlinh@lehighvalleychamber.org



Erin Deutsch
Assistant Manager, Easton & Phillipsburg Initiatives
484-264-6630
erind@lehighvalleychamber.org



Kylie Adams-Weiss
AVP, Affiliated Chambers (WACC, GNLCC, NCC) & Director of Marketing & Design (Affiliated Chambers and Easton Area Initiatives)
kyliea@lehighvalleychamber.org
484-548-4090



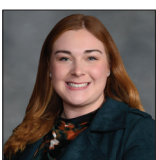
Aaron Gasparetti
Manager, Affiliated Chambers (HLSC, GNACC, NACC)
610-349-1532
aarong@lehighvalleychamber.org



Hayden Rinde
AVP, Affiliated Chambers (EPCC, EMSP, SLCC, WLCC)
484-828-9777
haydenr@lehighvalleychamber.org



Sarah Yost
Assistant Manager, Affiliated Chambers (EPCC, EMSP, SLCC, WLCC)
610-739-1273
sarahy@lehighvalleychamber.org



Elyse Cuttic
Assistant Manager, Affiliated Chambers (GNACC, HLSC, NACC, WACC)
484-834-7868
elysec@lehighvalleychamber.org



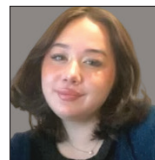
Kathy Henderson
Executive Director, Carbon Chamber & Economic Development
570-778-8147
kathyh@lehighvalleychamber.org



Jessica Kohutka
Manager, Carbon Chamber & Economic Development
570-952-5453
jessicak@lehighvalleychamber.org



Sarah Wallace
Interim Manager, Pocono Chamber of Commerce
484-547-8551
sarahw@lehighvalleychamber.org



Sierra LeFurgy
Design & Communications Coordinator
Pocono Chamber of Commerce
610-295-9047
sierral@lehighvalleychamber.org



Victor Brozusky
Lead Coordinator
Pocono Chamber of Commerce
484-280-3024
victorb@lehighvalleychamber.org



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



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



Rose Caras
Finance & Database Manager
610-739-1612
rosec@lehighvalleychamber.org



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eabcprinting.com

6034 Hamilton Blvd. ■ Allentown, PA 18106
610-841-0786