

Building our Region Through Trades:

Discover how ChescoWest is changing the face of Workforce Development

The Western Chester County Chamber is driven to not only serve our members through educational and networking events but to also address a very important aspect of every one of our members' businesses, which is their workforce... **CONTINUED ON PAGE 3**

WHAT'S INSIDE

Gawthrop Greenwood, PC...4

The Value of Video in Marketing...7

Business News...11

Member Connections...16



The Chamber hosted our What's Working, Workforce Solutions luncheon to bring together our business members and local educational professionals to discuss what proven solutions are being applied to solve workforce issues in our region. During the event, the Chamber was excited to recognize, George "Beau" Crowding, the County's Deputy Director of Fire Services, with the **WCCCC Youth Workforce Development Award** in recognition for his vision and dedication in creating a workforce pipeline of First Responders in Chester County.

SAVE THE DATE

Annual Dinner

November 14th, 2019

5:00 pm to 8:00 pm

French Creek Golf Club



Chamber Board Member, Lisa McNamara awards Beau Crowding with the WCCCC Youth Workforce Development Award.

CEO ROUNDTABLE

5 Mistakes I Made Along
the Way to Success
September 17th, 2019

GET VIP ACCESS

Coatesville Vintage
Grand Prix
September 21st, 2019

Western View is a publication of the Western Chester County Chamber of Commerce

Our Mission is to connect our members to new ideas, resources, and relationships to achieve their goals

Our Vision is for a thriving region that is well connected, innovative, and accessible for community and business growth

Our Goals are to promote the chamber as the leading resource for businesses and organizations in our community, to build regional cooperation to strengthen business retention, growth and revitalization, and to enhance value for members through education and events

EXECUTIVE COMMITTEE

Karl Klingmann II | President | *Penn Rise Advisors*
Alissa Griffith | President Elect | *Quik-Stop Pharmacy*
Greg Vietri | Vice President | *G.A. Vietri, Inc.*
Mike Guyer | Treasurer | *Mid Penn Bank*
Donna McCorkle | Past President | *CBIZ, Inc.*

BOARD OF DIRECTORS

Cory Amman | *Courtyard by Marriott*
Joe Boldaz | *Hydraterra Professionals*
Justin Chan | *Valley Creek Productions*
Chuck DiLabbio | *Sikorsky Aircraft Corporation*
Deb Ellis | *Highspire Hills Farm*
Matt Gorham | *The Gorham Group Real Estate*
Donna Horvath | *Honeybrook Golf Club*
Sonia Huntzinger | *Coatesville 2nd Century Alliance*
Robbyn Kehoe | *Atglen Library*
Cliff Masscotte | *SERVPRO of Kennett Square / Oxford*
Lisa McNamara | *Octorara Area School District*
Mark Milanese | *Milanese Remodeling*
Mark Reynhoudt | *Brandywine Hospital*
Susan Salvo | *Art & Architecture*
Gwen Smoker | *Citadel*
Anthony Verwey, Esq. | *Gawthrop Greenwood, P.C.*
Jonathan Wright | *Wright Agency Insurance*

STAFF

Donna Steltz | Executive Director
Donna@westernchestercounty.com
Rachel Cathell | Communications Coordinator
Rachel@westernchestercounty.com
50 South 1st Avenue, Coatesville, PA 19320
610-384-9550
www.westernchestercounty.com



NEW MEMBERS

ACR Machine

Steve Tury (610) 383-6150
acrmachine.com
ACR Machine Inc is a 25,000 square foot manufacturing space facility that offers in-house design support, prototype, production and assembly of custom parts and systems manufactured for aerospace, military, commercial, medical, automotive and electronic OEM's.

American Tent Rental

Denise and Jay Riley (484) 340-7450
[americantentrental.wixsite.com/americanrental/](http://americantentrental.wixsite.com/americanrental)
American Tent Rentals provide tents, party supplies, linens, and more- as well as a loyal and dependable service.

Armstrong Engineering Associates

Robin Austin (610) 436-6080
armstrong-chemtec.com
Armstrong has been a leader in the design and manufacture of specialized process heat transfer equipment for more than 70 years. Armstrong supplies high performance industrial process equipment for the most critical and hazardous duties in the chemical, petrochemical, and refining industries.

CrossFit Coatesville

Kyle Wegman (484) 378-2562
crossfitcoatesville.com
CrossFit is for EVERYONE. Regardless of age or current fitness level, everyone can be performing the workouts! Everything is scaled for each unique individual to ensure they are in a constant pursuit of LIFE. LONG. FITNESS.

Hughes & Hughes Family Dentistry

Cheryl Gaudi
hughesdentistry.com
Hughes & Hughes Dentists embrace the philosophy of individualized, patient-centered dental care. They provide family dental care, pediatric, orthodontic and cosmetic dentistry.

Mark Lane Properties

Mark Sherman | Lane Udis (215) 221-5430
midwayartsofcoatesville.com
Mark Lane Properties is behind Midway Arts, a work space environment that caters to entrepreneurs and small business owners that seek a space to allow their talents to flourish alongside like-minded individuals.

NEW MEMBERS

NCCR- Northwestern Chester County Rentals

Greg Vietri (610) 857-1110

nccrllc.com

NCCR offers equipment for aerial distribution and heavy underground as well as all of the tools needed to support the commercial/industrial electrical construction industry.

PNC Bank, Christiana

Susan Kuryloski (610) 593-2121

pnc.com

For more than 160 years, PNC have been committed to providing clients with great service and powerful financial expertise to help them meet their financial goals.

Revival Productions

Heather Grayberg (484) 378-0047

revival-productions.com

Revival Productions is a professional theatre and performing arts company in Coatesville dedicated to outstanding production value, excellence in education, and a variety of entertainment.

Rita's of Gap - The Rita's Truck

Debbie Pierce (717) 442-7977

ritastruck.net

The only Rita's Trucks in the area. The trucks can be safely parked at any location including sporting events, picnics, festivals, fairs, corporate events, school events, community events, weddings, private parties or any other special occasion. Serving the signature frozen treats, such as Italian Water Ice, Gelati's, Misto's and Custard and Cones.

Shirts and More

Joseph Early (610) 873-6075

shirtsnmorea.com

Shirts n More is your local screen printing, embroidery and awards center. They have serviced local businesses in the Chester County area for over ten years with screen printing, embroidery, engraving, awards, personalized gifts, signage, banners, brochures, business cards, shirts, sports uniforms, school apparel and more promotional items.

RENEWING MEMBERS FOR THE 3rd QUARTER

10+ Years

ArcelorMittal | Albert Fuller

Brian Hoskins Ford | Ed Kovatch

Chester & Associates, LLC | Penny Reeder

Envera | Michael Matheny

Fairways Apartments & Townhomes | Kristin Undercuffler

French Creek Golf Club | Thad Fortin

High Associates, LTD | Brian Davison

J-S All Things Plumbing | Bob Sparr

Knies Insurance Group | Greg Knies

Krapf Group | Gary Krapf

Sikorsky Aircraft Corporation | Chuck DiLabbio

Sovereign Environmental Group | Larry Johnson

The Gorham Group Real Estate | Matt Gorham

The Lukens Band | Mike Givler

5+ Years

Courtyard Marriott Coatesville | Cory Amman

Harcum College | Evelyn Santana

Honey Brook Pharmacy | Tony Scalies

Lamb Beverage Inc. | Michael McGinley

Little Chef Family Restaurant | Nick Lymberis

McMahon Associates, Inc | Natasha Manbeck

Pope John Paul II Catholic Elementary School | Maria Samson

The Parkesburg POINT | Debbie Shupp

The UPS Store Print Shop – Downingtown | Bruce Cobb

VanDyne Insurance Agency | Donna VanDyne

Zakback Inc. | Bruce Korn

Less than 5 Years

ACR Machine Inc. | Steve Tury

Agape Institute of Functional Healthcare Michelle Conicello

Aleesha Nicole Photography | Aleesha Howe

Boy Scouts of America Chester County Council | Rick Curth

Chester County Association for the Blind | Robert Milliken

Crime Victims' Center of ChesCo | Christine Zaccarelli

Crop's Fresh Marketplace | Chad Cropper

FBSG Inc. | Cindy Gallo

First Eastern Development Company, LLC | John Newton

Ground Up Home Inspections | Kevin Kerr

JGM Fabricators & Constructors | Joseph Messner

John Serock Catering | John Serock

Link Promos | Megan Lamkin

Meridian Bank | Geoffrey Sheehan

Phoenixville Federal Bank & Trust | Steve Pratt

Re/Max Professional Realty - Laurie Keen

The Small Business Accounting Solution Inc | Nicole Odeh

Traffic Planning and Design, Inc | Randy Waltermeyer

Uticom Systems, Inc. | Paul Keeler

William S. Malany & Sons, Inc. | Chad Lease

Zeke's Inc. | Joseph DiSciullo

As everyone knows, a company is only as good as its employees. For the past few decades, our students have been pushed to follow the path to a four-year degree. It is the Chamber's mission to address this mindset and focus our energies on promoting the trades and certificate programs since the widening skills gap is in these professions. Couple this gap with the need, not to mention right, for every student to follow a career path that is best for them. Students deserve to be treated with respect-whether pursuing a degree in accounting, welding, plumbing, carpenter or directly entering the workforce. Let's lose the arrogance of stating that more than 90% of a graduating class is going to college and honor those going into the trades with equal admiration. Working with our hands has become a lost 'art'.



Stephanie Smith, Jeannette Roman and Samantha Brannen of Chester County Workforce Development

The Chamber's Workforce Event, "What's Working", showcases the strength of the trades and highlights our partnerships with local educators that are innovating programs to ensure the future workforce is prepared-

Octorara Area School District, the Coatesville Area School District, the Chester County Technical College High School, Thaddeus Stevens College of Technology, Williamson College of the Trades, Universal Technical Institute, Delaware County Community College and Harcum College Coatesville

At the event, representatives from the above listed partners, expressed the successes of these important career pathways. Lisa McNamara, Octorara Area School District K-12 School to Work Coordinator said, "The importance of the Chamber bringing this event together is to find out how education and industry can and are working together to bridge the gaps."

The event's keynote speaker was Stephen Grosh, HR Manager of Dutchland, Inc. Stephen and Dutchland, Inc. work closely with Octorara students by providing them with internships, co-op work opportunities and summer employment which assists him in building his own pipeline of employees. Stephen encouraged businesses to,

"...get involved with your local highschool, talk to the guidance counselor, invite educators to come in to your business and see how your company works, the tools and skillsets your employees use everyday."

Let's inspire creativity in our future generations and encourage our children to explore all of life's career opportunities!



Stephen Grosh, HR Manager for Dutchland, Inc.

Jones J-S Sparr

All Things Plumbing

610.500.4373

atplumbing@verizon.net

Region's Highest Quality Legal Services Provided by Gawthrop Greenwood, PC

Gawthrop Greenwood, PC understands that legal services can seem costly not only in terms of finances, but also in the division of our clients' energy and focus. That's why our full-service law firm champions its core principle of providing the region's highest quality legal services to businesses, individuals and governmental entities, with a level of personal attention seldom found elsewhere.

Customized Legal Strategy

Gawthrop Greenwood's skilled attorneys tailor legal solutions that put you, your business and your family at a distinct advantage. After analyzing your legal matter, the firm applies a customized legal strategy to achieve your goals. We leverage our client's strengths and their adversary's weaknesses.

Informative & Accessible

As your advocates, Gawthrop Greenwood attorneys view it as their mission to be accessible, and give your calls, emails and concerns top priority. We take the time to understand your goals, and ensure that you will also understand the law behind your attorney's strategies and recommendations.

"We became Gold Sponsors with the Chamber not just because our attorneys live and work in Western Chester County, but because we value of the strong sense of community that the Chamber has developed over the years. Those relationships mean a great deal in our communities and business."

-Tony Verwey, Esq.



Comprehensive Services

Your needs, and those of your business or family, can shift while you navigate change or crisis. Gawthrop Greenwood's comprehensive suite of services fulfills those changing needs while keeping you on a confident and steady course. Families, businesses, governmental entities and individuals entrust the firm with:

- Business Law, Startups, Mergers & Acquisitions
- Real Estate & Land Development
- Litigation
- Criminal Defense
- Estates, Trusts & Tax Planning
- Family Law, Divorce & Mediation
- Government & Education Law
- Maritime & Transportation Law

With offices in West Chester, PA and Greater Wilmington, DE, Gawthrop Greenwood serves clients throughout the greater mid-Atlantic region and nation. For more information or to schedule a consultation, please call 610-696-8225 or visit www.gawthrop.com

17 East Gay Street, Suite 100 ·
West Chester, PA 19381 | 610-696-8225

3711 Kennett Pike, Suite 100 ·
Greater Wilmington, DE 19807 | 302-777-5353

Tony Verwey, Esq. Named Super Lawyer Chamber board member and Gawthrop Greenwood partner, Anthony T. Verwey was named to the 2019 Pennsylvania "Super Lawyers" list. Super Lawyers selects attorneys from more than 70 practice areas who have attained a high degree of peer recognition and professional achievement. With a focus on real estate development, eminent domain, government and school law, Verwey has nearly 30 years of experience navigating government regulations on behalf of developers, property owners, municipalities, appointed officials, school districts and boards.



There's an old expression that a picture is worth a thousand words. If that's the case- video has to be worth at least a million! Marketing and advertising using video is as old as the medium itself; dating back to the early days of television and cinema. Advertisers realized even back then, that having your eyes and ears could help make a lasting impression.

Fast forward to 2019 and with the advent of the internet, social media, and smart phones, video is available anywhere at anytime. Creating professional video content once cost tens of thousands of dollars and now individuals have the ability to shoot high quality video on our smart phones.

How can all this help your business? When potential clients are researching your company they are very likely to click on video links on your website and social media channels to learn more about your offerings and more importantly more about who you are as a company. Video allows you to present your company in the way the customer would experience it as if they walked through your doors. It gives them the ability to meet you and learn about your products and services before they even click the contact button or pick up the phone.

We hear from our small business clients all the time that when clients contact them they immediately recognize the name and voice from the videos they watched and during that initial meeting they feel like they already know the person they are talking with even though they have never met.

Think about how we interact with celebrities on TV and in the movies, when we watch interviews and follow them on social media we feel like we actually know them because of how open and honest they appear on camera and the amount of details they share on social media. That's what video should be doing for your business.



How can you start introducing more video to your marketing?

Creating video for social media is a good first step, Consumers are not expecting broadcast quality video when they visit Facebook and Instagram feeds. You want a consistent look and feel for your video messages, and they should be short (under a minute). For most video content you'll want to hold your phone horizontally, not vertical. This is the shape of most screens. Make sure lighting is decent; video needs a lot of light. That light should be coming towards the subject and not from behind the subject (avoid shooting towards a window or light source) Smartphone microphones are not great so it's a good idea to not have a lot of talking if any.

Watch your headroom when you shoot people, there should only be a small amount of empty space between the top of your subjects head and the top of the frame. Avoid fast pans and movements and try to hold the camera as steady as possible. Use iMovie or another basic free video editing app on your phone to cut the clip down. You can even add music and your logo to the video fairly easily using basic video editing apps on your phone.

Not sure what type of content your business needs?

Do a Google search of competitors from other areas of the country and see what they are doing for video on their social media channels. Topics should be engaging and add value to the consumer. If you are starting a video campaign plan to release videos at least every few weeks in between other posts. The more regular content you post the more followers and engagement you will have.

For your website it's best to bring in professionals to capture video. This content will live on your site for a few years and you want it to look good. Consumers expect smart phone video on your social channels but they expect professional video on a website.

The most important pieces of a broadcast quality video for your website are:

Professional interviews using boom or lavalier microphones

Video lighting and professional cinema cameras

Well lit and professionally shot video footage of your office, building, product and staff.

Drone footage to capture a bird-eye video of your facility

Custom logo animations and graphics

Before you start interviewing prospective video companies you should have a good idea of what your video needs are. Here are some questions you should think about.

- How many videos are needed?
- About Us?
- Product Specific?
- Hiring?
- Tips/Tricks?
- Who is going to speak for the company?
- How many locations do you have, will you need video in multiple locations?
- What days/times is your office/store/facility available for shooting video?
- When will you need the video complete?

Expect that most corporate video shoots will take between one and two days on location. During that time there will be some disruption of normal operations to set up lights and cameras for interviews and b-roll footage. Staff and owners will be pulled from normal responsibilities for interviews and to help coordinate the shooting.



Allow 4-6 weeks to produce the edited video, if you need it sooner make sure the company has the time/staff for a more rushed job and expect to pay more for this. Most companies will need a week or two lead time before shooting to schedule staff and equipment for your shoot.

ASK OUR TEAM HOW to keep healthy.



Brandywine Hospital

TOWER HEALTH

Advancing Health. Transforming Lives.

brandywine.towerhealth.org

We are invested in Western Chester County

From improving water and wastewater infrastructure to proactive planning that will help us meet future demand, we are dedicated to meeting the needs of our customers. Learn more at pennsylvaniaamwater.com.



**PENNSYLVANIA
AMERICAN WATER**

Experienced.
Respected.
Responsive.



Gawthrop Greenwood, PC
Attorneys at Law

17 East Gay Street | Suite 100 | West Chester, PA 19381 | 610-696-8225
3711 Kennett Pike | Suite 100 | Greater Wilmington, DE 19807 | 302-777-5353



Jennifer Walker- Peake Legal, Jeremy Mueller-Electrical Plus, Diana Mattingly and Jack Ellis-First Resource Bank of the Chamber's 2019 Golf Outing.



The Chamber's Annual Golf Outing was held at Coatesville Country Club



Donna McCorkle-CBIZ, Inc., Nicholas Branton- Swope Lees, Evan Witmer-Meridian Bank, Bob Sparr-J-S All Things Plumbing.



Candice Klingmann, Aleasha Howe- Aleasha Nicole Photos, Veronica Hall- Adelfi Promotions, and Jen Farnum-Keller Williams enjoy Gala on the Greene.



Steve Ohrwaschel-Coventry Environmental, Inc., Tony Verwey, Esq.-Gawthrop Greenwood PC, Theo Claypoole, Esq.-Unruh, Turner Burke & Frees



Charlynn Weaver, Meredith Warner, Maureen Breuninger and Heather Fuller of Breuninger Insurance.



Board President Karl Klingmann- Penn Rise Advisors, Michael DeBerdine-Rhoads Energy Corporation, Executive Director Donna Steltz, Greg Vietri-G.A. Vietri, Inc.



Kevin Mountain- Mountain Funeral Home and Donald Folks of Coatesville City Council

Good Samaritan Services Celebrates Milestone

Good Samaritan Services and the Chamber recently celebrated the 1-year anniversary of the renovations of Bridge of Hope @ Good Samaritan Services' Olive Street location in Coatesville. Chamber and community members networked in the new space which serves as a welcoming haven for single mothers and their children facing housing issues.

In 2017, non-profit Bridge of Hope merged with Good Samaritan Services to increase their ability to provide services for community members experiencing homelessness. During the event, Chief Executive Officer, Nate Hoffer explained the permanent housing programs that are available at the location- including professional case management services, rental support and mentoring groups.

M. Cynthia Quinn
CERTIFIED PUBLIC ACCOUNTANT

7 Red Oak Drive , Coatesville, PA 19320
Tel (610) 380. 1040

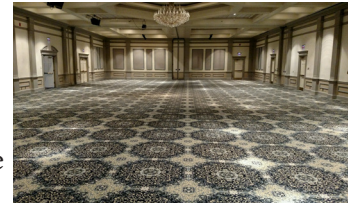
PRECISION FLOORING MOVES TO A NEW SPACE



Left to right: Mike Guyer- Mid Penn Bank, Donna Steltz, Susan Salvo- Art & Architecture, Commissioner Terence Farrell, Karl Klingmann- Penn Rise Advisors, Marilyn and Steve Costalas- Precion Flooring, Carol Lewis-Valley Township, Judy Farrelly, and Jesse Costalas at the Ribbon Cutting Ceremony

Local Chester County business, Precision Flooring, celebrated its relocation to a space designed to accommodate its growth! The business welcomed the Chamber, Commissioner Terrence Farrell and chamber associates to tour the facility and celebrate this progressive milestone together. The business employs certified commercial flooring installers to ensure customer satisfaction. Precision Flooring has serviced the tri-state region for over 25 years with clientele in both the public and private sectors consisting of hotels, education facilities, office spaces and even residential projects.

Doylestown Country Club



PA002137

Rhoads Energy
FAMILY OF COMPANIES

1917 **100** 2017
YEARS OF COMFORT

Serving the community's heating and cooling needs for over 100 years

**PROPANE • HEATING OIL • NATURAL GAS
SERVICE & INSTALLATION • FLEET FUELING**

800.673.2423 • RhoadsEnergy.com

Curiosity Corner Early Education Center



Hello, from one local to another.

First Resource Bank is your hometown bank. We are proud to be a community bank that believes in providing exceptional service, managing your banking needs responsibly, and treating you with respect. We'll work with you to develop custom solutions that fit your unique business needs. Our professionals are here Monday through Saturday, stop by and say hello today.

West Chester Branch: 610-235-4700
844 Paoli Pike, West Chester, PA 19380

Exton Branch: 610-363-9400
800 N. Pottstown Pike, Exton, PA 19341

Wayne Branch Office:
321 Lancaster Ave, Wayne, PA 19087
COMING SOON IN 2019



Member
FDIC

www.firstresourcebank.com • customerservice@firstresourcebank.com

BUSINESS NEWS

Boy Scouts of America, Chester County Selects New Chief Executive Officer

The Chester County Council, Boy Scouts of America announced that Jeffrey D. Spencer has been selected as the organization's new Scout Executive/Chief Executive Officer. Jeff was active with a local Boy Scout troop as a youth, earning and receiving the coveted Eagle Scout Award. He earned his BA from the Penn State University, and a Master



of Science in Human Services from Murray State University. Upon his graduation from Penn State, he began his 27-year career with the Boy Scouts of America.

Council Celebrates Centennial

Chartered in 1919, the Chester County Council, Boy Scouts of America is celebrating its 100th

year of preparing young people to become responsible, participating citizens and leaders. To celebrate its centennial, the CCCBSA held a Day of Service in communities across the county. The Scouts coordinated around 30 different projects that include planting trees and flowers, weeding, mulching, picking up trash, clearing trails, collecting food, and painting stripes in parking lots.

In addition to the centennial, the Scouts BSA, a program that serves 11- to 18-year-olds welcomed girls as members, thus allowing more young people than ever before to experience the benefits of a time-tested program that builds character and leadership.

Amidst these developments, ground has been broken for the Program, Activity & Resource Campus – a state-of-art facility that will benefit not just the 5,700-plus Scouts but also the community at large. The facility will offer a space for educational programs that develop character and leadership training, outdoor activities and career awareness in fields such as STEM, business, and skilled trades. The CCCBSA is short of its financial goal, and the organization needs your help to get to the finish line.

Visit www.parcproject.com to contribute.

Regional Planning Committee Talks Transportation

Steve Fellin from Pennsylvania Department of Transportation (PennDOT) and Bruce Masi of Gannett Fleming Engineers and Planners recently gave a presentation to the Chamber's Regional Planning committee on the projects planned along the Route 30 bypass corridor and their schedule of implementation. Next public meeting will be scheduled for October.



Director of the Blind Association Retires

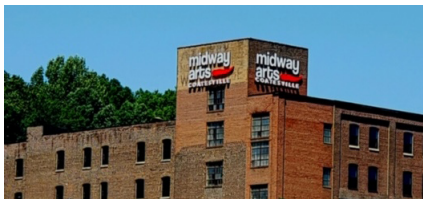
In 2016, Bob Milliken agreed to step forward to temporarily fill a management need at the Chester County Association of the Blind. However, Bob ended up serving as a full-time pro-bono Director for three and half years. Trained as a mechanical engineer, Bob felt he was up to the challenge of getting the workshop issues and the building's growing safety concerns resolved. He was able to keep CCABVI alive by improving safety throughout the facility, stabilizing the workshop and building the organization into one of the best National Industries for the Blind (NIB) suppliers. Today the workshop manufactures dish towels, pot holders, oven mitts, placemats and ironing board covers all while providing the attendees with a safe environment to learn new skills.



Lions District Governor for Chester and Berks Counties, Marilyn Wagner (right) presents Bob Milliken with the Melvin Jones Fellow Award, the highest Lions Club awards recognizing service.

Midway Arts Blooms with Business

Passerbys on Business 30 may have noticed the new Midway Arts sign raised ontop of the old Lipkin's warehouse in Coatesville. Mark Sherman and Lane Udis of Mark Lane Properties created Midway Arts and are filling tenant spaces in the building. The space acts as a creative center where artists, entrepreneurs and small business owners can work alongside each other and grow.



Midway Arts now has a handful of tenants with more availability for businesses looking to locate to this unique work space.

Fire Department Opens New Station

The Keystone Valley Fire Department, in partnership with the Parkesburg VFW and the Borough of Parkesburg, recently held a parade and dedication of its new building and housing. The new building is heralded as a staple within the community and a centerpiece for the redevelopment of the local business district in Parkesburg. With the VFW's assistance, a Veterans Memorial Garden was built in front of the building. This area will commemorate all local veterans who have perished in every major conflict, will contain a memorial to recognize the tragic events of Sept. 11, 2001 and will recognize local firefighters who have lost their lives in the line of duty.



Gene DiOrio of the Iron & Steel Museum wins Pennsylvania Preservation Award

The National Iron and Steel Heritage Museum was very excited for Preservation Pennsylvania to present the Henry A. Jordan Award to Gene DiOrio- Gene has served as a local preservationist, educating the community on the importance of iron and steelmaking in Pennsylvania. He has displayed great committment to the museum through the years, acting as an educational resource for MANY visiting guests. The award is named for Henry A. Jordan, a life-long supporter of the historic preservation movement. The award honors outstanding historic preservation efforts at the local/regional level. Congratulations Gene!

WE ARE HERE TO GUIDE YOU.

Financial Planning
Investments
Life Insurance
Employee Benefits



**PENN RISE
ADVISORS**

Karl Klingmann II
610.269.8363

karl@PennRiseAdvisors.com
www.PennRiseAdvisors.com

Karl Klingmann II is registered with and securities are offered through Kovack Securities, Inc. Member FINRA/SIPC. Kovack Securities Corporate Headquarters: 800-711-4078 | www.kovacksecurities.com Advisory services offered through Kovack Advisors Inc. Penn Rise Advisors is not affiliated with Kovack Securities, Inc. or Kovack Advisors, Inc.

PROUD TO SUPPORT THE COMMUNITY

MID PENN BANK
1-866-642-7736 | midpennbank.com
Member FDIC

New Fitness Option in ChescoWest



A new business has arrived, CrossFit moved into the Midway Arts Building in Coatesville.

CrossFit is a welcomed addition to the surrounding community as it offers a space where residents can have access to quality instruction in physical fitness. CrossFit Co-founder Kyle Wegman said, "The western Chester County region had an unfilled gap of fitness options and my team is excited to offer this facility to individuals that have otherwise commuted to work-out."


Founders Kyle Wegman and Jason Griggs have a deep appreciation for the form and function of CrossFit as well as the benefits it has in fostering a healthy lifestyle and improving performance. At the Coatesville location, constantly varied workouts are offered and instructed by dedicated staff for members.

The seed was planted for this new venture when Co-founder Jason Griggs, an active duty service member serving in the United States Army Special Forces and a Green Beret with multiple combat tours, was left with injuries and ailments that impeded his physical well-being and hindered his physical performance on the job. Jason confided in his lifelong friend and CrossFit instructor, Kyle, for advice on overcoming these injuries so he could once again perform above the physical expectations of his career.

Inspired by the results, Kyle approached Jason with the idea of starting CrossFit Coatesville. One year later the business was born. CrossFit Coatesville hopes to help wounded warriors, aspiring athletes and anyone who seeks a healthier lifestyle. Kyle said, "As the business grows and adapts to the needs of our customers, we aim to eventually hire on a Physical Therapist and Nutritionist in order to offer our clients every advantage to their physical goals and needs."

About:

Each CrossFit workout is fully scalable to challenge every level of experience, every shape, size, and age. Whether you're an elite athlete who's been training for years, or someone who is completely new to fitness, CrossFit is for you. Anyone from any background is welcome to join to build strength, resolve, and community. CrossFit Coatesville honors all service members, firefighters, law enforcement, and any emergency services personnel by offering discounted memberships.



brandywine health foundation
for a Greater Coatesville


Creating a Culture of Health
through Collaboration

Find out more: BrandywineFoundation.org

50 South First Avenue Coatesville, PA 19320
Phone: 610-380-9080

[Twitter](#) [Instagram](#) [Facebook](#)
@BrandyHealthFDN

New!



Citadel

**Cashback Rewards
CHECKING**

**Earn 1% on Everyday Purchases.
Every Month.**

Learn more at
CitadelBanking.com/CashbackChecking

Transaction requirements apply. For full program details and disclosures, visit CitadelBanking.com/CashbackChecking. Offer begins May 1, 2019 and may be withdrawn at any time. Fees may reduce earnings.

Federally insured by NCUA
2401 06/07/19

Brandywine Hospital Completely Renovates the Spackman Center

Brandywine Hospital recently completed renovation and upgrades to the Spackman Center. Originally named the Elizabeth Worth Spackman Building when opened in 1987, it had housed the Brandywine School of Nursing, but has been closed since 2009. The newly renovated and enhanced facility now serves as the education center for Brandywine Hospital. It includes a 188-seat auditorium with audiovisual capabilities and meeting rooms.

Mark Reyngoudt, Brandywine Hospital chief financial officer and member of the board of directors of the Western Chester County Chamber of Commerce said, "We are thrilled to offer the completely upgraded Spackman Center to the community for its use. Many community members took part in the Spackman Center Open House on Thursday, June 27. We were delighted to welcome everyone to our remodeled center."

The Spackman Center is available for use by non-profit organizations, with no room rental fee. Each request will be reviewed and approved to ensure it meets the guidelines established by Brandywine Hospital. Free parking is available and food service is available for a fee. Individuals interested in food service may request menus.

To schedule a room in the Spackman Center, please call Marj Lambert at 610-383-8003 or by email at Marjorie.lambert@towerhealth.org.



Brandywine Hospital- Spackman Center

About Brandywine Hospital

Located in Chester County, Pa., and a member of Tower Health, Brandywine Hospital is a nonprofit, 171-bed acute-care hospital with private rooms that has been providing high-quality, compassionate care in the community for more than 100 years. The hospital's key services include cardiology/ cardiothoracic surgery, emergency medicine, orthopedics, behavioral health (adult, older adult), general and robotic surgery, specialized care for eating disorders, and outpatient services (radiology/women's imaging, laboratory, cardio-pulmonary, occupational, physical and speech therapy, primary care and wound care). Fully accredited by The Joint Commission, Brandywine Hospital is also an accredited Chest Pain Center by the American Academy of Cardiology and the recipient of The Joint Commission's Gold Seal of Approval for excellence in acute myocardial infarction, hip replacement, knee replacement, stroke, and wound care. For more information, visit www.brandywine.towerhealth.org.

RESTORATION

NO MATTER THE DISTANCE,
SERVPRO IS FASTER
TO ANY SIZE DISASTER.

24/7 Emergency Service for

**FIRE
DAMAGE**

**WATER
DAMAGE**

**MOLD
REMEDICATION**

**STORM
DAMAGE**

SERVPRO®
Fire & Water - Cleanup & Restoration™
SERVPRO® of
Kennett Square/Oxford
610-268-8620

Independently Owned and Operated

Residential and Commercial Services

CHAMBER NEWS

Annual event brings more than 90 state and local chamber professionals to PA Capitol.

More than 90 state and local chamber representatives from across the Commonwealth, including Western Chester County Chamber, gathered in Harrisburg for the 2019 Chamber Day at the State Capitol. The annual event is co-hosted by the PA Chamber of Business and Industry and the Pennsylvania Association of Chamber Professionals during one of the busiest times of the year in the Capitol, as state elected officials work to finalize the 2019-20 budget. The event provides a forum for constructive dialogue between local chamber officers and policymakers on key issues important to the state's business community and the best ways to improve the Commonwealth's business climate. The program featured several panel discussions focusing on a wide range of topics, including workforce development; transportation and infrastructure in the Commonwealth; and community revitalization.



Western Chester County Rates for Homeowners and Auto Insurance

Save 25-40% on Your Auto and Home Insurance




The Wright Agency
(610) 269-6115
1142 Horseshoe Pike (Route 322)
wrightsagencyinsurance.com

Ag News - Facts from the Field John P. Wodehouse Penn State Extension Agribusiness, Educator, extension.psu.edu

Did you know that Chester County turned 337 years old on August 4, 2019? William Penn initially set the boundaries for Chester county back on August 4, 1682. As part of the Piedmont Region, in Southeastern PA, Chester County consists of 485,760 acres, of which just over 150,512 are currently in farm land according to the Ag Census of 2017.

There are approximately 949 registered farms in picturesque Chester County. Our federal government defines a farm as: "Any place from which \$1,000 or more of agricultural products were produced and sold, or normally would have been sold, during the year." With so many wonderful places to farm, grow food, work, vacation and raise families in Chester County, no wonder we are ranked among the leading stats in our nation as agricultural producers.

Many of these products are raised by family farms and sold right here to folks in Chester County. To other counties, Chester is The general concept of a farm and Chester County is almost a ubiquitous term when it comes to PA agriculture.

The family farm plays a big part in Chester County Agriculture. Owners and operators now structure their farm businesses differently in recent years to reflect risk dispersion, changes in technology, the marketplace, and new laws and policies. However, regardless of the business structure, the family farm captures the heart and mind of many local folks enjoying local produce, goods and services.

BUY LOCAL- JOIN THE CHAMBER AT

TASTE OF THE FARM- family, fun and food!

AUGUST 6th | 4:30 pm to 7:30 pm | Romaano 4-H Center

FREE to attend - Open to the Public -Farm products for Sale

Nina Malone of Arbonne is thankful for the long relationship she's had Western Chester County Chamber of Commerce member Paula Paisley of Paisley Solutions. Paula is not only her accountability partner but is also a long-time Arbonne customer.

Paisley Solutions is full-service bookkeeping firm providing services to a multitude of industries, including construction, commercial and residential development, non-profit, medical practices and a variety of retail and service businesses. Clients who work with Paisley Solutions find peace of mind: Business owners receive timely bookkeeping and accurate financial reports so they can stop worrying and make sound business decisions. Non-profit managers get a reliable, continuous bookkeeping solution that provides support to the financial team so they can focus on the mission. CPAs and tax professionals find a knowledgeable bookkeeping resource to help clients, which in turn makes their job easier.

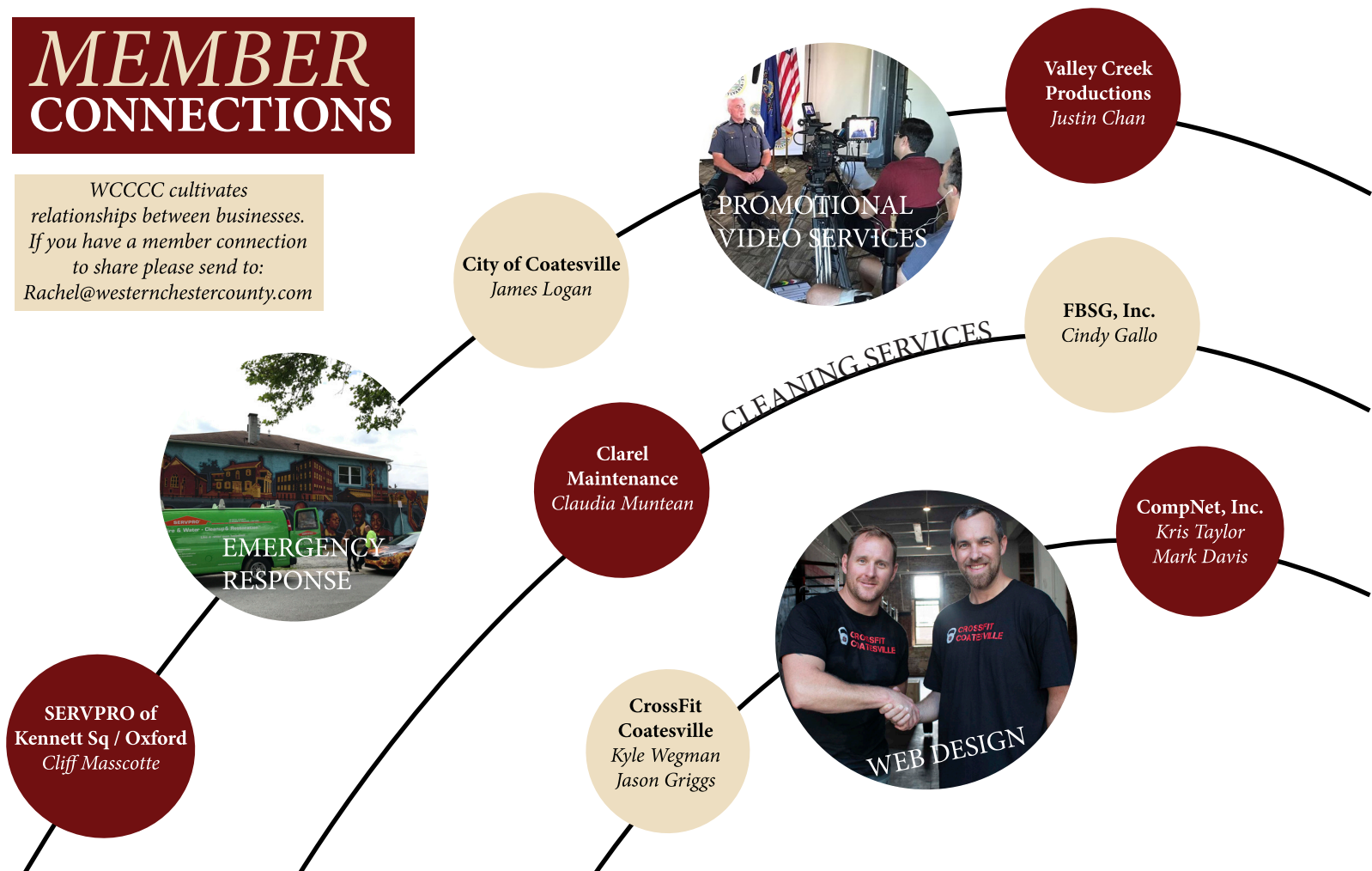
As such, Paula, its founder and owner, is a very busy person! She finds time to care for herself and retain that youthful glow thanks to botanically based, vegan, gluten-free, non-GMO and cruelty-free facial products. She's been using Arbonne's pure, safe and beneficial products — in particular, the RE9 Advanced anti-aging items — since 2010. And, it shows! Paula knows how to save money, too; she's a Preferred Client, enjoying savings of 20 to 40 percent.

"I'm honored to help Paula get the results she's looking for," Nina added. "So many people are looking for products free of toxic ingredients. Paula knows when she buys Arbonne that everything she's using is Certified Arbonne Clean™ — free of more than 2,000 harmful ingredients. Thanks, Paula!"



MEMBER CONNECTIONS

WCCCC cultivates relationships between businesses. If you have a member connection to share please send to: Rachel@westernchestercounty.com





Western Chester County Chamber of Commerce

50 S. 1st Avenue, Coatesville, PA
610-384-9550
www.westernchestercounty.com
www.chescowest.com

UPCOMING EVENTS

Register at westernchestercounty.com

AUGUST
6

AG Day | Taste of the Farm
4:30 pm to 7:30 pm
Local AG businesses on display, vendor items for sale
Romano 4-H Center

AUGUST
8

**Chamber Night @
Fightin' Phils**
7:00 pm to 9:00 pm
Hartford Yard Goats
FirstEnergy Stadium, Reading

AUGUST
15

**Honey Brook
Community Library
Networking & Future Plans**
5:00 pm to 7:00 pm
Honey Brook Library

AUGUST
22

**Educational Seminar
SCORE - "Effective
Communications Through
the Generations"**
3:45 pm Registration
4:00 pm Presentation
Marriott, Coatesville

SEPTEMBER
12

**Making Connections
Happy Hour**
Location TBA
5:00 pm to 7:00 pm

SEPTEMBER
17

**CEO Roundtable
5 Mistakes I Made
Along the Way to
Success**
7:30 am to 9:30 am
*Spackman Center,
Brandywine Hospital*

SEPTEMBER
21

**VIP at the Coatesville
Vintage Grand Prix**
Exclusive views of the race,
Philly Yard Bar, food & drinks!
9:00 am to 4:00 pm

OCTOBER
1

**Lunch and Learn - Business
Emergency Preparedness**
Chester County Public Safety
Training Facility
11:00 am to 1:00 pm
Co-sponsored by CCDES and
SERVPRO Kennett Sq./ Oxford

OCTOBER
9

**Making Connections
Happy Hour**
Bordley House Grille at
Broad Run Golfers' Club
5:00 pm to 7:00 pm

MEMBER HAPPENINGS

September 6th
Coatesville Sounds of
Summer Jazz Series
6:00 pm-9:00 pm.
coatesville.org

September 7th
Caln Community Day
3:00 pm to 8:00 pm.
Calntownship.org

September 11th
Coatesville Remembers
9/11 Memorial
Steelmuseum.org

September 11th-14th
Honey Brook Country Fair
6:00 pm to 9:30 pm
honeybrooktwp.com/event

September 19th
Transportation Policy Priorities
Tmacc.org
7:00 am to 11:00 am

September 21st
Harmony Day Health Fair
10:00 am to 1:00 pm
Honey Brook Community Partnership
hbppartnership.org/

September 21st
Atglen Community Day
10:00 am to 4:00 pm
facebook.com/atglencommunityday/

September 26th
Coatesville Community Update
5:30 pm Brandywine Health Center
2ndcenturyalliance.org

September 28, 2019
Moo & Brew and Grapes Too
Coatesville Area Senior Center
5:00 PM - 10:00 PM
coatesvilleseniorcenter.org

September 28th
Valley Day
11:00 am to 4:00 pm
valleystownship.org/ValleyDay.html

September 28th
4th Annual Bike the Brandywine
brandywineconservancy.com

October 12th
East Fallowfield Township Park Day
10:00 am to 4:00 pm

Steven C. Cunningham

Senior Vice President of Lending
NMLS # 761628



185 E. Lincoln Highway • P.O. Box 390 • Coatesville, PA 19320
Tel: 610.466.7895 • Fax: 610.384.0717
Cell: 610.331.3469
scunningham@coatesvillesavings.com
www.coatesvillesavings.com

Follow us on Social Media



@chescowest



@chescowestchamber



@WCCChamber