

Letter from the President

When 2020 began we all had such high expectation for a new and prosperous decade. None of us could have imagined that in 10 short weeks our lives would be dramatically changed forever. Our last official gathering took place on March 12 at the Midway Arts ribbon cutting. We had a fantastic turnout and there were only whispers of "social distancing." Now, many of our friends and neighbors are concerned not only about their health but the health of their businesses and futures.

The Western Chester County Chamber of Commerce provides resources to assist you in navigating this unfortunate situation. We turn to one another during these uncertain times for information and support. WCCCC has been keeping our members updated with resources and assistance to continue business operations and survive as well as updates on changes of our members. As always, non-profits, businesses and individuals have all stepped up to help our community. They are supplying donations, money, and volunteering their time. It is our members commitment to this community that makes us so strong.

This too shall pass, and we will emerge better than ever. I'm confident that by standing together and supporting each other this year will end with the same prosperity in which it started. The game may have changed but the players have not.

Alissa Griffith, Chamber President

Scholarship Extension

We have extended our Scholarship Application due dates to **May 15, 2020**. This includes both our general Academic Scholarship and our New Trades Scholarship. For Trade scholarships, NOCTI exams are cancelled therefore the NOCTI requirement will be waived. Local highschool Seniors can find the application information at: westernchestercounty.com/chamberscholarship/



Midway Arts Ribbon Cutting with remarks by Chamber President Alissa Griffith, Mark Sherman, Lane Udis and Stephen Shinn of Midway Arts and Linda Lavendar-Norris City Council President and State Representative Dan Williams.- See Page 5-

Municipal Update Rescheduled to Fall 2020

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SCORE Virtual Seminar

Let's Talk: Loans to Small

Businesses with Assistance

May 5, 2020 | 1:00 pm - 2:30 pm

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

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Greg Vietri | President-Elect | G.A. Vietri, Inc.

Chuck DiLabbio | Vice President | Sikorsky

Mike Guyer | Treasurer | Mid Penn Bank

Karl Klingmann II | Past President | Penn Rise Advisors

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Anthony Verwey, Esq. | Gawthrop Greenwood

Dwayne Walton | The Parkesburg Point

Jonathan Wright | The Wright Agency

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 | westernchestercounty.com | chescowest.com

NEW MEMBERS

All County Partnership

Jim Reading | (610) 608-0282

All County Partnership specializes in commercial and industrial land development.

Applecross Country Club

John Harte | (484) 692-1010 | Applecrosscc.com

The club features the only Nicklaus design golf course in the Philadelphia area in addition to a state of the art fitness center and outdoor resort-style pool with a variety of membership plans for every lifestyle and budget.

Bore it Inc.

Rick Barbato | (610) 496-2946 | Boreitinc.com

Bore it Inc. has provided excavating services to home and business owners since 2005 in Chester and Delaware county areas. They specialize in trenchless technology; pipes, gas lines, and cables are laid without disturbing lawns, plants, or walkways.

Chester County Solid Waste Authority

Bob Watts | (610) 273-3771 | Chesterccswa.org

CCSWA provides waste disposal, recycling, household hazardous waste services and compost and conservation resources.

Delaware Valley Concrete

Mario & Lisa Diliberto | (215) 675-8900 |

Delawarevalleyconcrete.com

Delaware Valley Concrete provides concrete for both Commercial and Residential projects. They offer their customers both central-mix and transit-mix, and every batch is computer blended and recorded.

ECON Partners, Inc.

Coleen Terry | (610) 400-8024 |

Econpartnersinc.com

Women-owned, economic and community development consulting firm based in Radnor, specializing in public funding strategies and implementation.



NEW MEMBERS

Miller Law Office

Tracey Norcini Polito | (610) 840-8400 | Millerlawpa.com
Miller Law Office is a general practice law firm specializing in domestic, criminal, civil, personal injury, estate, probate, wills and small business law.

Morinelli Powerwashing

Joseph Morinelli | (610) 316-6422 | Morinellipowerwashing.com
Morinelli Power Washing is a full-service power washing company serving Chester county, with years of experience specializing in siding, decking and patios.

Moyer Indoor Outdoor

William McHugh | (215) 896-6009 | Moyer.com
For over 150 years, Moyer Indoor Outdoor has been servicing homes and businesses in the Delaware valley area. Moyer Indoor Outdoor provide services in heating and air conditioning, lawn services, pest control, plumbing, pool and spa water quality tests.

Padula Engineering

Mark Padula | (610) 357-2896 | Padulaengineering.com
Mark Padula has 27+ years of experience and is proud to celebrate the first anniversary of Padula Engineering Company, land use and storm water experts.

Philadelphia Rock Gym

Lauren Caporizo | 877-822-7673 | Philarockgym.com
Philadelphia Rock Gym is an indoor rock-climbing facility, committed to providing a fun and challenging environment for climbers of all skill levels. PRG has taught over 500,000 members how to climb, and are passionate about introducing new people to the sport.

Stoltzfus Feed & Seed

Dean Stoltzfus | (717) 442-8280 | Stoltzfusfeed.com
Stoltzfus is a 33 year old business that continues to work hard at providing customers with a knowledgeable staff and a retail store stocked with quality feed and supply.

White Horse Construction

Chris Stoltzfus | (610) 593-5559 | Whitehorseconstructionpa.com
White Horse Construction specializes in constructing and renovating equestrian facilities, indoor arenas, dairy facilities, carriage houses and other agriculture buildings. Since 1995, the business has combined Pennsylvania Dutch skills with modern looks to provide the best construction available.

TITANIUM PARTNER



PLATINUM PARTNERS



GOLD PARTNERS



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11:30 am

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Renewing Members for the 2nd Quarter

20 + Years

Brandywine Business Systems | Sam Slokom
American Roll Suppliers, Inc. | Karen Neuhauser
C. Kenneth Grant Insurance & Real Estate | Barry Norton
Citadel | Doug Thompson
Coatesville Flower Shop | Greg DePedro
Fulton Bank | Patricia Savino
Harris Mountain Funeral Home | Kevin Mountain
Harry's Neighborhood Place | John H. Lymberis
Law Firm of Barry S. Rabin | Barry S. Rabin, Esq.
Milanese Remodeling | Mark Milanese
M. Cynthia Quinn Accountant | Cynthia Quinn
Paragon Business Gifts, Inc. | Greg Krajewski
PECO Energy Company | Scott Neumann
Summers & Zims | Joseph Zimmerman
United Way of Chester County | Chris Saello
YMCA Brandywine Branch | LaKeisha Harris

10 + Years

Applecross Country Club | John Harte
Arbonne | Nina Malone
Blue Moon Florist | Ami Trost
Borough of South Coatesville | Stephanie Duncan
Brandywine Health Foundation | Vanessa Briggs
Brandywine Hospital Tower Health | Mark Reyngoudt
Breuninger Insurance | Chip Breuninger
Caln Township | Kristen Denne
Chester & Associates, LLC | Penny Reeder
Chester County Area Airport Authority | Gary Hudson
East Fallowfield Township | Scott Swichar
Global Self Storage | Jonathan Arasin
Good Samaritan Services | Nate Hoffer
Graber Supply, LLC | David Blank
Habitat For Humanity of Chester County | Chris Wiseman
Harrison House of Chester County | Jean Bryan

10+ Years

Hatt's Industrial Supplies & True Value | Chip Clavier
Honeybrook Golf Club | Donna Horvath
John Rock | Bill MacCauley
Kauffman Gas Inc. | Ken Kauffman
Life Transforming Ministries | Bill Shaw
Mercurygraphix | Brandon McLean
Octorara Area School District | Lisa McNamara
Pacer Industries, Inc. | Joseph Moran
Rhoads Energy Family of Companies | Michael DeBerdine
TCHS Brandywine | Deborah Maryott, Ed.D
Tel Hai Retirement Community | David Shenk
The Lukens Band | Mike Givler
The Gorham Group | Matt Gorham
Transfers of Learning, LLC | Tasha Delaney
Triple Fresh | Jim Petro
Unruh, Turner, Burke & Frees, P.C. | Theo Claypoole, Esq.

5 + Years

Albert Abdala Tax & Insurance Center | Albert Abdala
Atglen Borough | Caren Andrews
Borough of Honey Brook | Janis Rambo
City of Coatesville | Michael Trio
Coatesville Savings Bank | Steven Cunningham
Darryl N. Barber Plumbing & Heating Inc. | Darryl Barber
Gawthrop Greenwood PC | Anthony Verwey, Esq.
Ginas InterNet Advising | Gina Rodkey
Hydraterra Professionals | Joe Boldaz
Keystone Valley Regional Fire District | Ray Stackhouse
M & T Bank | Jennifer Simmet
Mr. E's Tavern & Fine Food | Beth Perdue
Parkesburg Borough | Neil Vaughn
Quik-Stop Pharmacy | Alissa Steele-Griffith
Rainbow Valley Dental | Stephanie McGann, DMD
Re/Max Professional Realty | Laurie Keen
The Small Business Accounting Solution Inc | Nicole Odeh
Veteran Construction Company | Sue Durborow
Victory Brewing Company | Mike Kearns

Less than 5 Years

Bill Mullen Electric LLC | Bill Mullen
Blue Dog Printing & Design | Debi Friedmann
Brandywine Valley Fabricators | Josh Crane
Cairns Family Farm | Don Cairns
Chester County 2020 | William Stevens
Chester County Press | Randall Lieberman
Clarel Janitorial/Maintenance | Claudia Muntean
Denmans Electrical Services, Inc. | Jeffrey Denman
Fast Signs Exton | Carrie Mengel
Fidelity Contracting LLC | Richard Burkholder
First Eastern Development Company, LLC | John Newton
Guaranteed Rate | Jason Ashe
Good Works Inc. | Robert Beggs
Law Office of Robin J. Gray, Esq.
Millview Apartment Homes | Melissa Gatto
Reliable Industries | Michael Carlini
Ronald David Osborne Architect
Signature Aviation | Blaise Sharkey
Simmers Builders Inc | Lloyd Simmers
The Huston Foundation | Charles Lukens Huston
Tri-County Water Services Inc. | Brent D. Hershey
West End Fire Company #3 | Gina Langan
Whitford Insurance Network | Bob Ward

Here today. Here to **stay.**

1 First
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Bank

firstresourcebank.com

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In an uncertain world, First Resource Bank is proud to provide certainty when it comes to your finances. We understand the needs of small local businesses because we are one. As a leader helping small businesses thrive, we're proud to provide banking solutions that our customers can depend on today and tomorrow.

Business Resources During Covid-19

westernchestercounty.com/emergency-response/

#ChescoWest tell us what your business is doing differently during social distancing such as curbside food or beverage pickup or offering virtual classes, so we can share your new service details with our community. Please send information to Rachel@westernchestercounty.com



Our local businesses and organizations have developed such creative ways to serve our community during social distancing. Supporting one another is crucial. WCCCC Members be sure to support your chamber businesses. Please consider different methods you can use to engage such as gift card purchases, online orders, or sharing and liking one another's posts on social media.

RESOURCES

We have developed a resource page on our website. You can visit westernchestercounty.com for more resources.

The Small Business Association Disaster Loans

sba.gov/funding-programs/disaster-assistance

Working Capital Access Program

ccedcpa.com/cwca/

Families First Coronavirus Act

westernchestercounty.com/familiesfirst/

Federal CARES Act

westernchestercounty.com/federal-cares-act-major-provisions/

Unemployment FAQ's

www.uc.pa.gov

Health and Human Service Hotline

2-1-1 SEPA is part of the national 2-1-1 Call Centers initiative that seeks to provide an easy-to-remember telephone number, chat, text, and a web resource for finding health and human services for everyday needs and in crisis situations.

Live Business Webinars

SCORE hosts free, LIVE webinars every week on small business tips and strategies. See the upcoming offerings at score.org/live-webinars

Pennsylvania CareerLink

Resources for job seekers and employers during COVID-19 pacareerlinkchesco.org

Brandywine Health Relief Fund

As a responsive philanthropic organization, the Brandywine Health Foundation created the Healthcare and Economic Relief Fund in response to the coronavirus outbreak (COVID-19). In lieu of hosting its annual Garden Party, the Foundation created this fund to meet the emergent needs of the community. For more information please visit brandywinefoundation.org

United Way Response Fund

United Way of Chester County has launched the Chester County COVID-19 Response Fund, allowing it to rapidly deploy resources to community-based organizations that offer crucial support to families and individuals in need and to meet their non-profit needs to remain strong through these difficult times. unitedwaychestercounty.org/covid-19-response-fund

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MIDWAY ARTS CELEBRATES SUCCESS

On March 12, the community gathered to celebrate the success of Midway Arts in Coatesville. The ribbon cutting was organized through the Western Chester County Chamber of Commerce and the Coatesville 2nd Century Alliance. Visitors strolled through the building for a behind the scenes glimpse into the creative and unique working space. Mark Lane Properties bought the property, commonly known as the old Lipkins warehouse and has since transformed the building into a space for the creative class to come together to collaborate, build upon their knowledge and grow their trade.

“We arrived in Coatesville being outsiders but quickly discovered the wonderful people here. The progression at Midway Arts is about you and the tenants that have faith in us. We have reached 50 percent occupancy in less than a year; presently we have 19 tenants,” said Mark Sherman of Mark Lane Properties.

Lane Udis of Midway Arts added that they are now entering phase 2 of construction, including a new elevator, a renovated entrance with keyless fob entry and a new lobby area alongside more progression plans to come.



Greg Vietri from Vietri Inc., Chip Breuninger, Maureen Breuninger, Joe Regenski and Meredith Nussbaumer from Breuninger Insurance



Sarah York and her daughter in their studio, Elemental Yoga

Current Midway Arts tenants opened their doors to guests; visitors were visibly excited to discover that such a thriving center was growing in downtown Coatesville. The five-story former warehouse, originally built in 1909, is located in the first block of East Chestnut Street between First and Second avenues. At more than 68,000 square feet, it's one of the largest and tallest buildings in the city. Space is still available for interested tenants.

Contact Stephen at MidwayArtsLeasing@gmail.com

Currently home to: Surefire Graphics, LiFT Fitness, Elemental Yoga, Creation Cottage, Eight Bells Tattoo, Mimi's Favorite Things, E.P. Townsend, Cabinet of Curious Clay, AGP Collective, MaQuina Coffee, Natures Current, Evolving Individuals Services, Keystone Progress, Photographer Thomas Hines, Eternally Earthly, Photographer Emily Townsend.

ASK OUR TEAM HOW
to keep healthy.



It turned out that Jonathan Wright didn't have to look any further than his own backyard for his perfect career. The owner of Downingtown's The Wright Agency may have dabbled in a tech start-up after college, but in the end he came back home to the family business.

"Sometimes, for lots of things in life, the obvious things are right under your nose," Jonathan said. "My interest in the insurance business and my dad's interest in stepping back at that time lined up well. I got my insurance license in 2004, joined the business in 2006 and took over in 2015."

Jonathan's outgoing personality is well-suited to the business. He was initially attracted because "there are no limiting factors; the sky's the limit! All you need is a desk and a phone and the will to serve." His company's mantra is "Let our family help your family," something Jonathan's family has been doing since roughly the 1920s. His great-grandfather started with "feet on the street," knocking on doors and selling insurance to supplement his farmer income in the winter.

He sold the business to Jonathan's grandmother, a teacher, who worked it for supplemental income in the summer. She sold it to Jonathan's father, John, and The Wright Agency, as we know it, was officially born in 1977. Both John and his wife, Fran, are fully retired now.

"We're still serving some families that date back to my great-grandfather's original book of business!" Jonathan added. "And, we're still an insurance agency for families, with a specialty in small businesses, especially families that run a business. We understand how it works because that's what we do. We can insure your home, cars and business needs — one phone call can handle it all."

Many of The Wright Agency customers are those who are interested in doing business locally. Jonathan continues, "we're about relationship and quality first. There's always a cheaper policy somewhere, but we love working with people who want a great product and a great service. We've earned that trust."



Jonathan has been an active member and long-time sponsor of the Western Chester Chamber of Commerce since 2006; the agency is a current Platinum Partner. He highly recommends Chamber membership to local businesses looking to grow, but especially to those getting started. He says he "grew up in the Chamber" by getting involved and going to events where he honed his public speaking and networking skills.

Jonathan has served on most committees and was the 2015 Board president. He's currently the chair of the Young Professionals Committee and is a member of the Membership Committee. "People ask me, 'Why join the Chamber?' I say, 'Why not!' It's a great place to meet people and build your business," he explained. "It's the perfect platform for small- to medium-sized businesses to do things they might not be able to do on a larger scale on their own such as advertising; with the Chamber, you can advertise and promote your business in the newsletter, the magazine, on the website and through social media."

Jonathan adds that you have to use your membership to get the most from the Chamber. "Create your brand, network, go to a SCORE workshop, join a committee and take advantage of all we have to offer. There are few barriers to entry: It's a few hundred bucks and then just show up."

Jonathan not only works but lives in Downingtown. His wife, Maria, is a licensed agent who is involved with the agency when she's not taking care of their children Camila, 4, and Jonathan Jr. (JJ), who was born in June 2019. Learn more about The Wright Agency at wrightagencyinsurance.com or call (610) 269-6115.



The CHAMBER EXPERIENCE



2020 WCCCC Board of Directors



Greg Krajewski from Paragon Business Gifts, Joe Boldaz of Hydraterra Professionals, and Joe Morinelli of Morinelli Powerwashing at the Member Extravaganza.



Steve Ohrwaschel and Tracey Termin of Coventry Environmental make connections at the Member Extravaganza.

CHAMBER WELCOMES NEW BOARD MEMBERS



At Mahoney Environmental, **Brenda McNeil** is the Philadelphia Hub Logistics Coordinator, routing 10+ trucks daily over a six state area. She also

works with the Central Logistics Manager in Chicago on growth and expansion. Her background includes communications, marketing, event planning, and quality control management. Brenda earned a B.S. in Behavioral Science and an M.S. in Organizational Leadership from Wilmington University. She has served on the Chamber's Program Committee assisting in the creation of events for our organization. Brenda resides in Parkesburg with her husband (and coworker) Biff McNeil, along with three of their five children (two are grown) and four dogs. Brenda enjoys traveling, camping, hiking, and exploring fitness and wellness.

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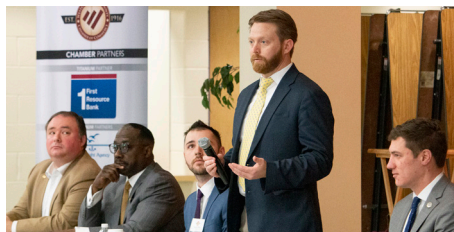
Presenting Sponsor, Mark Milanese (center) poses with his clients at the Chester County Home Show.



Home Show Exhibitors Brandon McLean, MercuryGraphix and his daughter Katie McLean, McLean Made Pallet Art.



Maria Zanfrisco of CertaPro Painters, Jennifer Simmet of M&T Bank and Aleesha Howe of Aleesha Nicole Photography mingle at Rocco & Anna's Ristorante Happy Hour.



Don Vymazal of Senator Dinniman's Office speaks at the Legislative Roundtable Discussion.

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 **PENNSYLVANIA
AMERICAN WATER**

CHAMBER WELCOMES NEW BOARD MEMBERS



Dwayne Walton is the Executive Director of The POINT in Parkesburg. The youth community center serves the needs of the most at-risk students by providing after school support, meals, games and various activities that promote empowerment, positive values, and create a positive identity in every student. Dwayne knows firsthand what it is like to grow up poverty. He moved to Brooklyn from

Guyana South America when he was six, sharing a small basement apartment with 10 family members. After his father left, and was later murdered, his two uncles were also killed. Dwayne refused to become a victim of his circumstance and became committed to his education and pursuing his potential at an early age. With the help of key mentors, Dwayne graduated high school and attended Cairn University where he graduated top of his class. Dwayne is fueled with passion to help youth walking in the very shoes he once did. He can relate to their struggles and confidently give them hope of a better life. Dwayne has developed a strong rapport in the community, being invited to speak at more than a dozen churches, conferences, and schools annually. Most recently, Dwayne was awarded the "Give Gratitude Community Service Award" from a national radio station and was invited to Octorara High School to discuss racism and to speak at the Coatesville Youth Conference about, "succeeding in school while struggling at home". Dwayne's wisdom, education, character and passion has been instrumental in The POINT's continued growth.

John Newton, owner of First Eastern Development Company (FEDC) has been involved in commercial real estate his entire career. John has worked in brokerage, managed a diverse several hundred thousand square foot portfolio for a regional development company and has experience with sales, leasing, land development and construction. In 2001 he started his own company, Newton Real Estate Advisors (NREA), and developed a 110-acre mixed use project spanning three municipalities and multiple zoning districts.



Continues at top ->

That project exposed him to investor relations, entitlement processes, engineering, legal and all other aspects associated with land development. His business, FEDC, has acquired more than \$75 million of commercial real estate in southeastern Pennsylvania and northeastern Florida. John graduated from The University of Virginia. In 1997 he earned the coveted CCIM designation from the CCIM Institute and was the 2004-2007 President of the Pennsylvania/New Jersey/Delaware Chapter of CCIM. John is a returning WCCCC Board Member having helped revitalize our chamber during 2002-2005.



John H. Lymberis, is the 2nd generation owner of Harry's The Neighborhood Place in Sadsburyville and Zing Sushi. His parents, Harry and Athena, and sister Yiota, emigrated from Greece to this country in 1967 to "Live the American Dream". A few years later,

John was born right here in Coatesville. He graduated from Coatesville Area High School and attended Temple University, where he earned a Bachelor of Architecture degree. His family has been in business in this area since 1973. Beyond his day-to-day involvement in the family-run restaurant, John also owns the Blue Spot Laundry, owns and manages several apartments and commercial properties, and has developed several real estate projects. His completed development projects include Quarry Ridge, Cowan Estates, Sadsbury Self Storage, and currently, he is constructing an apartment community called Lafayette Square in Sadsburyville. John serves as the chairman on his municipality's planning commission, has been a Chamber member for more than 20 years, served on the WCCCC Board from 1999-2005 and was the Chamber President in 2004. Since John was an integral part of the chamber's revitalization, he was asked to return to the board and serve as president in 2016 as our Chamber celebrated its 100th Anniversary. John lives with his wife, Demetra and his 8 year-old twins, Harry and Maggie in Sadsburyville.

BUSINESS NEWS



Federal Agencies Tour Coatesville Qualified Opportunity Zones and Participate in Roundtable to Maximize Redevelopment and Social Impact

Representatives from federal, state and local government agencies, including White House Opportunity and Revitalization Council Executive Director Scott Turner, visited the City of Coatesville for the first Qualified Opportunity Zone Federal Agency Roundtable in the region. The roundtable explored best practices and communicated assurances that redevelopment resulting from QOZ projects will benefit the community and foster a collaborative partnership with all stakeholders. Discussions highlighted emerging commercial projects happening in Coatesville's Opportunity Zone including streetscape improvements, infrastructure and parking, Amtrak/PennDOT train station, Coatesville Gateway, the Flats, The NTH Innovation Center, park improvements and home ownership initiatives. More information on major projects can be found here: 2ndcenturyalliance.org/opportunity-zones/

Anthony T. Verwey, Esq. Joins Brandywine YMCA Board of Advisors

Chamber Board member Anthony T. Verwey, an attorney and partner with the law firm Gawthrop Greenwood, PC, has been elected to the Board of Advisors for the Brandywine YMCA in Coatesville, PA. Anthony is a member of Gawthrop Greenwood's Real Estate, Municipal and Litigation departments.

With a focus on real estate development, eminent domain, government and school law, he has nearly 30 years of experience navigating government regulations on behalf of developers, property owners, municipalities, appointed officials, school districts and boards.



PA Economic Development Charges Mike Grigalonis as President

Mike Grigalonis of the Chester County Economic Development Council (CCEDC) was named president of the statewide association for economic development in Pennsylvania. His full-time role will continue to be Chief Operating Officer of the CCEDC. The new position at the Pennsylvania Economic Development Association (PEDA) is a two-year term, where he will meet regularly with the leadership of the Pennsylvania Department of Community and Economic Development and members of the state legislature who serve on economic development committees. He will also serve on the board of the Team Pennsylvania Foundation, a non-partisan nonprofit that helps connect private and public sector leaders to achieve and sustain progress for Pennsylvania.



Jones J-S Sparr

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atplumbing@verizon.net

CCEDC Announces New Equipment Leasing Program

The Chester County Economic Development Council has introduced a new financing program that allows businesses to acquire a wide range of critical equipment such as computers, lab equipment, and machinery without a large cash outlay. Under the new offering, businesses may finance equipment valued up to \$100,000, or upgrade existing equipment, without affecting existing lines of credit. Companies may arrange monthly payments customized to their cash flow and at the end of the lease, purchase the equipment outright. Visit www.ccedcpa.com

Non-profit Creates Healthcare and Economic Relief Fund

In response to the challenges facing the community the Brandywine Health Foundation has created a \$350,000 Healthcare and Economic Relief Fund. In support of the health and welfare of the community, BHF canceled plans to hold its annual Garden Party, which raises funds each year in support of its continued operation. This year's Garden Party sponsors decided to donate their contributions to the new Healthcare and Economic Relief Fund. In addition, dozens of individuals throughout Chester County have already contributed to the foundation, a total of \$50,000 to initiate the Foundation's first match commitment of \$50,000. This first round of funds will allow BHF to deploy a total of \$100,000 of rapid response grants. Grants will be distributed on a rolling basis and range from approximately \$5,000 to \$15,000 each. Learn more at brandywinefoundation.org



Sixers Youth Foundation Visits Chester County Futures

The Sixers Youth Foundation has partnered with Chester County Futures (CCF) to support motivated economically disadvantaged students in Chester County. The Sixers graciously provided CCF with a grant to help support and sustain its "Futures Ahead" programming. The Philadelphia 76ers Youth Foundation visited CCF students and staff at North Brandywine Middle School. CCF's Executive Director, Maria McDonald said, "We cannot overstate the power of our partnership with the Sixers Youth Foundation. The partnership provides critical financial support and engagement activities for our middle school program."



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Coatesville
Savings Bank

Steven C. Cunningham

Senior Vice President of Lending
NMLS # 761628

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Cell: 610.331.3469
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www.coatesvillesavings.com

Legislative Roundtable Tackles Local Issues

Recently, WCCCC held our annual Legislative Roundtable at Pope John Paul II Regional Catholic Elementary School. The event hosts elected officials and leaders to participate in a question and answer discussion with local business owners. Topics discussed included access to safe drinking water, open space preservation, charter school funding, funding for transportation and property taxes. Chamber President Alissa Griffith expressed that the event is meant to serve as an opportunity for local officials to become more aware of the concerns of their constituents.

Commissioner Moskowitz encouraged municipalities to work together to address open space initiatives as the county forecasts substantial growth in the next decade. She explained that the Commissioners do not control zoning issues as they are determined individually by municipalities.

Representative Hennessey stated he will continue to seek input from the Transportation Management Association of Chester County and the Planning Commission to determine funding for infrastructure and transportation.

Inequality in education was addressed at the event. Representative Dan Williams said his office encourages investment not only in brick and mortar, but investing in the people of our communities. Representative Lawrence also touched on the need to address funding for the State Police and the proper allocation of the gas tax.



(L-R) Chamber President Alissa Griffith, Rep. John Lawrence, Don Vymazal from Senator Dinniman's Office, Rep. Dan Williams, Kurtis Miller from U.S. Representative Chrissy Houlahan's Office, Chester County Commissioners Marian Moskowitz and Josh Maxwell, Amber Little-Turner from Senator Toomey's Office, Beth Brindle from Representative Danielle Friel Otten's Office, Rep. Tim Hennessey and Dr. Sarah Kerins of PJPII. Not pictured -Lara Flynn from Senator Casey's Office.



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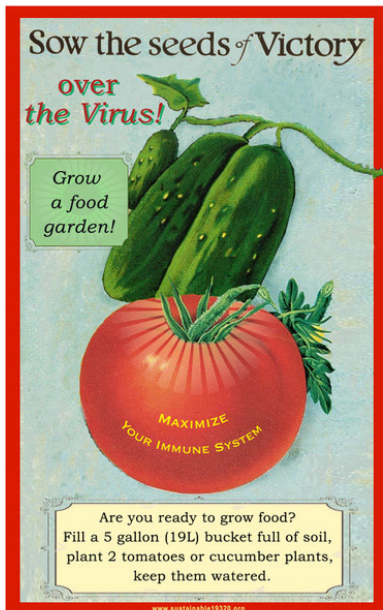
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Food security must now be on the minds of Chester County residents during this Coronavirus outbreak. And it's about time! According to the Delaware Valley Region Planning Commission Food Study, we grow about 6 percent of our food in the Greater Philadelphia area. Most of our food comes from California in our spring and summer,

and during fall and winter, from south of the equator.

We have a unique opportunity to relocate the food system here in Chester County. Residents can encourage this by supporting local farmers and producers in the Guide To Local Farm Products at the County website: chesco.org/1124/Find-Local-Farm-Products or call Chester County Master Gardener hotline for advice: 610-696-3500

Readers old enough to remember can recall the Victory Gardens of WW2, when everyone was encouraged to grow food in their backyards.

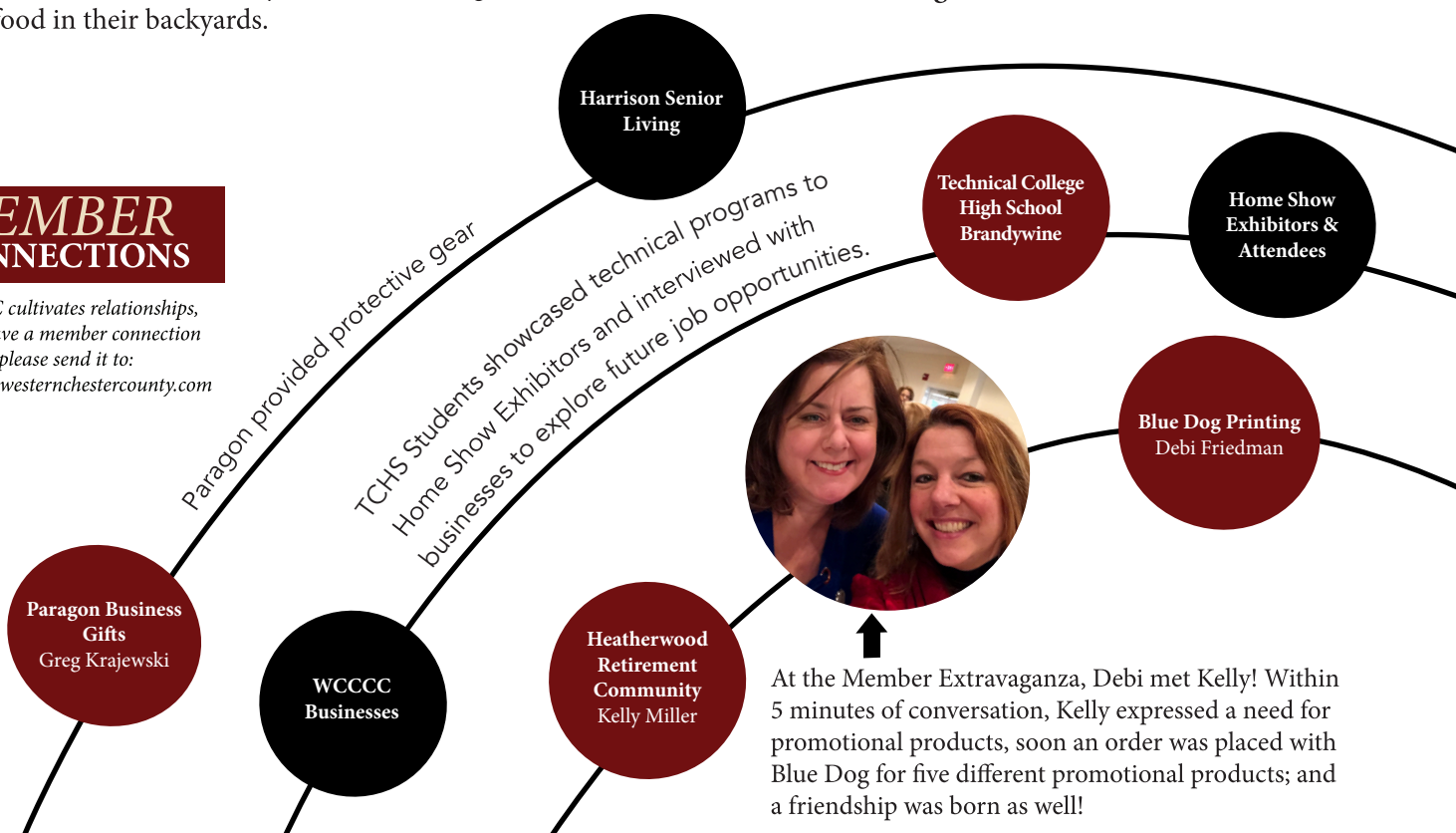
"Sow the seeds of victory, plant and raise your own vegetables," reads one poster from that era. "Grow vitamins at your kitchen door," reads another and people responded. Estimates are that Americans grew about 40 percent of produce needs for that time.

Perhaps one silver lining is that the virus hit just as we, who already grow food, are preparing our gardens for spring. For those who have never tried, I'd say, what a great time to start. There is so much good information on Youtube that within a few hours of checking out the best of the tutors, you'll have an idea of what to do. Just consider starting with a 4-by-8-foot area and plant things like tomatoes and cucumbers. You can start from seedlings (young plants), that give you a better start. You've got plenty of time to learn and prepare because you can't plant these tropicals, as we call them, until about May 10, after the last frost.

You can plant some things earlier if you're ready, like potatoes and snap peas. I typically grow about 20 different edible plants a year in my garden, and I'll tell you something, plants want to grow, they don't have an attitude! So give it a try, and who knows, you might like it and want to scale up and become one of our new 10-acre family farmers, linking in to the \$49 billion local food system and making us all more healthy and secure. *Tony Buck serves on the Chamber's Regional Planning Committee and is an edible gardening expert and Permaculture designer.*

MEMBER CONNECTIONS

WCCCC cultivates relationships, if you have a member connection to share please send it to: Rachel@westernchestercounty.com



How to Cultivate Courage, Commitment, and Candor

Turn to your trusty character virtues and use them wisely as framework for your leadership legacy. They will help with empowering others and they will leave a lasting day-to-day positive impact on those around you. If you are a person trying to gain insights into how to increase the level of enduring impact you have with your people, try to portray courage, commitment, and candor as your prime go-to foundational virtues.

Cheer on the first follower. Why does the term leadership get all limelight, when it seems to me the extraordinary followers are the ones really getting things done? This is not the case all the time. We need leaders and we need followers. Nothing in business is pure white or jet black. Think of leaders as builders that need leaders themselves. They build and empower people with the words, actions and the behaviors they emulate (from their own mentors) and then share with you.

So, how do you go from great builder (leader) to high-impact, master-leader with your given abilities? One moment at a time and one action at a time. It is the repetition of your little actions one by one that builds your reputation as a confident leader.

John P. Wodehouse is an economics business and leadership instructor with The Penn State University Extension with a focus on agriculture, landscape business, financial management and leadership development. Prior to Penn State, John's career experience included farming, landscape-management; design & sales, as well as facilities management in higher education. John brings this wealth of industry experience to strengthen all his Extension projects. Currently, his work is focused on farm business and leadership empowerment. John holds a Master's in Leadership Development from The Penn State University, a Bachelor of Business Administration and Finance from Albright College. He also obtained an Associate in Landscape Nursery Science from Penn State University in 1998.




Did you start out instantly as a great leader? I would think not. You likely learned along the way that leadership is an evolution, a journey. It starts by first holding yourself to high standards and leading yourself from within by embracing character virtues such as courage, commitment, and candor.

Courage is an attribute of good character. We all desire more of it in challenging times. Courage leads to resiliency, which as you know in leadership is a necessity. The grit needed to keep trying again and again is courageousness. Courage empowers you to believe in going with your heart while influencing others to go with you, both in and out of the office. Courage is a must when communicating new or different ideas to the team, pitching that product idea or approaching potential new markets or clients. As an admirable trait, courage enables full obligation and dedication toward undertakings whether in sun or in storm.

Commitment is locking in on transforming a strongly believed-in promise into reality. Highly committed people make the time necessary to carry out (or do) whatever it takes to do whatever it was that was promised. Strengthening a commitment to leadership involves a day in and day out pledge to improving the internal cultural climate by eliminating potential roadblocks and obstacles in the workplace that might enable workers to abscond from taking on new commitments. Provide employees with endless flows of learning opportunities to improve their existing abilities and/or learn new skills.

Continues on the next page ->



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Coach, or provide coaching, and really encourage the notion of taking on new projects without the fear of failure. Have employees draft a mini career development plan to take the guess work out of the talents and skills that they want to improve. They say happy employees are productive employees. I add to that, dedicated employees are courageous in their own right, which leads to an internal culture that values communication and uninhibited information flow.

Candor is communicating in an honest open and sincere manor. It is not a hall pass for you or your followers to act as critiques. To me, the true meaning of candor is to speak openly and honestly no matter how tough the subject matter is yet still remain tempered and professional even while under duress all-the-while by not hurting someone's pride. To build candor in people and in your organization, move from a command and control environment to an environment of empowerment and trust. Cultivate a culture that values and embraces good communication upstream and downstream. Make work fun and keep the working environment interesting.

Encourage intellectual curiosity in your people and make our time flexible so that you may have meaningful communications with others. Candor is a key element to successful change management. To inspire change, encourage your people, even with their different personalities, to feel safe and welcomed to develop and share their own alternative perspectives.

We need leaders and we need followers. One cannot exist without the other. As I said, nothing with concerns to leadership is pure white or jet black. There are a million shades of each and there is no one catch-all leadership style that works all the time. However, next time you are in charge, take the time to empower the courage, commitment and candor of your people and they will believe in you and together you all will journey and grow into a more prosperous future.

REFERENCES:

Adams Media Corp. (1997). *Adams Streetwise managing people: lead your staff to peak performance*. Holbrook, MA.

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chescowest.com

Your chamber is working remotely from our homes. As soon as the mandate is lifted we will begin bringing our members together. **Please note we may have to postpone a few of these beginning events but let's keep our fingers crossed!**

UPCOMING EVENTS

Register at westernchestercounty.com

MAY

5

SCORE FREE Virtual Seminar 1:00 pm to 2:30 pm

Let's Talk: Loans to Small Businesses with Assistance from The Small Business Administration (SBA) and updates on SBA Disaster Assistance
By Kimberly B. Stout

JUNE

11

CANCELLED Gala on the Greene Get Together on the Greene

5:00 pm to 7:00 pm
Friends, food and drinks!
Held on the Grounds of the Graystone Mansion.

JULY

30

Chamber Night at the Fightin' Phils

7:00 pm Game-time
Fireworks to follow game
FirstEnergy Stadium, Reading

AUGUST

4

Taste of the Farm 4:30 pm-7:00pm

Taste of the Farm is held during the 4-H Fair. Join the fun of seeing 4-H students showing their competition pigs then shop for fresh produce from local farmers.

Romano 4-H Center

AUGUST

24

Chamber Golf Outing French Creek Golf Club

10:00 am registration / warm-up
11:00 am Lunch
12:00 pm Shotgun Start
5:00 pm Dinner

FALL

2020

Municipal Update Luncheon

Date to be determined
G.A. Vietri, Inc.

11:00 am-1:30 pm
Community and Municipal Updates from local leaders

SEPTEMBER

10

SCORE Educational Seminar

How to Create "Killer Content" for Social Media and Your Website
Presented by: Judith Lee
11:30 am to 1:15pm
Marriott, Coatesville

OCTOBER

21

Annual Dinner

The Barn at Stoneybrooke
5:00 pm- 8:30 pm
Join us at our new member's beautiful venue as we dine in their English Quaker barn and overlook the countryside of western Chester County.

OCTOBER

27

SCORE Educational Seminar

What it takes to Start and Run a Successful Non-Profit
Presented by: Mike Dileo
11:30 am to 1:15pm
Marriott, Coatesville

The following events were annual events we had planned to hold but due to current circumstances we must reschedule to future dates.

Future Focus Community Showcase

Local businesses, municipal leaders, investors, developers, and other business professionals gather to explore the development opportunities of our local municipalities in the Western Chester County Region.

What's Working Workforce Solutions

Displays how businesses partner with local education and technical programs to recruit students entering the workforce.

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FEBRUARY-2021

Save the Date 20

Chester County Home Show

10:00 am to 3:00 pm
Technical College High School
Brandywine Campus