

Introducing WCCCC's 2019 Board President



As the incoming Chamber President for 2019, I am honored and humbled to be chosen to lead. I consider myself a relative newcomer to the Chamber and I am grateful for the opportunity to help the WCCCC with its continued success. The Chamber has been welcoming to an outsider trying to establish himself and build not only a business, but a sense of family and community.

continued on page 3

Farewell Regards from Donna McCorkle 2018 Board President

It's hard to believe my time as President has come to an end. As I reflect back over the last year, I have so much to be grateful for. I was fortunate to have wonderful mentors and a devoted team which contributed to another successful year for the Western Chester County Chamber region.

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CHESTER COUNTY
**HOME
SHOW**

FEBRUARY 23rd, 2019

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**LEGISLATIVE
ROUNDTABLE
DISCUSSION
SET FOR FEB. 8**

**MUNICIPAL
UPDATE
LUNCHEON
SET FOR MAR.29**

SAVE THE DATE
Golf Outing
May 17
Coatesville Country Club

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.*

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Anthony Verwey, Esq. | *Gawthrop Greenwood, P.C.*
Jill Whitcomb | *Brandywine Health Foundation*
Jonathan Wright | *Wright Agency Insurance*

STAFF

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Rachel Cathell | Communications Coordinator
Rachel@westernchestercounty.com
50 South 1st Avenue, Coatesville, PA 19320
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www.westernchestercounty.com

NEW MEMBERS

Cairns Family Farm

Don Cairns

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Taj Brown

(610) 692-2344

ccoic.org

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stottsvilleinn.com

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RENEWING MEMBERS FOR THE 1st QUARTER

20+

Brandywine Business Systems | *Sam Slokom*

Cynthia M. Quinn, CPA

Law Office of Barry S. Rabin | *Barry Rabin, Esq.*

United Way of Chester County | *Chris Saello*

10+

Brandywine Health Foundation | *Jill Whitcomb*

Brandywine Hospital | *Mark Reygnaudt*

Citadel | *Gwen Smoker*

Coatesville Country Club | *David Glen*

Fashay Consulting | *Diane Fasnacht*

Five Point Renovation & Remodel | *Rob Wishneski*

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Pacer Industries | *Joe Moran*

Rhoads Energy | *Michael DeBerdine*

SERVPRO of Central Chester County | *Dave Lyman*

Tony Buck Home Improvement | *Tony Buck*

Transfers of Learning | *Tasha Delaney*

Unruh, Turner, Burke & Frees | *Theodore Claypoole, Esq.*

YMCA of Greater Brandywine | *LaKeisha Harris*

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<5

Adelfi Promotions | *Michael Millard*

Beaver Insurance Agency | *Larry Beaver*

Budget Blinds of Coatesville | *Germaine Schumann*

Chester County 2020 | *William Stevens*

Clarel Janitorial & Maintenance | *Claudia Muntean*

Coventry Environmental, Inc. | *Steven Ohrwaschel*

Daryl N. Barber Plumbing & Heating | *Daryl Barber*

David Aquadro

Eastern Creatives | *Adam Saylor*

Electric Advisors Consulting, LLC | *Frank Lacey*

Good Works | *Bob Beggs*

Greg Pilotti Furniture Makers | *Greg Pilotti*

Help-U-Sell Direct Homes | *Matthew Boyle*

James J. Terry Funeral Home | *Greg Froio*

Keystone Valley Regional Fire District | *Ray Stackhouse*

Parkesburg Borough | *Neil Vaughn*

Quik-Stop Pharmacy | *Alissa Steele-Griffith*

Salvo Brothers | *Ari Salvo*

SERVPRO of Kennett Square/Oxford | *Cliff Masscotte*

Tobelmann Energy Brokers, Inc. | *John Tobelmann*

White Willows Memorial Design | *Fay Monte*

Windy Hill Farm | *Anna Larsen*

5+

Brandywine Regeneration Project | *Bob Holliday*

Chester County Recorder of Deeds | *Rick Loughery*

Chester/Delaware County Farm Bureau | *Dan Miller*

CTDI | *Keith Montone*

DNB First | *Richard Sware*

Highspire Hills Farm, LLC | *Deborah Ellis*

Honey Brook Area Community Partnership | *Donna Horvath*

Joe Ward Plumbing & Heating, Inc. | *Joe Ward*

Keen, Keen & Good | *William Keen, Esq.*

Lancaster General Health | *Debra Wertz*

Levin Luminais Chronister Eye Association | *Paul Fernandes*

Penn Rise Advisors | *Karl Klingmann II*

Rainbow Valley Dental | *Stephanie McGann, DMD*

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2019 Incoming Board President

Continued from front cover..

Many past presidents have been born and raised in this region and were bred with the pride of the local community, however I was not born or raised here. I came from a small town outside of Cleveland, OH and ended up moving here after college. In 2006 I broke away from my employer and struck out on my own with little more than a handful of clients and a burning desire to succeed. The Chamber has been instrumental in helping me grow a successful business.

The Chamber has not only helped me make business connections, but has provided me with a sense of community and belonging that only comes from a group that is dedicated to the cause and passionate about helping others succeed. I have seen and experienced firsthand how this Chamber helps others grow.

Mentorship is of particular importance to me. I am grateful for not only the guidance and knowledge of Chamber members, but from others in my life that have had an impact on my business career. With mentors that were there to push, challenge and listen to a young entrepreneur, I have seen many in this Chamber who have benefited from working with other members across various industries. I hope to encourage and foster a sense of mentorship within our Chamber and look to promote this powerful tool to help our communities continue to grow and excel. I look forward to the opportunity to build upon the Chamber's storied past and am excited to see what the future of the Chamber will hold. I consider myself lucky to be a part of this organization and will be proud to serve this community.

Karl Klingmann II
President, Penn Rise Advisors, LLC

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2018 Outgoing Board President

Continued from front cover..

First and foremost, I want to thank Donna Steltz and Rachel Cathell for their commitment and dedication. They aim to make everyone feel welcomed. Thank you to our WCCCC Board of Directors who participate and insure that we accomplish the goals and mission of our chamber. I extend my heartfelt appreciation for Mike Guyer (2017) and John H. Lymberis (2016) as our two most recent Past Board Presidents for their support and for entrusting me with the position of 2018 President. It has truly been my pleasure to serve.

Since moving to the Western Chester County area in 2013 – I have made many friends, forged great business relationships and consider myself blessed to live and work in this thriving community. The very first event I attended was the Chester County multi-chamber mixer at the Helicopter Museum back in 2012. As I recall, it was at this event that I realized how genuinely welcoming this area is. I met Donna (Siter) Steltz, Dee Rogevich and Ken Knickerbocker along with many others that evening that I am privileged to call my friends. They introduced me to many organizations they were involved in including the WCCCC, WIM (Women in Motion) and Ken's online business news feed (VISTA.TODAY). As one of his followers; I enjoy reading about the many successes and consider myself blessed to be living and working in a community that cares.

The Western Chester County Chamber works to recruit, retain and grow our region's businesses and nonprofit organizations. We are pleased to announce several accomplishments of 2018 →

2019 Board of Directors

Top row from left to right:

Donna Steltz, Mark Milanese, Jill Whitcomb, Joe Boldaz, Mike Guyer, Susan Salvo, Greg Vietri, Donna McCorkle, Jonathan Wright, Matt Gorham, Donna Horvath, Lisa McNamara, Chuck DiLabbio, Mark Reynoudt, Cliff Masscottee. Bottom Row: Karl Klingmann II and Alissa Griffith

WCCCC launched our *Did You Know series*, an initiative to provide valuable resources to our members to ensure they are aware of the opportunities and platforms available for business growth.

We extended our service region by including East and West Nantmeal Townships to our list of now 23 municipalities serviced by WCCCC.

Created a forum *What's Working*, with local businesses, educational programs and career placement organizations to address workforce solutions and how we can work together to enhance our workforce landscape.

Expanded our *ChescoWest.com website as a regional tool* that highlights the positive attributes, attractions and current events of our region. Encourage your employees, new hires, colleagues and friends to explore this resource.

I want to wish everyone a year filled with much success – in all aspects of your life; find the joy in all you do and create a life that has great meaning to you. Now it is my pleasure to extend a warm welcome to Karl Klingman II in his new role as Board President 2019 and wish him a year of much success.

Donna McCorkle

CBIZ / HCM / Payroll Sales Consultant



The Western Chester County Chamber of Commerce hosted its Annual Dinner at the Coatesville Country Club with the theme of ***Strong Businesses Create Strong Communities.*** Throughout 2018, Board of Directors President Donna McCorkle dedicated her term to ensuring local businesses are aware of chamber resources that assist in strengthening local business and community well being. The theme continued through the night with the recognition of two award recipients dedicated to servicing the region.

Donna Horvath from the Honey Brook Partnership presented Tom Tracy with the Chamber's Joseph G. Filoromo, Jr. Community Service Award. The award recognizes an individual who enlists their leadership skills with an unselfish dedication to volunteerism.

Tom has more than 50 years of experience in education business and management. He has combined his professional and personal experience to serve his community and dedicate his time to many organizations. As a board member of Brandywine Hospital, a committee member for the Honey Brook Partnership and a long-standing member of St. Peter's Knights of Columbus, Tom has no shortage of volunteerism under his belt. He lends his service to Tel Hai Retirement Community in more ways to count and is a constant presence in many community programs.



Award recipients, Tom Tracy and Greg Vietri

A surprise turn to the night was the announcement of the awardee of the Elliott R. Jones Award. The award is granted to a chamber member who has contributed services in making WCC Chamber a viable organization. Board member, Alissa Griffith began the presentation by stating that the honoree, Greg Vietri, is an excellent example of what the Chamber is all about. Greg dedicates his time and talents to support the Chamber and the entire Chester County Community.

Greg is the owner of G.A. Vietri Inc. and joined Western Chester County Chamber Board of Directors in 2016. He has hosted the Annual Municipal Update since 2006, which is the chamber's most resourceful signature event. Greg serves on the Regional Planning Committee and lends his knowledge of new businesses and expansions occurring in the area. However, his greatest contribution to the Chamber is his presence on the membership committee, where he enlists his experience in growing the chamber.

As the night continued, Karl Klingmann from Penn Rise Advisors was announced as WCCCC's incoming Board President for 2019. Karl said, "The Chamber exemplifies what this region means, in terms of- it is small, it is local, and personal. We're a tight knit community focusing on doing well for each other, as well as the community."

The ceremony came to conclusion with Past President, Mike Guyer presenting Donna McCorkle with the President's plaque for her leadership of the Chamber in 2018.

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Michael DePetris from Legend Properties, Mike Guyer from MidPenn Bank and Elaine Guyer



Cory Amman from Courtyard by Marriott, Claudia Muntean from Clarel Maintenance and Mark Graham from the Marriott



Greg Vietri from V.A. Vietri, Inc. and Karl Klingmann from Penn Rise Advisors



John McHugh from Honey Brook Township, Jessica Curtis and Verna Emery from Honey Brook Community Partnership, Tom Tracy and Donna Horvath from Honeybrook Golf Course



Joan Holliday, Bill Shaw from Life Transforming Ministries, Greg Krajewski from Paragon Business Gifts and Bob Holliday from Brandywine Regeneration Project



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Heritage Class Gives CASH Students Real-World Experiences

By: Nina Malone, Arbonne

Recently, we noticed a group of students touring the Lukens Building. It turns out they were more than “just” a class trip; they were part of the “Heritage Class” at the Coatesville Area Senior High (CASH). We decided we needed to learn more about how this class is preparing future leaders to impact our community, so we reached out to Lisa Doan-Harley Ed.D. for the full story.

What is the Heritage Class being taught at CASH?

Dr. Lisa Doan-Harley: The Historical Research and Preservation course is a four-year course taught in conjunction with our traditional history courses.

Our historical preservation program not only benefits the students — it also links the Coatesville Area School District (CASD) and its constituents to a wider network of community resources such as nonprofit organizations dedicated to preserving our local history, federal, state and local offices dedicated to community conservation of resources, and culture.

When they finish the program, these students will have knowledge of:

The historical preservation movement in the United States and Pennsylvania.

The role of historic resources in our understanding of sense of place, as well as our vision for the future.

Regional and national architectural styles. Methodology for documenting historic structures and sites (field experience).

Methodology for historical research, including excavation, classification, description, and

Why are you offering it?

Chester County has a long and rich historical tradition not only as one of the state’s prime agricultural regions but also in the significant arts and crafts tradition brought here by the diverse groups of early settlers. Since the birth of the United States, this little corner of Pennsylvania has continued to grow and foster a climate in which creative people can develop their talents. The CASD, as an educational institution, bears some responsibility for this preservation.

Who/what students typically take it?

Although this is an honors-level course, any student may take the class if they are willing to put in the effort.

Why do they take it? In other words, what do they hope to gain from it?

This class counts as a full credit history course. It’s a non-traditional class where students have a hands-on environment and learn about our local area — and, that is often student-led. One student describes the class as “career day” every day, where they can learn and meet with professionals and explore if this is a career that they are truly interested in. →



The image is a promotional graphic for Valley Creek Productions. At the top, there is a filmstrip border containing three small images: a person at a computer, a red light flare, and a group of people at an event. Below the filmstrip is the company logo, which features a stylized green and blue landscape with a yellow sun/moon. The text "VALLEY CREEK PRODUCTIONS" is written in bold, yellow, sans-serif font across the logo. Underneath the logo, the text "Corporate, Promotional, & Event Video Production" is written in a smaller, grey font. Below that, a larger, bold, black font reads "WE CAN HELP YOU HARNESS THE POWER OF VIDEO TO IMPACT YOUR CUSTOMERS, PROSPECTS, AND MOST IMPORTANTLY, YOUR BOTTOM LINE." At the bottom of the graphic is a photograph of a diverse group of ten people (seven men and three women) standing together in a professional setting. At the very bottom, the website "VALLEYCREEKPRODUCTIONS.COM" and the phone number "215.525.9904" are displayed in white text on a black background.

This is a career technical education program that requires field trips and field experiences outside of the traditional school trip model. This might include a trip to an art museum not to view the exhibits but rather to meet with curators and conservators to tour the back rooms where cleaning, preservation and storage are managed. These experiences are necessary to show the career possibilities that exist in a course of study like historical preservation. The course will also require students to meet with skilled craftsmen like smiths, stone masons, brick makers and finish carpenters. So far, we've experienced a walking tour of the city of Coatesville; visits to the National Iron and Steel Heritage Museum, Chester County Historical Society; and a behind the scenes visit to Wintherthur Museum and Gardens as well as its galleries.

Who is teaching the class?

I'm one of the teachers; I spent 33 years at the middle school level teaching history and was asked during the 2016-2017 school year to develop this new course. Lena McKim, of the 11/12 grade building, and I wrote the new curriculum which the school board approved. We're excited to have 38 students currently enrolled.

What else do you want our business community to know?

Since experiential learning is an integral part of the course, funding for transportation and admission fees is a constant issue. We're always looking for creative ways to ensure all students attend the events. Currently, we're building a research library for the classroom. Our students have made presentations explaining the course to the East Brandywine Historical Commission and to the Chester County Intermediate Unit. They've hosted a Hard Hat Open tour of the Garner-Beale House to generate local interest. Students are currently planning a Historical Preservation Mini Faire for the spring and would love suggestions and volunteers. We are always on the look-out for guest speakers, so if anyone has knowledge of preservation, conservation, research or historical restoration, just let us know.

FEBRUARY 8
8:30 am to 10:00 am

**LEGISLATIVE
ROUNDTABLE**

The annual *Legislative Roundtable Breakfast* brings together western Chester County elected officials and business owners to discuss and analyze current events taking place in our local government. This event is an open-panel discussion that welcomes your suggestions and questions.

LOCATION:
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Elementary School*
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The 5 C's of Credit

By Mike Guyer, Mid Penn Bank

How many of you have heard about the infamous 5 C's of Credit? These are the main building blocks that banks use to establish credit to their customers. They are Character, Capacity, Capital, Collateral and Conditions. All of these are important and some are more than others but they all play an important role in the decision process.

When lending to an individual or a business, we as bankers look to the **Character** of the company, the owner(s), and their reputation within the community. Your personal integrity and good standing speak volumes. What is your repayment history with your vendors or suppliers? If an owner's personal credit history is poor it could be an indication of how they handle their creditors within their business.

Capacity is the ability to repay outstanding debt as well as new proposed debt. I look at historical, current and projections to help indicate if you will be able to sustain future repayment of debt. A good banker should not support additional financing if a borrower cannot show a track record of repayment ability.

Capital represents the savings, investments, and other assets that can support a business in time of need or growth. Too often business owners deplete a company's retained earnings for their personal use. A healthy company should have some form of liquidity to help weather harsh times and fund future growth. Banks provide working line of credits to help support working capital, however, this should not be the only form of capital a business or owner has to support their company.

Collateral is what you as the borrower pledge to secure loans or line of credits. This could be in the form of real estate, business assets, Accounts Receivables, contracts, equipment, vehicles, and even cash or investments. Different forms of collateral are used for different borrowing scenarios. In addition to looking at the value of your collateral, the bank will consider any existing debt you may still owe on that collateral.

Conditions are basically what the loan's purpose, such as whether the loan will be used to purchase a vehicle, property, or fund expansion of a business. You wouldn't want to use a line of credit to finance the purchase of real estate if you are looking to repay that amount over a longer period of time- that would best be suited for a fixed rate mortgage or term loan. Other factors, such as environmental and economic conditions, may also be considered.

I have always said there is a sixth C to credit and that is **Common Sense** and my employer, Mid Penn Bank, actually has it as part of our Legal Lending Policy. If it doesn't make sense to you then I am not going to support it either, as well as if it does make common sense we will work with you to see if there is a smart way to finance your request. →

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I hear all the time from seasoned business owners that back in the “old days” you could walk into the bank and ask for a loan and walk out the same day with the money and didn’t have to show anything! Times have certainly changed since then which have created procedures to help alleviate risk for the bank while not burdening a customer with debt they shouldn’t accumulate.

I for one, do not expect my customers to be experts in all of these areas. You all have lives, families, or businesses to take care of and that is where your time should be spent. I would recommend that you be willingly to communicate openly with your banker and your other advisors as they will help guide you with these Cs of Credit. My door is always open, I’d be more than happy to hear your story and see if I can provide any guidance along the way.

MARCH 7, 2019

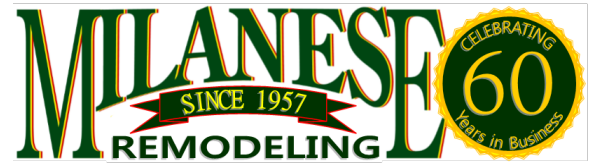
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VENDOR FEE:

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EVENT SPONSORS:





Matt Weiss from Hyland Graphics & Advertising, Sigmund Fleck from Brown McGarry and Nimeroff, and Jonathan Wright from the Wright Agency enjoy networking at the young Professionals Happy Hour.



Terry Maenza, Justin Brame and Keith Gabage from Pennsylvania American Water at the Member Extravaganza

The CHAMBER EXPERIENCE



John Tobelmann and the team from Tobelmann Energy Brokers, sponsors of the Member Extravaganza

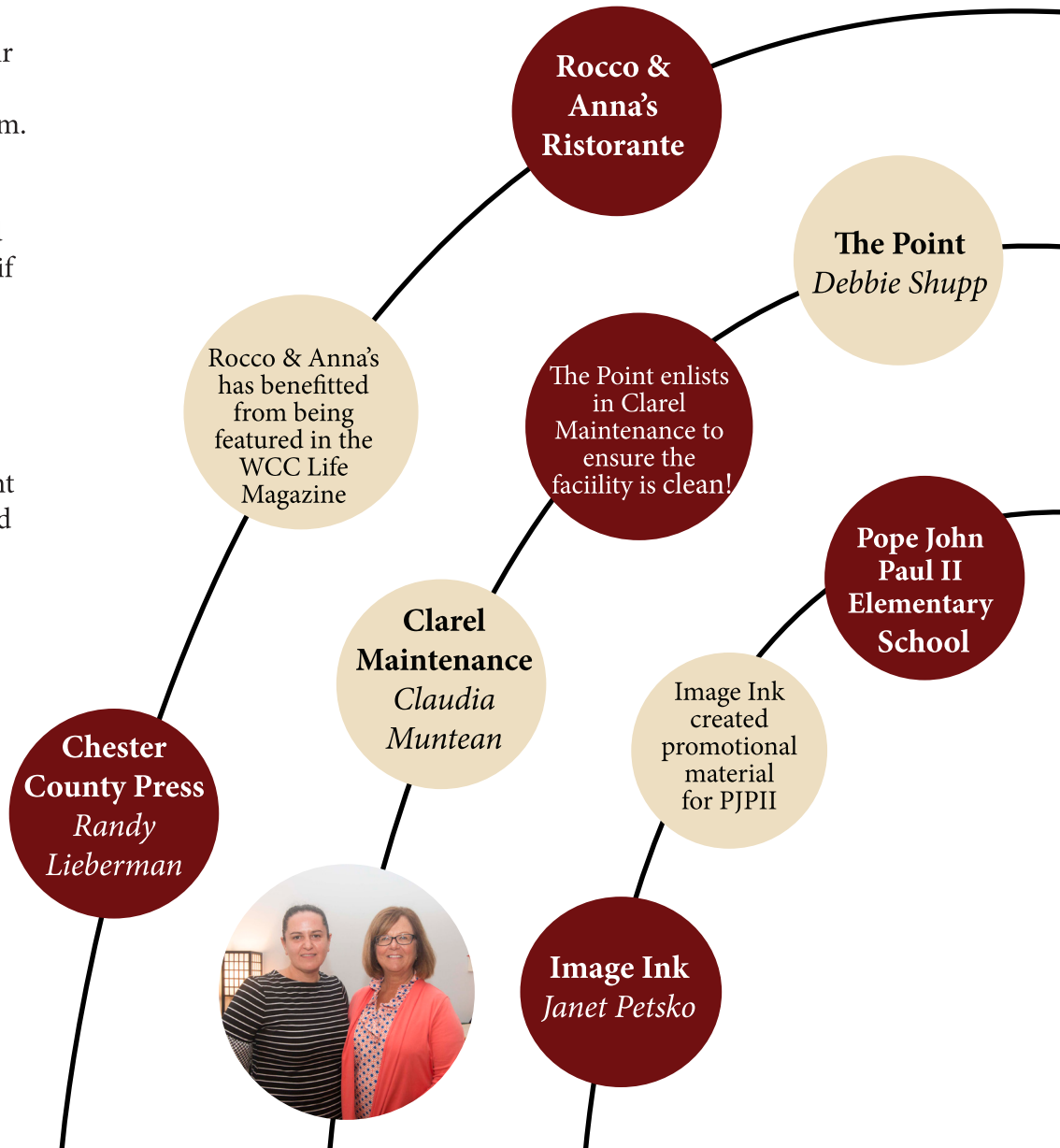


Michelle Lesch and Dania Langley from Brandywine YMCA

MEMBER CONNECTIONS

Recently a Chamber member had a public works difficulty in his neighborhood. He had to air it in the press to get some answers and resolve the problem. Later he found out that a Chamber member contractor, involved in such matters, could have supplied the answers. So, if you have a business, public infrastructure, technical, property, financial or other concerns and are looking for answers, think of which members of the Chamber might have some insight into that field and give them a call. Use the membership reference for this.

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



Coatesville 2nd Century Alliance Adds to Team

Urias Cole joined the team at the Coatesville 2nd Century Alliance in November. Underwritten by a grant from the Wells Fargo Regional Foundation, and supported by a partnership with the Chester County Commissioners and the Chester County Economic Development Foundation, the position supports Coatesville's Growing Greater Neighborhood Revitalization initiative. In his role, Urias will be working with the residents of the City to strengthen their neighborhoods and improve their overall quality of life.



"Over the past two years, residents have been working with City stakeholders to address and overcome issues like public safety and youth empowerment," states Cole. "I'm excited at the prospect of working directly with the residents of Coatesville to implement the strategies they've developed."

For more information on the Coatesville 2nd Century Alliance, or the Growing Greater initiative, check out both on Facebook and visit : 2ndCenturyAlliance.org CoatesvilleGrowingGreater.org, or call 484-786-8896.

Scholarship Opportunities for Highschool Students

The Western Chester County Chamber of Commerce recognizes the importance of continuing education and life-long learning; therefore, offers a \$1000 scholarship annually to a graduating senior residing in the chamber's service area: Atglen, Caln, Christiana, Coatesville, East Brandywine, East Fallowfield, Elverson, Highland, Honey Brook, Modena, Parkesburg, Sadsbury, South Coatesville, Valley, West Bradford, West Brandywine, West Caln, West Fallowfield, and West Sadsbury.

More information and an application download can be found at: westernchestercounty.com/chamberscholarship/

PFEW Educating the Leaders of Tomorrow..Today

There is an award-winning summer economics education program that for forty years has benefitted our local students. ***Pennsylvania Free Enterprise Week (PFEW) immerses rising high school juniors and seniors*** in the world of business, allowing them to experience firsthand what you face each day. Offered by the Foundation for Free Enterprise Education, PFEW was founded specifically to teach students about the American private enterprise system and provide tools to help students become the great employees and employers of the future.

At PFEW, participants are grouped into management teams of junior executives who have been hired to turn around underperforming manufacturing companies. These teams, mentored by adult volunteers called Company Advisors, operate their firms for a computer simulated three-years, competing against other student companies. They formulate production and financial strategies, develop income statements and balance sheets, prepare marketing and advertising campaigns, all the while reacting to a variety of external factors. Sound familiar?

The Chamber proudly supports PFEW and encourages local companies and civic organizations to provide sponsorship for our students and, if possible, volunteers



for the sessions. Every student attends PFEW on a fully tax-deductible \$625 scholarship (the actual value of the scholarship exceeds \$1,500) which is provided by a local firm, foundation, civic organization, or individual. PFEW is also an approved Educational Improvement Organization through the PA Educational Improvement Tax Credit (EITC) program.

if you would like to learn more about the award-winning PFEW program and how you can help, please call the Chamber directly or contact Scott Lee, vice president of marketing & development for the Foundation for Free Enterprise Education at (814) 833-9576 ext. 8, or e-mail him at scott@pfew.org. PFEW is open to all current sophomores and juniors in Pennsylvania and information on attendance, as well as program applications, can be found on the PFEW website.

BUSINESS NEWS

Did You Know.. Business Resources for Growth

The Chamber provides educational seminars through SCORE of Chester and Delaware County. The seminars are held at the Courtyard by Marriott in Coatesville. The next one will be on March 5th and entitled, *Understand Cash-Flow, A business survival Guide* presented by Tom Faughnan. This seminar will bring light to the critical processes of cash flow for your business. Tom Faughnan has extensive experience in business development, strategy, planning, and financial analysis.

The next seminar will be on May 2nd and is entitled, *Have Your Best Sales Year Ever: How to avoid your unpaid consulting* presented by Robert Sinton. This session will introduce a proven sales process that puts you in control. Robert Sinton has 30+ years of business ownership and sales management experience. His sales approach and strategies have proven to significantly impact businesses revenues, profits & future successes.

Bill Mullen Electric's Innovative New Storefront

In a desire to be more connected to the surrounding community, Bill Mullen Electric has relocated to a new space- with a storefront! The location will function as a lighting showcase to allow customers to envision the possibilities that can be created in their own homes. The Bill Mullen Team strives to offer a fresh and innovative approach to electrical services that add value to its clients. This new space is in addition to Mullen's fully trained and licensed personnel that serve electrical repair and services to new and old homes.

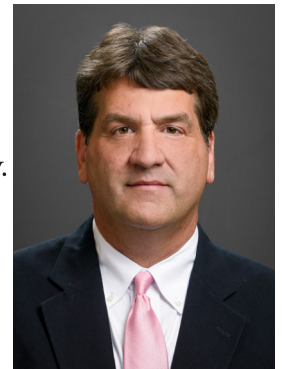


Chester County OIC Relocates to Coatesville

The Chester County Opportunities Industrialization Center has a new location at North 5th Avenue in Coatesville. The organization provides education and life skills training specifically serving clients and students classified as low-income or disadvantaged. For more information on the services they provide, please visit ccoic.org.

New CEO for United Way

Chris Saello assumes the role as President and CEO of United Way of Chester County. Christopher served as the organization's Senior Vice President, a position he has held since July 2010 and has been recognized as a real asset



to the organization. Prior to joining the United Way team, Christopher spent 20 years with YMCAs in Chester County, Upper Main Line and Brandywine Valley. He held many positions during that time, including Executive Director of Brandywine YMCA and Vice President of Financial Development for YMCA of the Brandywine Valley.

Coatesville Library Receives Grant

The Chester County Commissioners recently presented a check to the Coatesville Area Public Library. The funds are from a community development block grant and will support building renovations for the library. Renovations include a new HVAC system, energy efficiency and security of the library, as well as improved accessibility.

Meridian Bank's Community Pledge

Meridian Bank has pledged \$250,000 in donations to Habitat for Humanity of Chester County for improvement projects in Coatesville. These funds provide more affordable housing and are part of the Pennsylvania's Neighborhood Assistance Program, which gives tax credits to businesses that make donations to community projects.



Kauffman Gas Celebrates 75th Anniversary

Kauffman Gas celebrated its 75th anniversary by inviting customers to come in and fill up their propane tanks! A total of 367 tanks were filled by the company, which has 8 decades of exceptional customer service and community service under its belt. The company's highly trained and qualified service technicians assist customers in Chester County, Lancaster County, Delaware County, and Northern Delaware.

MEMBER CHANGES

Roehrs Stanton Willimann & Associates LLC has formally been acquired by business partner Hawley C. Chester and is now known as -

Chester & Associates LLC

Hawley C. Chester

610-383-3884

Hchester@rswinsurance.com

Penny Reeder

pennyreeder@rswinsurance.com

*Commercial insurance specializing
in policies for Engineers & Architects*

Little Chef Celebrates 65 Years

The Little Chef Restaurant in Coatesville has reached its milestone of 65 years in servicing the community with delicious food. The restaurant prides itself as a place where family and friends gather.

Steven C. Cunningham

Vice President



**Coatesville
Savings Bank**

Business Development Officer

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

ServPro Sponsors The First Responder Bowl

SERVPRO was the proud presenting sponsor of the First Responder Bowl Game in Dallas, Texas in December. This is the inaugural year for



the First Responder Bowl, a college football bowl

game dedicated to recognize all first responders in our communities that protect and serve.

Chamber members, Cliff Masscotte and Brian Arencibia flew out to Dallas to the game along with other local First Responders.



Mid Penn Bank Finds a Solution for Township

New Garden Township was looking to build a new police department facility to support the Southern Chester County Regional Police Department. Township Manager, Tony Scheivert (formerly from Caln Township) partnered with Mid Penn Bank's Commercial Lender, Mike Guyer to finance the \$4.5 Million project which started construction in the Fall of 2018. Mid Penn Bank has also financed the police department's purchase of a new police Dodge Charger for the new year. The project is evidence of local chamber connections working together to help the community.

BUSINESS NEWS

First Resource Bank's Charitable Action Against Violence

First Resource Bank and the Millennial Professional Board recently presented checks totaling \$10,000 to charities that provide services for community members that struggle with domestic violence and abuse. The funds were raised by the Millennial Professional Board. The Millennial Professional Board is a group created through First Resource Bank which hosts networking events for local millennials. —>

continued..

The purpose of the Millennial Board is to encourage young professionals to take leadership roles in the community.

Thanks to the proceeds from the Millennial Board, a grant was awarded to the Domestic Violence Center of Chester County, an organization that offers counseling, legal services, housing, and other resources to victims and survivors of domestic violence.

In addition, the organization presented the Domestic Abuse Project of Delaware County a grant from the proceeds of the fundraiser. This grant will be used to support a new Safe House project.

Services Expand at Brandywine Hospital

Brandywine Hospital - Tower Health recently received a 5-year program accreditation from the American Academy of Sleep Medicine (AASM) for its Sleep Wellness Center.

Located on Reeceville Road, the Sleep Wellness Center is directed by Robert O. Satriale, MD, FAASM and staffed by board-certified sleep medicine experts. The center helps people manage their disruptive sleep behaviors through the assessment of respiratory and non-respiratory sleep disorders in adults including insomnia, sleep apnea, narcolepsy, Restless Legs Syndrome, periodic limb movement disorder, snoring and parasomnias.

In addition, the hospital has added a new Home Healthcare system named Tower Health at Home. The entity will expand its service and combine the previous services of Home Health Care Management and Advantage Home Care. This new system is a method to continue finding ways to better manage the healthcare needs of the community.

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



Donna Steltz Recognized for 15 Years of Service

WCCCC's Executive Director, Donna Steltz was among the twelve chamber professionals awarded PACP's distinguished Service Awards at the 2018 Pennsylvania Chamber Professionals & Leadership Conference held recently at the Mountain Valley Banquet Venue in Barnesville, PA. Donna was recognized for her outstanding chamber service to the western Chester County region and commitment to the PACP association by serving on the PACP board of directors.

Join the Member Information Center →

The Chamber would like to introduce you to our new Member Information Center. The Member Information Center is an internal website just for our members. It is very similar to other social media platforms you may use, including a community news feed.

The information center gives you the ability to manage a variety of member activities such as posting your business events, press releases, job openings, member to member deals and more. Through this tool, you can register for upcoming Chamber events and stay up to date with chamber resources. Chamber members are able to use the information center to contact other members and increase your visibility.

To setup your Member Information Center page, please email Rachel at

Rachel@westernchestercounty.com

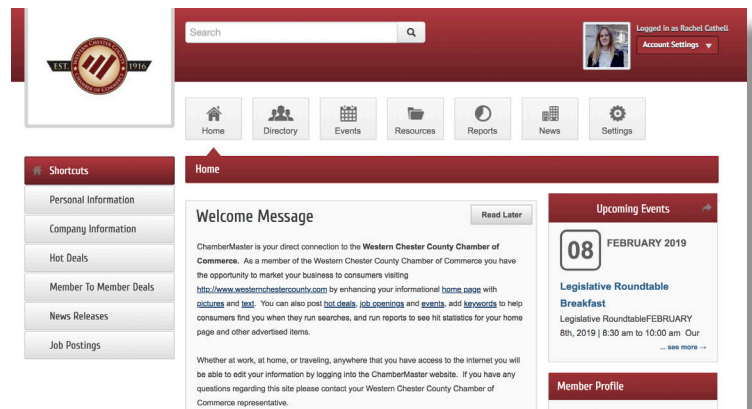
We will walk you through the process. Once you have created a log-in, you can log-in from the homepage of westernchestercounty.com by selecting the log-in tab in the menu.



ChescoWest.com is a project derived from the Chamber's Regional Planning \Committee. The website acts as a tool in branding our region. We encourage our community partners and businesses to share news and events to ChescoWest.

Please send inquiries to:

Rachel@westernchestercounty.com





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www.wusinichbrogan.com
537 West Uwchlan Avenue
(Rte. 113)
Downingtown, PA 19335
610-594-1600

Business Owners to Hopefully See More Deductions on Personal Taxes

By: Nicole Odeh | The Small Business Accounting Solution

When it comes to taxes, one rarely thinks of them as coming with free money. For some business owners, however, that is what may be happening with the Qualified Business Income (QBI) deduction that can now be taken following the passage of the Tax Cuts and Jobs Act.

This is a new deduction for owners of pass-through entities (S-corporations, partnerships, sole proprietors, trusts, or estates). The deduction is generally calculated as 20% of net income and it is applied against your personal taxes.

The QBI deduction is going to be a big change for many, but it is not something that has received a great deal of press. This makes sense as other provisions in the Act, such as the increased standard deduction and child tax credit, are things that nearly everyone will at least need to look at when it comes time to file their taxes. This QBI deduction will affect fewer people, but a deduction of 20% of net business income could drastically change what a return looks like.



There are threshold amounts for how this deduction can be applied, but it will still be able to be applied for many small business owners. If the owner's taxable income is under \$315,000 (MHJ) or \$157,500 (all other filing statuses) before the deduction, the full 20% may apply. If the owner's income is between \$315,000 and \$415,000 (MFJ) or between \$157,500 and \$207,500 (all others), the deduction may be phased out, depending on the business activity.

As always, there are rules – like caps for how much this deduction can be, based on how much income you earned during the year. But even so, remember that this is essentially a personal bonus for operating a business – and that is something you certainly did not have before!
Let this no longer be a silent tax provision and be sure it is something you look at as we enter tax filing season.

VITA Program

The Volunteer Income Tax Assistance (VITA) Program is an initiative of the Internal Revenue Service that provides free tax preparation and filing for low and moderate income households, people with disabilities, and those with limited English proficiency. Chamber member, Life Transforming Ministries (LTM) will be offering this free program at the following locations:

*Open Arms/LTM Building
Chester County Intermediate Unit
CareerLink/Financial Stability Center
Orion Communities
The Westside Community Center*

For more information please visit:
chestercountyfreetaxes.org/about-us/

Chamber Welcomes Nicole Odeh as New Accountant

Nicole Odeh, owner of the Small Business Accounting Solution has joined the Chamber team. Nicole will oversee the financials of the Chamber. The Small Business Accounting Solution is a full service accounting firm offering a range of services for businessowners, executives and independent professionals.

SAVE THE DATE of August 6th, 2019 for the Chamber's

Taste of the Farm

-Family, Food and Fun Event-

4:30 to 7:30 pm | Hosted at the Romano 4-H Center
FREE TO ATTEND

This event brings together local agriculture businesses and the community to celebrate the powerful impact agriculture has on the western Chester County Region. Local farm products will be for sale on-site including fresh produce, eggs, food and more.

The Taste of the Farm event will take place at the same time as the Chester County 4-H Fair at the Romano 4-H Center in Honeybrook.

March 11th kicks off National AG Week.

A week all about celebrating and educating consumers about where our food, fiber and fuel come from! National AG day is March 14th, find activities and events at agday.org



Where Does Our Food Come From?

(pre-school-kindergarten age, all kids welcome)

March 13th | 1:30-2:15pm | Free to attend

Chester County Library, 450 Exton Square Parkway, Exton, PA 19341

Please join 2019 Chester County Little Miss Agriculture USA Queen Ellie Harrop and her farmer-mom Melissa Harrop of Meadow Creek Livestock (Chester Springs) in a special reading of "Right This Very Minute" by Lisl Detlefsen in celebration of National Ag Day. To find out more about farming and yummy local farm products grown in Chester County, please visit www.chesco.org/farmguide.

Penn State Extension Leader Recognized

Nelson Beam of Elverson, Pennsylvania was selected as the 2019 *4-H Outstanding Swine Club Leader* at the Pennsylvania Farm Show. Nelson is a longtime volunteer and leader with Penn State Extension's 4-H Youth Development program in Chester County and is recognized as an integral part of the 4-H program by contributing both knowledge and energy to the program.

"Wasted: The Story of Food Waste"

Presented by Lundale Farm

Wednesday, March 27

The Colonial Theatre, Phoenixville

7:00 p.m. -Movie Viewing

Followed by panel discussion

Join your friends and family for a viewing of "Wasted: The Story of Food Waste" and a panel discussion following the film to explore how we can create a more sustainable food system and community.

If you'd like to submit AG news please contact Rachel at:

Rachel@westernchestercounty.com



Western Chester County Chamber of Commerce

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

MEMBER HAPPENINGS

February 7th
5:00 pm to 8:00 pm
Lets Talk Coatesville
Why Money Matters
Presented by: Brandywine Health Foundation
Held at CCOIC
22 N. 5th Ave, Coatesville

February 7th
6:00 pm to 8:00 pm
Black History Month Lecture
National Iron and Steel Heritage Museum

February 21st
3:00 pm
City Hall Ribbon Cutting Ceremony
One City Hall Place
City of Coatesville

February 21st
6:00 pm
PABA New Member Kick-off
Dinner provided
Courtyard Marriott Coatesville

March 7th
6:00 pm to 8:00 pm
Women's History Month Lecture
National Iron and Steel Heritage Museum

March 16
Atglen Public Library
Longaberger Basket Bingo
6:00 pm to 8:00 pm
Proceeds to benefit the Atglen Public Library.

March 23
Maple Sugaring
1:00 pm- 4:00 pm
Wolf's Hollow County Park.
chesco.org/178/Parks

March 27th
"Wasted: The Story of Food Waste"
7:00 pm
Film Showing and Panel discussion
The Colonial Theatre, Phoenixville

UPCOMING EVENTS

Register at westernchestercounty.com

JANUARY

29

Lunch n' Learn

11:30 am to 1:00 pm
"A Guide to Ergonomics and Body Mechanics"
Lancaster General Health Parkesburg

FEBRUARY

8

Legislative Roundtable

8:30 am to 10:00 am
Open-Panel Discussion with Elected Officials
Pope John Paul II Elem.

FEBRUARY

12

Making Connections Happy Hour

4:00 pm to 6:00 pm
Beaver Creek Tavern
Open to the Public
Free to Attend

FEBRUARY

23

Chester County Home Show

10:00 am to 4:00 pm
TCHS Brandywine
Free to Attend | Open to the Public
Vendor Spots Available

MARCH

5

SCORE Seminar

Understanding Cash Flow
Marriott Coatesville
3:45 pm Registration
4- 5:30 pm Presentation
Registration Required

MARCH

14

Making Connections Happy Hour

4:30 pm to 6:30 pm
Mr. E's Tavern
Open to the Public
Free to Attend

MARCH

19

Grand Opening Bright Spot Cafe & Small Business Financial Check-up

Hosted at Bright Spot Cafe
7:30 am to 9:00 am
Presented by Karl Klingmann II
pennriseadvisors.com

MARCH

22

Coatesville Savings Celebrates 100 years

8:00 am to 9:30 am
Ribbon Cutting Ceremony & Networking Breakfast
Coatesville Savings Bank Lincoln Highway

MARCH

29

Municipal Update Luncheon

11:00 am to 1:30 pm
G.A. Vietri, Inc.
Registration Required

APRIL

11

What's Working?

Workforce Development
11:00 am to 1:00 pm
Chester County Public Safety Building, Coatesville

MAY

17

Annual Golf Outing

10:00 am to 4:00 pm
Coatesville Country Club

Follow us on Social Media



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@WCCChamber