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Southern Chester County
SCCCC
CHAMBER OF COMMERCE

50TH ANNUAL DINNER *Recognizing Outstanding Citizen* of the Year Set for March 24 at Longwood Gardens



David Haradon and his wife, Peggy, are all smiles at the SCCCC Annual Dinner honoring David as the 2015 Outstanding Citizen of the Year.

Mark your calendar for March 24 when the Southern Chester County Chamber of Commerce hosts a gala evening at Longwood Gardens. The Annual Dinner, which attracts more than 250 area business leaders from around the region, is highlighted by the presentation of the coveted Outstanding Citizen of the Year Award.

The 50th Annual Dinner promises to be memorable. Set in the beauty of Longwood's Conservatory, guests can mix and mingle, dance, enjoy a scrumptious dinner, and bid on more than 50 silent auction items, ranging from tickets for the professional sports enthusiast to excursions to nearby cultural attractions, to weekend getaways, to enticing specialty baskets, and much more.

Presenting Sponsor Riley Riper Hollin and Colagrecio Attorneys at Law will begin the evening with a welcome from John A. Jaros, a partner in the firm and 2017 SCCCC Chairman of the Board. The evening culminates with the presentation of the Outstanding Citizen of the Year, an award the Chamber has been bestowing since 1968. The award recognizes individuals who unselfishly contribute

to the community's quality of life and display exemplary volunteer efforts demonstrating vision, leadership, and citizenship that positively impact the Southern Chester County community.

Last year, the Chamber recognized David Haradon as the 2015 Outstanding Citizen of the Year. Haradon's rich history of serving the community included being actively involved with local YMCAs, serving on the boards of Historic Kennett Square, Oxford Main Street (OMI) and Oxford Area Civic Association (OACA). In addition, he is active in the Longwood Rotary and with Peter Kjellerup of Dansko, Inc., "bridged" Project Cure, the largest provider of donated medical supplies and equipment to developing countries, resulting in the establishment of a new Project Cure refurbishment and distribution center in the former Dansko headquarters facility in West Grove.

Tickets and sponsorship opportunities are now available for the 50th Annual Dinner, March 24 from 6:30-10:30 pm at Longwood Gardens. Individual tickets are \$175. To learn more, visit www.scccc.com. ■

MEMBERS IN THE NEWS

PECO Reminds Customers of the Importance of Natural Gas Safety

With cooler temperatures and the heating season on the horizon, PECO customers will be using more natural gas to heat their homes and businesses. Just as PECO prepares its natural gas and electric systems for winter, customers should prepare too. Heating systems should be checked now and inspected by a qualified technician to ensure safe and efficient operation for the season ahead.

"Many of our customers will be increasing their use of natural gas with cooler temperatures arriving in the Mid-Atlantic region, so we are asking them to be mindful about natural gas safety," said Ron Bradley, vice president of Gas Operations. "PECO is committed to ensuring safe and

reliable natural gas service for our customers. In addition, it's vital for our customers to maintain their heating equipment and to know how to recognize and report any natural gas issues."

Customers and residents also should remember the following important information about natural gas:

- Natural gas has no natural odor, so an odorant is added to help detect when a leak occurs.
- Leaks can be caused by construction or by ground movement during winter's deep freeze.
- Reporting a natural gas odor promptly plays a critical role in ensuring safety.

If you smell natural gas, call PECO at 1-800-841-4141, 24 hours-a-day, every day.

- If you smell a faint odor of natural gas, check to see if a pilot light is out or if a burner is partially on. If you cannot find the source, call PECO.
- If you smell a very strong odor of natural gas:
 - » Evacuate immediately and call 911 and PECO from outside
 - » Do not turn any electrical switches on or off
 - » Do not use devices such as phones, radios, doorbells or flashlights
 - » Do not smoke, strike a match or use a lighter
 - » Do not start a motor vehicle near the building
- If you smell natural gas outside, especially near a natural gas meter, call PECO.



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PRESIDENT'S MESSAGE



Dear Members,
December is here in full swing, with the New Year rushing to greet us! I would like to take a moment before the 2016 holidays have passed us by to reflect on the season. I always find myself trying to slow down and enjoy this time of year, and mostly failing to do so. We often get so caught up in the day-to-day of what we have to do, that it can be challenging to make time for the things we want to do.

"Black Friday" has become "Skip Thanksgiving Thursday", while the rush to get started on our holiday preparations usually means our time to enjoy them is pared down to a

minimum, overwhelmed by work and stress the hustle and bustle as it were.

This year, I am determined to slow down, appreciate what is important in my life – my family, friends, myself. Grab the memories that fly by before they are gone. Work is work – it certainly is important however let's try to keep all things in their proper perspective.

From our home to yours – we wish you all the best of happiness during the holiday season and all the best of success in 2017. Hopefully you are doing a better job than I usually do keeping your life in balance and your holidays in focus.

Best regards,

Cheryl B. Kuhn, IOM

MISSION

The Southern Chester County Chamber of Commerce seeks to strengthen, support and promote business and economic development in the southern Chester County region. Through growth and development of its membership, relevant and timely programming, educational opportunities and professional development, and business advocacy efforts, the SCCCC provides a means for communication among appointed and elected officials and regional business leaders, and fosters community spirit.

CORE VALUES

Lead • Connect • Educate • Advocate

SCCCC 2016 Circle of Champions

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Advertise your products and services to the Southern Chester County business community

Reach your audience with a full color advertisement. The quarterly newsletter is mailed to SCCCC business members, posted on the Chamber's website and emailed to more than 1,200 business email addresses. In addition, the online version includes a live link to your website and e-mail address in your ad.

2016 End of Year Special: Place a half page or full page ad and receive an e-mail banner ad for FREE. Special ends December 31, 2016. Ad rates are for one-time insertion. Ads must be high resolution PDFs or JPEG files.

Premium Positions	Price	Size
Inside Front Cover	\$375	8.5" x 11"
Member Full Page Advertiser	\$500	8.5" x 11"
Outside Back Half Page	\$250	8.5" x 5.5"
Outside Back Quarter Page	\$150	4.25" x 5.5"

Standard Positions	Price	Size
Full Page	\$325	8.5" x 11"
Half Page Horizontal	\$225	8.5" x 5.5"
Quarter Page	\$125	4.25" x 5.5"
Business Card Ad	\$39	3.5" x 2.0"

A LETTER FROM THE CHAIRMAN



Dear Valued Chamber Member:
There is something special about this Chamber, and I feel grateful for being part of its powerful force. This Chamber has a tremendous spirit and energy – and a sincere commitment to the members. I believe the milestones of 2016 bring this to life:

We started the year with an overwhelming consensus from the Board to move Chamber offices to a new location within our service area. This was both a vote of confidence in our hard-working Chamber staff, and in Mr. Peter Kjellerup's vision to create a business community in the former Dansko building.

The Chamber's Board approved our first Strategic Plan, based on the outcomes of the 2015 Board Retreat. The Plan's actions were built on the Board consensus that we need innovative leadership and out-of-the-box thinking. Some of the initial actions were executed by Trish Evans and the small but mighty Communications Committee. The Facebook Page was reactivated, as was the Twitter account, and our Press Release program greatly expanded. Relationships with local media have been rekindled.

Another significant accomplishment was realized by the Membership Committee. Thanks to the efforts of Geoff Bosley and Heather Connolly, we now have accurate data describing the business "footprint" in our service area.

Our Ambassador Committee continues to hone our system to welcome new members, invite them to events, and make everyone feel connected. Michele Berardi's tireless leadership and the Committee's volunteerism at signature events were essential throughout the year.

Community and Government Relations is another key committee that contributes by expanding the Chamber's relationships in the community. We have that committee, under John Jaros' leadership, to thank for several new Board members. And of course, Community and Government Relations has been a significant help with speakers for signature events.

Speaking of Signature Events, I believe the 2016 events raised the bar higher than ever! Our Annual Dinner at Longwood Gardens included changes suggested by Tony Poluch and other Board members that truly boosted

the "FUN" aspect of the evening. Who can forget the Inspirational Breakfast with Pat Ciarrocchi? The Golf Outing at Radley Run was another success, and we have Gail Chase, Golf Outing Chairman, to thank for her leadership. The Fall Luncheon with outstanding speaker and Exelon Power CEO Ron DeGregorio was an event to remember.

We cannot overlook the gargantuan effort it took for Cheryl Kuhn and Melissa Kratz to execute our move in June. Everything happened on time and within budget, with our staff handling so many details – and so much packing and unpacking – without a complaint.

Several initiatives have been quietly underway to create important systems and protocols for our Chamber as we grow:

Many thanks to Treasurer Michele Cyron for her leadership in creating a monthly debit option for members, enabling them to spread membership dues and event sponsorships over 12 months. Michele has also been working with past Chairman Joe Waters to define accounting protocols.

I can't neglect to mention the great work spearheaded by Daria Payne to create an Employee Guidebook. Karen Eichman, Doug Doerfler and John Jaros' partner George Randolph all shared their exceptional expertise to help us create a document that the Executive Committee will be bringing to the Board before the end of the year.

What's next? Cheryl has created a task force to study the members' interests in professional development and business education. Many thanks to Erik Gudmundson and Warren Cook for their good work there. Speaking of Erik, he continues to develop the Young Business Leaders who hopefully will become future Chamber leaders.

My deepest thanks to each of you, our members, for your support during 2016, which I believe has been a crucial year to position our Chamber for growth. I've truly enjoyed the intelligence, positive energy, and good humor in the room at every event I've attended.

Each of you -- plus our Chamber's accomplishments of 2016 -- certainly do place our Chamber on a positive trajectory for 2017. I, for one, can't wait to see what happens!

Best regards,

Judith Lee
2016 SCCCC Chairman of the Board

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MEMBERS IN THE NEWS CONTINUED...

During winter storms, customers also should remember to:

- Keep exhaust vents for natural gas appliances like water heaters, furnaces and fireplaces, clear of snow and ice to prevent buildup of carbon monoxide.
- Keep natural gas meters clear of ice and snow by using a broom or brush to gently clear the area around the meter.

PECO works hard to ensure safe, reliable, affordable and clean energy and energy services for more than 511,000 natural gas customers. The company inspects and maintains approximately 12,000 miles of natural gas transmission, distribution and service lines. In addition, PECO responds to reports of natural gas odors in less than an hour - 99.9 percent of the time - which is one of the best response times among Pennsylvania natural gas utilities.

GillespieHall Honored with Five 2016 MarCom Awards

Wilmington, DE-based firm recognized for excellence in website design, social media, branding, and PR – GillespieHall was named as a five-time winner at the 2016 International MarCom Awards. The PR and social media marketing firm is based in Hockessin, Delaware and specializes in health, nonprofit and corporate targeted messaging. “We understand behaviors and then change them,” says sociologist and VP of Operations, Clara Mattucci. “We always appreciate having our work recognized as the best of the best.” GillespieHall has received 66 national and international awards in the last 5 years MarCom is one of the oldest, largest and most prestigious creative communication competitions in the world. The MarCom competition is organized annually by the Association of Marketing and Communication Professionals and recognizes outstanding achievement by professional marketing communicators.

GillespieHall’s work was selected out of more than 6,500 entries from around the world. The firm won platinum, two golds and other awards for social media strategies and creative content, digital PR, website and print advertising materials. “The work the GillespieHall team developed is interesting, creative, intelligent and visually stunning,” said Ed Dalheim of MarCom. “Each year, they produce impressive materials that resonate with our hard-to-please judges - who are industry professionals looking for talent that exceeds a high standard of excellence and whose work serves as a benchmark for the industry.” “We know we have a rare culture at GillespieHall,” says founding partner Bridget Pavard. “All disciplines in the firm have their hands in each project. Everyone here has something to contribute. Whether we are creating a new brand from scratch or guiding an industry leader through a crisis, we work as a team. Our results are solid – and entirely measurable. We really appreciate this peer recognition.” MarCom Awards entries come from global corporate marketing and communication departments, advertising agencies, PR firms, design shops, and production companies.

Ring In The Holiday Season!

A Longwood Christmas rings in the holiday season with a musically inspired display November 24–January 8. Explore the warm 4-acre conservatory and be enchanted by more than 50 trees adorned with an array of red, gold, and green glass ornaments. Outside, all eyes are on the sky as illuminated stars twinkle above, colorful fountains dance to holiday music, and a half-million lights brighten the night.

Inside Longwood’s 4-acre heated Conservatory, 16,000 seasonal plants including poinsettias, cyclamen, and anthurium flourish. An elegantly designed 30-foot floral tree takes center stage formed with poinsettias, euphorbias, and white phalaenopsis orchids. The Music Room décor features an 18-foot Fraser Fir tree rotating in a wooden music box decorated with a garland of real musical instruments. Guests entering the Conservatory will encounter a 22-foot tall Concolor Fir nestled next to an antique baby grand piano with flowing lights traveling up the tree lavishly decorated with red and gold ornaments.

Performances Throughout the season, Longwood’s grand Ballroom will feature free and ticketed holiday-inspired performances as well as daily holiday sing-alongs performed on Longwood’s grand 10,010-pipe organ. Strolling Olde Towne Carolers add to the holiday charm Thursday – Sundays, from 4:30 – 8:30 pm. For a complete listing of performances, visit longwoodgardens.org.

Outdoor Magic More than 500,000 outdoor lights adorn 124 trees, with the tallest tree topping over 90 feet. Outdoor favorites return including the illuminated Italian Water Garden, and a 10-foot Concolor Fir in the Hourglass Lake Pavilion ornamented with materials found in the Meadow Garden and our natural lands. The popular Wildlife Tree entices our furry friends to nibble on edible ornaments made from wheat, apples, and birdseed. The Gardener’s Tree cleverly showcases our gardeners’ creativity with handcrafted ornaments and garland made with angel vine and burlap draping the 26-foot Concolor Norway.

Created by Longwood craftsmen and local artisans, three fire pits will be placed throughout the Gardens, allowing guests to warm up by the fire with loved ones. The fire pits will be available every night throughout the holiday season, weather permitting.

In the Open Air Theatre, fountains dance day and night to holiday classics. Young and old will delight in Longwood’s outdoor train display located near the Birdhouse Treehouse as it travels past miniature Longwood landmarks lit for the holiday season. In Longwood’s historic Chimes Tower, the 62–bell carillon plays holiday music every half hour.

On New Year’s Eve, Longwood offers a variety of performances for the entire family. Organ music will fill the Ballroom from 3–9 pm, Rob Dickinson and the Brandywine Christmas Minstrels perform from 2–8 pm throughout the Gardens, Galena Brass will create a festive atmosphere at the Peirce du Pont House from 4–9 pm, while rhythmic Steel Drums take center stage at the East Plaza.

Ticketing Procedures Admission to the Christmas display is by Timed Admission Ticket, with tickets purchased in advance for a specific date and time. There is no admittance to the gardens without a timed admission ticket. Guests should buy their tickets before arriving at the Gardens to ensure admittance. Tickets are available now and can be purchased online at www.longwoodgardens.org.

Jennersville Regional Hospital to Close Labor and Delivery Services

Jennersville Regional Hospital will close obstetrical services, effective November 19. “We enjoy serving our patients at all stages of their lives and take seriously our responsibility to provide them with high quality care,” said CEO Andy Guz. “This has been a difficult decision, but we must apply our resources to services that our community needs most in order to continue as a sustainable healthcare provider in Southern Chester County.”

For the last several years, there has been a steady decrease in the number of families who choose Jennersville Regional Hospital as their choice for childbirth. There was less than one birth per day at the Hospital over the past three years, with rates continuing to decline. In 2015, 321 babies were born at the hospital, averaging about six births per week. Hospital officials were projecting fewer births for this year.

“Although there are a relatively small number of affected patients, we understand that these changes may create concern for those who had planned to deliver at Jennersville Regional Hospital,” Guz said. “We are making every effort to ensure this transition is as comfortable and convenient as possible.”

Jennersville Regional Hospital staff will work with patients who intended to deliver at our facility after November 19 to transition their care to another area hospital that offers obstetrical services. Patients with questions should call 610-869-1223. The nurses and other personnel who staff the OB unit will have the opportunity to move into other open positions at Jennersville Regional Hospital.

As we continually evaluate the needs of our community, the Maternity Care Unit can be transformed to accommodate the identified needs of our patients. Gynecology services and surgery will continue at Jennersville Regional Hospital.

Patients who are experiencing a medical emergency – obstetrics-related or otherwise – can be assured that the Jennersville Regional Hospital emergency room has an experienced team trained to provide emergency medical care.

Located in Penn Township on West Baltimore Pike, Jennersville Regional Hospital is an acute-care facility that is proudly accredited by the Joint Commission. Featuring all private rooms, the Hospital serves southern Chester County, northwestern Delaware and northern Maryland with compassionate, patient-centered care. Jennersville Regional Hospital is poised to meet the healthcare needs of its community having recently completed a multi-million dollar renovation and expansion project. With more than 100 medical staff members, Jennersville Regional Hospital offers inpatient and outpatient services including 24-hour emergency care, orthopedics, cancer care and surgical services. The 63-bed facility is a member of the Jefferson Kimmel Cancer Center Network and the Jefferson Neuroscience Network. For more information, visit jennersville.com or call 610-869-1000.

The Tri-M Group, LLC Named Accredited Quality Contractor by ABC

The Tri-M Group, LLC of Kennett Square, PA today announced that its status as an Accredited Quality Contractor (AQC) has been renewed by the Associated Builders and Contractors (ABC).

“Associated Builders and Contractors is pleased to recognize The Tri-M Group’s continued commitment not only to high quality construction, but also to its employees, clients and

communities as an Accredited Quality Contractor,” said 2016 ABC National Chair David Chapin, president of Willmar Electric Service, Lincoln, NE. “Tri-M’s dedication to responsibly and ethically running its business permeates through every facet of its operation and makes it a terrific ambassador for the merit shop construction community.”

Launched in 1993, ABC’s AQC program provides recognition to world-class construction firms that have documented their commitment in five areas of corporate responsibility:

- Quality
- Safety (ABC Safety Training Evaluation Process (STEP) Gold, Platinum or Diamond Level Required)
- Employee benefits
- Training
- Community relations and diversity

Tri-M was a Charter Contractor, qualifying in 1993 and each year since.

Giving back and supporting the community is extremely important to Tri-M. “We are proud to have partnered with Oliver Mechanical, another fellow ABC contractor, on the Kennett Area Community Services (KACS) new Resource Center,” said Jim Horn, Tri-M’s President and CEO. “Thanks to Oliver, who graciously donated the electrical materials for this community outreach center, we worked together to support the KACS, which aids in the fight against homelessness and hunger in Kennett Square and the surrounding communities.”

AQC status is reviewed for renewal annually and is recognized by Construction Users Roundtable (CURT®), an organization founded by leading construction project owners. In achieving AQC status, each member company takes the following pledge:

As an Accredited Quality Contractor, our company is committed to providing our clients with the highest quality construction services and we care deeply about our employees and the communities in which we build. We are proud to be part of the construction industry and are dedicated to the principle of free enterprise. We commit ourselves to serve our communities and to provide our employees with the skills they need to work safely and productively in order to meet the needs of our clients.

Founded in 1950, Associated Builders and Contractors (ABC) is a national construction industry trade association representing nearly 21,000 members. Founded on the merit

shop philosophy, ABC and its 70 chapters help members develop people, win work and deliver that work safely, ethically and profitably for the betterment of the communities in which ABC and its members work. Visit us at abc.org.

The Tri-M Group provides electrical, building automation, energy analytics, security, networking, telecommunications and connectivity solutions. For over 50 years Tri-M has been offering comprehensive solutions and services to help our clients grow their operations, solve their most difficult facility and energy related problems, and meet their toughest deadlines. Headquartered in Kennett Square, PA, Tri-M has offices in Lock Haven and Allentown, PA, Middletown, DE, and Baltimore, MD. Visit us at tri-mgroup.com.

AssuranceMD and Kids and Teens Pediatrics Enter into Revenue Cycle Management Agreement

AssuranceMD announced the signing of its newest client, Kids and Teens Pediatrics of Dover, Delaware. Dr. Osama Hussein has retained AssuranceMD to provide revenue cycle management services.

Dr. Hussein has been practicing pediatric medicine since 2005 and established the Dover location in 2015 where they provide a wide range of comprehensive medical services for children of all ages from newborns through adolescents. He is a Board Certified Pediatrician and a Fellow in the American Academy of Pediatrics.

Greg Cutrona, AssuranceMD President and CEO stated “We are excited to welcome Dr. Hussein and the entire team of professionals at Kids and Teens Pediatrics. Our expertise in billing and collections will assist with their goals of improving the billing process, increasing their collections and allowing more time to spend with patients in the community he is committed to support.”

AssuranceMD is a full-service professional organization dedicated to elevating practices and patient care specializing in hosted practice management applications, revenue cycle management and medical insurance reimbursement billing and collections. Hosted services through the cloud are built to meet all requirements of medical practices. To learn more, visit www.assurancemd.com. ■

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2017 CALENDAR OF PROGRAMS & EVENTS



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Please visit www.scccc.com for a complete list of events and programs.

JANUARY

Women in Business Breakfast

January 4

8:30 - 10:00 a.m.

Member Venue: Kennett Square Inn

La Comunidad Hispana Dental Center

January 18

4:00 - 6:30 p.m.

Grand Opening & Ribbon Cutting Celebration

Network at Noon! Luncheon Event

January 26

11:30 a.m. - 1:30 p.m.

The Gables at Chadds Ford

FEBRUARY

Women in Business Breakfast

February 1

8:30 - 10:00 a.m.

2017 Annual Meeting Breakfast of the Chamber

February 15

7:30 - 9:30 a.m.

Member Venue: Hartefeld National Golf Club

Network at Noon! Luncheon

February 23

11:30 a.m. - 1:30 p.m.

The Gables at Chadds Ford

MARCH

Women in Business Breakfast

March 1

8:30 - 10:00 a.m.

50th Annual Dinner & Presentation of the 2016 Outstanding Citizen of the Year Award

March 24

6:30 - 10:30 p.m.

Member Host: Longwood Gardens

Presenting Sponsor: Riley Riper Hollin & Colagreco Attorneys at Law

Network at Noon! Luncheon

March 30

11:30 a.m. - 1:30 p.m.

Member Venue to be determined



SOUTHERN EXPOSURE

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Cheryl Kuhn, IOM

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Judith Lee, Communication Works Now

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