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2012
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THE CHESTER COUNTY CHAMBER OF BUSINESS & INDUSTRY’S

SPIRIT OF FREE ENTERPRISE SMALL BUSINESS DINNER

Evening’s Program

WELCOME
Michael DeHaven, Rainer & Company, Certified Public Accountants
Chairman of the Chester County Chamber Board of Directors

GREEN BUSINESS AWARD PRESENTATION
Longwood Gardens

J. Larry Boling Innovation and Excellence in Government Award Presentation
Mark Rupsis
Chief Operating Officer of Chester County

SMALL BUSINESS OF THE YEAR AWARD PRESENTATION
Brandywine Valley Heating & Air Conditioning

KEYNOTE SPEAKER
Joanne Lang
AboutOne
Brandywine Valley Heating & Air Conditioning has been providing cost-saving solutions and service for residential and commercial customers over the past 19 years. In 1993, Bill Ronayne started Brandywine Valley Heating & Air Conditioning in the basement of his home in East Bradford, PA. After five years at a 5,000 square foot office in Exton, Bill decided to move into a 12,000 square foot facility on Old Fern Hill Road in West Chester. Now, Brandywine serves Chester County’s heating and cooling needs in both the residential and commercial markets with consistently high standards of integrity, workmanship and customer service.

At first the rapid growth presented Bill with a few challenges, especially in finding skilled employees. Knowing that his business success hinged on building a highly-skilled professional team, Bill committed the company to training employees and shortly overcame the shortage of well-trained and skilled craftsmen. Brandywine believes that the employees themselves are the key to their success. Committing a great deal of time, energy, and money in training employees has enabled the company to attain several industry honors such as, Trane Comfort Specialist, WaterFurnace GeoPro, and Mitsubishi Diamond Dealer.

Brandywine’s commitment didn’t stop with investing in employee training. Community involvement was another important principle within the company and every employee is given the chance to give back to their community. Through volunteering and community outreach, the employees at Brandywine Valley stay “in touch” with their community while building not only their company brand, but a strong customer relationship.

In 2007, Bill completed the Chester County Leadership Connection course, a comprehensive training program co-produced by the Chester County Chamber of Business & Industry and the United Way of Chester County. The course prepares leaders for effective nonprofit board service and support. Bill thought so highly of the course that he sponsored three of his employees, Dave Johnson, class of 2012, Megan McGinn, class of 2011, and John Litchert, class of 2012 to complete the course. The employees at Brandywine Valley Heating & Air Conditioning continue to be involved with an array of personal volunteer opportunities and community service, including; West Chester Area Senior Center, Chester County Historical Society, West Chester Fire Department, and West Chester Communities that Care Committee.
many congratulations to the
Small Business of the Year
Brandywine Heating & Air Conditioning

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J. Larry Boling
Innovation and Excellence in Government Award

Mark Rupsis
Chief Operating Officer of Chester County

The J. Larry Boling award was created in order to commemorate and honor Larry Boling (1944-1992). According to Senator Earl Baker, “Larry took us from the 19th century into the 20th century and prepared us for the 21st.” Larry introduced new concepts in personnel, administration, accounting and computerization to the county. Senator Baker also said, “When cancer took Larry from us at 48, he left a void in many of our lives, but he also left a legacy of integrity, accomplishment and friendship that deserves to be always remembered.” Therefore, to honor Larry, each year the award is administered to a person who is active in the local government, and known as a hard-worker and leader in today’s times.

Mr. Rupsis has been with the County of Chester serving in various administrative capacities for over 30 years. As Chief Administrative Officer, Mark oversees operations of county departments and serves as liaison to the Court of Common Pleas, County Elected Officials, and all County Authorities, Boards and Commissions. A graduate of St. Bonaventure University, Mark has a Masters in Public Administration from Penn State University and serves on the Boards of the Southeastern Pennsylvania March of Dimes, the Chester County Economic Development Council and the Lionville YMCA. He is also an adjunct instructor in Public Budgeting and Finance at Widener University.

Previous Award Recipients
2009 - Robert Watts, Exec. Dir., Chester County Solid Waste Authority
2006 - Levi Wingard, Ed.D.
2005 - Thomas H. McIntyre, Dir., Dept. of Community Dev.
2004 - Dr. Alan Elko, Supt., West Chester Area School Dist.
2002 - Ernie McNeely, Borough Mgr., West Chester
2001 - Paul Janssen, City Mgr., City of Coatesville
2000 - Barbara Wilson, Dir., Housing & Comm. Dev.
1999 - Patrick McGuighan, Borough Mgr., Malvern
1998 - Bill Fulton, Dir., Chester County Planning Commission
1997 - Dr. Rita Jones, Supt., Great Valley School Dist.
1996 - Dr. John Baillie, Exec. Dir., Chester County Intermediate Unit
1995 - Steve Ross, Twp. Mgr., West Whiteland

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The Chester County Chamber of Business & Industry’s
Small Business Dinner and Congratulate
Brandywine Heating & Air Conditioning as the
2012 Small Business of the Year!

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Congratulations to the 2012 Small Business of the Year Award Winners

Small Business of the Year
Brandywine Valley Heating & Air Conditioning

The J. Larry Boling Innovation And Excellence in Government Award
Mark Rupsis

The Green Business Award
Longwood Gardens
Chester County Green Business Award

Longwood Gardens
Longwood, PA

The Green Business Award recognizes a business that uses natural resources in an efficient and sustainable manner. This business may emphasize resource conservation, waste reduction, recycling and/or buying recycled products as standard business practice. Past winners have consistently shown that their practices represent substantial cost savings as well as environmental benefits. This year’s award will be proudly presented to Longwood Gardens. Longwood Gardens is a world premiere horticultural display garden located on 1077 acres in East Marlborough, Pennsbury, and Kennett Townships. In addition to the spectacular gardens, it hosts over 400 performances and educational events. Renowned for its outstanding Guest Experience, it is host to almost 1,000,000 visitors every year - many of whom use its on-site shopping and dining facilities.

Even in this challenging environment, Longwood Gardens is committed to practicing conservation and sustainable business practices. It successfully surpassed existing recycling requirements in order to meet its own high economic, social, and environmental performance standards. While all its waste reduction/recycling initiatives are too numerous to list, a quick snapshot reveals their dedication – in 2010 alone, 37 tons of paper were transported and recycled at no cost, 16 tons of corrugated cardboard was sold at $140 a ton, 11,375 pounds of plastic pots and trays produced $1,400 in savings, and its on-site composting facility collected almost 10,000 cu. yds. of horticultural and food debris and transformed it into about $85,000 worth of finished material, while saving itself and the community it serves almost $190,000 in fees – not to mention keeping it out of the landfill.

Previous Award Recipients
2010 - West Chester university
2009 - ING
2008 - All4 Inc.
2007 - Siemens and Studioec, Inc.
2006 - New Bolton Center, University of Pennsylvania
2005 - Centocor
2004 - Wegman’s
2003 - QVC
2002 - Herr Foods Inc.

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Youth Leadership:
Geoffrey Sheehan, Meridian Bank
WSFS Bank is especially proud to support the Chester County Chamber of Business & Industry's *Salute to the Spirit of Free Enterprise* Small Business Dinner.
Our Keynote Speaker

Joanne Lang
Founder & CEO, AboutOne.com (www.aboutone.com)

In less than a year Joanne Lang has emerged as an entrepreneur, online business developer, pioneer, and hero to hundreds of thousands of moms throughout the country, and now internationally. What did she do to achieve such recognition? Simple, she launched an online family management system called AboutOne.

AboutOne is the fast, easy way to manage your busy life – no matter where you are – guiding you along the path to organization and then rewarding you for being organized. Its online organizer provides one place to quickly store and manage precious memories and household information. But AboutOne is much more than a digital filing system you can carry in your pocket according to Lang.

She decided to develop AboutOne after one of her sons had a medical emergency. She was away from home, with only her keys and phone, and unable to provide a list of his medications to the paramedics. As part of a special group trained in cloud technology at SAP, she'd seen how cloud computing helps businesses gain new levels of efficiency and wanted to use her business and personal experiences to develop technology that simplifies a mom’s life. AboutOne was created to be the ONE primary location to store and manage household information, including; medical records, contacts, family memories, vehicle records, and health records.

Lang was recently featured with five other entrepreneurs in “Ctrl+Alt+Compete,” a documentary that debuted at the inaugural NAPA Valley Film Festival, held Nov. 11 to 13. The film tells a story of the passion, fortitude and insanity of entrepreneurs as they bring their startup companies to life.

Joanne is a resident of Malvern, PA where enjoys spending time with her four boys. She also finds time and joy in giving back to her community. She is passionate about Operation Showers of Appreciation (OSOA), a 501(c)3, non-profit tax-exempt organization, whose mission is to honor our military families in a unique way by showering them with gifts for their newborn babies, providing support during difficult times, and letting them know the many sacrifices of both the families and service members are appreciated.
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