



Business Leaders Network

Business Leaders Network Professional Municipal Services and Products Guide



Pennsylvania Municipal
League



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This product and services guide represents a wide-array of corporate offerings established to promote the exchange of ideas between corporate leaders and the leaders of the Commonwealth's communities in order to strengthen local government, encourage economic competitiveness and promote corporate civic engagement.

This guide was created to assist municipal officials in locating businesses that provide services and products vital to their communities as well as providing the ability to receive competitive bids guaranteeing the best pricing available.

The League will update this reference guide annually. If you are interested in becoming a member of the Business Leaders Network, contact Jennifer Friel, Strategic Partnership & Program Manager, at 717-303-9151 (mobile) or via email at jfriel@pml.org.

The following categories are represented within this guide:

- **CPA Firm**
- **Energy**
- **E-Procurement/Online Bid Management**
- **Financial Services**
- **Insurance**
- **Law Firm**
- **Mapping Software**
- **Security Consulting Firm**
- **Telecom/Media**
- **Unemployment Compensation Trust**
- **Weather**



**Business Leaders
Network**

Municipal Services and Products Guide

CPA Firm



Brown Plus

Contact: Brian Marchuck
210 Grandview Ave.
Camp Hill, PA 17011
(717) 761-7171
brownplus.com

Since our founding in 1990, Brown Plus has grown to become a leading accounting and advisory firm providing attest, tax and advisory services. We proudly serve businesses, nonprofits and high-net-wealth individuals across the country, with a concentration in the Mid-Atlantic region. Our Firm specializes in providing industry-focused experience to clients within numerous different sectors, including construction, manufacturing and distribution, insurance and tax-exempt entities.

The professionals at Brown Plus are skilled and dependable advisors, bringing clients the clarity needed to see what's possible as they work to achieve their goals. We want to turn our knowledge into your value, granting you the insights you need to succeed.

Brown Plus has approximately 140 team members and offices in Camp Hill, Hanover and Lancaster, Pennsylvania, as well as Frederick and Westminster, Maryland. Learn more about our services and contact us today at www.brownplus.com.



eCollect+

Contact: Daryl Boich
804 Fayette Street
Conshohocken, PA 19428
(866) 225-0033
ecollectplus.com

We have over 20 years experience with municipal audit and business privilege tax collection. Our general counsel has over 30 years experience in taxation, and served as a Chief Deputy Attorney General in charge of taxation with the Pennsylvania Attorney General's office.

We collect both current and delinquent municipal taxes and fees including:

- Business Privilege/Mercantile Taxes
- Real Estate Taxes
- Sewer, Refuse and Parking Fees
- EIT and Local Services Tax
- Proprietary software provided to taxing district
- Electronic reporting and remittance

We provide audit services for current and delinquent:

- Business Privilege/Mercantile Tax
- Payroll Tax
- EIT Tax

MaherDuessel

Maher Duessel

Contact: Jennifer CruverKibi, CPA
4250 Crums Mill Road, Ste 302
Harrisburg PA, 17112
(717) 622-2338
md-cpas.com

A specialized CPA firm with a focus on Single Audits, Maher Duessel provides comprehensive audit/assurance, tax, and consulting services to the public sector. We are experts in the needs and challenges of governments and nonprofits as they grow and adapt in service to their communities. Utilizing the latest audit technologies, we offer an efficient engagement process that digs deeper than just an organization's bottom line. We are proud to be recognized among the elite group of CPA firms of our size in the country. Out of the more than 40,000 CPA firms across the United States, the American Institute of Certified Public Accountants (AICPA) includes Maher Duessel as a Group of 400 (G400) member – one of the largest 500 CPA firms in the country. The AICPA separates the country's 100 largest CPA firms into a separate group called the G100. The G400 represents the next 400 largest firms in the United States.

Energy



Constellation

Contact: Matthew Shortall
1310 Point Street, 9th Floor
Baltimore, MD 21231
(443) 602-5755
constellation.com

The League chose Constellation as it's endorsed energy supplier to provide value to members like you. The League members can manage energy costs in new and powerful ways to achieve budget certainty, cost savings, and financial protection with Constellation's full range of integrated energy solutions. Constellation also provides The League with educational materials and a dedicated focus serving municipalities and local government entities.



Constellation Navigator

Contact: Zachery McDermott
(727) 766-5358

Gain access to a comprehensive suite of resources designed to help you navigate the complexities of sustainability. Our solutions are tailored to meet your unique needs. With tools to track and analyze your energy consumption, identify opportunities for improvement, and implement strategies for cost savings.

E-Procurement/Online Bid Management



PennBid

Contact: Freddy Lutz
PO Box 221
Robesonia, PA 19551
(610) 693-4769
pennbid.net

PennBid streamlines the sealed bid management process with a state-of-the-art,

web-based platform, saving considerable time and resources for public agencies. Provided at no cost to public agencies and their design firms, PennBid leverages deep vendor pools to promote aggressive pricing – all while dramatically reducing costs for producing documents, advertising, and other time-consuming tasks. By promoting a “best-practices” approach to procurement, PennBid allows agencies to focus their energy on better data collection and decision-making.

Financial Services



Apothic Revenue Resources

Contact: John Eldridge
724 Montgomery Ave.
Narbeth, PA 19072
(610) 617-0452, x112
apothicrevenue.com

Apothic Revenue Resources, LLC is a trusted professional services firm that partners with state and local governments to offer specialized tax and audit discovery services. Our services aim to increase compliance and enhance revenue generation for our clients. Our expert team of CPAs, attorneys, and data engineers leverage advanced technologies and forensic auditing methodologies to identify non-compliant businesses. Our audit solutions uncover hidden revenue streams and expand our client’s tax base, all without raising their tax rates or reducing services.



BEARING ADVISORS
PREVENT+PROTECT PROGRAM

Bearing Advisors

Contact: Emily White
118 Allison Ave.
Bridgeport, WV 26330
(833) 270-2500
bearingadvisors.net

Bearing Advisors is a team with over 240 years of collective experience working with local governments, specializing in connecting local leaders with innovative solutions. One such solution is the Prevent+Protect Program, a supplemental wellness initiative aimed at improving the mental, physical, and financial health of municipal employees.



Cornerstone
WEALTH & INSURANCE

Cornerstone Wealth Advisory & Insurance Services, LLC

Contact: Patrick Geary
3910 Caughey Rd., Suite 220
Erie, PA 16506
(814) 315-2000
cwais.net

Cornerstone Wealth Advisory & Insurance Services, LLC. has collectively been working with institutional clients and individuals for over 50 years. Our professional staff uses it’s extensive personal and professional experience in financial services to help you pursue your goals. We can help you by setting up and maintaining your employee’s retirement plan, as well as understanding your fiduciary obligations.



PFM Asset Management

Contact: John Molloy
213 Market Street
Harrisburg, PA 17101
(717) 232-2723
pfmam.com

Our team can help your city or municipality with all aspects of its finances through our financial and debt advisory services; investment management for operating, pension and OPEB funds; and management and budget consulting services. We work with organizations of all sizes across the nation and have more than \$210.2 billion in assets under management as of March 31, 2023. Our focus is solely on institutional clients, including cities, counties, school districts, pension funds, utilities, insurance pools, higher education, and healthcare institutions. We take a client-first approach to understand the specific challenges you face today so that we can build solutions to last into the future.



Wells Fargo

Contact: Gloria Daudier
(332) 999-8997
wellsfargo.com

Wells Fargo & Company (NYSE: WFC) is a leading financial services company that has approximately \$1.9 trillion in assets. They provide a diversified set of banking, investment and mortgage products and services, as well as consumer and

commercial finance, through our four reportable operating segments: Consumer Banking and Lending, Commercial Banking, Corporate and Investment Banking, and Wealth & Investment Management. The company focuses its social impact on building a sustainable, inclusive future for all by supporting housing affordability, small business growth, financial health, and a low-carbon economy.

Insurance



ACRISURE®

Acrisure

Contact: Amy Crouse
444 Liberty Ave.
Pittsburgh, PA 15222
(412) 394-9355
acrisure.com

A global fintech leader, Acrisure empowers millions of ambitious businesses and individuals with the right solutions to grow boldly forward. Bringing cutting-edge technology and top-tier human support together, it connects clients with customized solutions across a range of insurance, reinsurance, payroll, benefits, cybersecurity, mortgage services – and beyond. Acrisure's actuarial team offers expert actuarial consulting to local governments, helping manage police, fire, and non-uniform municipal pension plans. Services extend to townships, cities, counties, boroughs, authorities, and councils of governments (COGs), providing strategic solutions and partnerships to effectively manage and control pension costs. In the last twelve years, Acrisure has grown in revenue from \$38 million to almost \$5 billion and employs

over 19,000 colleagues in 23 countries. And this is just the beginning. To learn more visit Acrisure.com.



Delaware Valley Trusts

Contact: Lauren Detweiler

719 Dresher Road

Horsham, PA 19044

(215) 706-0101

dvtrusts.com

For almost three decades, the Trusts have been providing cost-effective comprehensive health, workers' compensation and property & liability coverage to Pennsylvania public entities. We offer stable rates that defy industry trends to help our membership save money. Members also enjoy rewards through dividends, rate credits and multi-trust discounts as well as exceptional member service and a wide-array of exclusive value added benefits such as a comprehensive wellness program, training and educational resources, customized loss control services, grant funding to support health and safety initiatives, and much more. Let us manage your risk, while you realize the rewards.



Municipal Benefits Services

Contact: Michael Boyd

301 Grant Street, Suite 270

Pittsburgh, PA 15219

(412) 246-2520

mbgbenefits.com

Municipal Benefits Services operates exclusively for the benefit of municipalities

in Pennsylvania that participate in the Trust and is managed by a Board of municipal employers and professionals. We hope you will join the more than 300 Pennsylvania municipalities in our effort to be your "One Stop Benefits Shop." MBS' mission is to provide valuable and cost-effective employee benefit programs and related services to local governments through co-operative purchasing with a strong focus on effective risk management strategies to deliver long-term cost containment and superior service for our members.

NLC Service Line Warranty Program



NLC Service Line Warranty Program

Contact: Ashley Shiwarski

4000 Town Center Boulevard

Suite 400

Canonsburg, PA 15317

(724) 749-1097

homeserveusa.com

Since its founding in 2003, HomeServe has been working in partnership with utilities and municipalities across the country to provide solutions that help address aging private and public infrastructure. When a homeowners' service line breaks immediate attention is imperative to avoid wasted water and ground pollution. The NLC Service Line Program provides homeowners with a low cost alternative to expensive repairs, and 24/7/365 service when the unexpected pipe breaks in their yard or backs up into their basement. So not only do the homeowners in your community gain peace of mind, but they help preserve our water supply for future generations.



PA Municipal Health Insurance Cooperative

Contact: Zachary Peirson
201 E. Oregon Rd.
Suite 100
Lititz, PA 17543
(717) 723-4600
benecon.com

PMHIC is open to all local governments and related agencies throughout the Commonwealth. We currently have over 280 local governments as members. Cooperative members receive cost savings and stability in pricing for their employee health insurance.



PennPRIME

Contact: Elizabeth Henry
414 North Second St.
Harrisburg, PA 17101
(717) 236-9469, ext. *250
pennprime.com

For Pennsylvania municipal entities, I'd be happy to talk with you about PennPRIME and how we manage risk together. Whether your entity seeks property insurance, liability coverage, workers' compensation coverage, public officials and police professional liability or cyber coverage, a full slate of loss control and risk management services, or legal back-up, PennPRIME offers custom-tailored risk management solutions designed specifically for you.



Porter & Curtis, LLC

Contact: Ken Porter
225 State Rd.
Media, PA 19063
(610) 891-9856
portercurtis.com

Porter and Curtis, LLC is a consultative commercial property and casualty insurance broker that creates client-customized solutions that reduce the cost of risk and uncertainty. We'll assess your existing coverages to identify room for improvement, provide an objective review, and see how your program conforms to identified exposures.

Law Firm



Campbell Durrant, P.C.

Contact: Mike Palombo, Esq.
535 Smithfield St.
Suite 700
Pittsburgh, PA 15222
cdblaw.com

Campbell Durrant, P.C. is a law firm specializing in public sector, labor and employment law in Pennsylvania. Although we work with a variety of clients, our work is concentrated in the public sector. We understand that the largest portion of a governmental employer's expenses are tied to personnel. Therefore, issues affecting employment and personnel costs can be significant. That's where we come in. Our experienced staff and attorneys can greatly affect a successful outcome in these matters.

SAUL EWING

LLP

Saul Ewing Arnstein & Lehr LLP

Contact: William W. Warren, Jr., Esq.

2 North Second St.

7th Floor

Harrisburg, PA 17101

(717) 238-7698

saul.com

Saul Ewing Arnstein & Lehr LLP provides clients with legal services, from our four Pennsylvania offices. Our firm has a long tradition of support for and representation of governmental entities at the state

and local levels. We handle legal issues encountered by League members, including public finance, public construction and procurement, employment, environment and natural resources, and real estate. Bill Warren in our Harrisburg office is the liaison with League members.

Mapping Software



Esri

Contact: Rachel Weeden

1325 Morris Dr., Ste 201

Chesterbrook, PA 19087

(909) 369-5924

esri.com

Esri, the global market leader in geographic information system (GIS) software,

location intelligence, and mapping, helps customers unlock the full potential of data to improve operational and business results. Founded in 1969 in Redlands, California, USA, Esri software is deployed in hundreds of thousands of organizations globally, including Fortune 500 companies, government agencies, nonprofit institutions, and universities. Esri has regional offices, international distributors, and partners providing local support in over 100 countries on six continents. With its pioneering commitment to geospatial technology and analytics, Esri engineers the most innovative solutions that leverage a geographic approach to solving some of the world's most complex problems by placing them in the crucial context of location.

Security Consulting Firm



Aspirant Consulting Group

Aspirant Consulting Group

PO Box 151

Westtown, PA 19395

(610) 348-8082

aspirantllc.com

Aspirant Consulting Group is a Pennsylvania-based firm founded and operated by active public safety professionals. We provide tailored consulting services to municipalities across the Commonwealth, focusing on law enforcement, fire, and EMS. Our work includes custom policy development, PLEAC and CALEA accreditation support, executive searches for public safety leadership, staffing and organizational studies, and regionalization planning. Because our team actively serves in the field, we understand the day-to-day challenges agencies face and deliver practical, actionable, and

defensible solutions. We don't just offer services; we build partnerships that help departments achieve long-term success. From operational planning to leadership transitions, municipalities rely on us as a trusted resource to navigate complex issues and strengthen public safety.

Telecom/Media



AT&T

Contact: David Kerr
351 Stanley Drive
Palmyra, PA 17078
(717) 269-5872
att.com

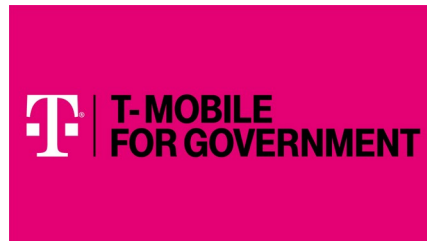
Our world is rapidly being transformed by the widespread and growing availability of 5G and fiber. And AT&T is leading the charge with our nationwide fast, reliable and secure 5G coupled with our growing, multi-gig fiber internet service. As much as we depend on broadband connectivity today, we think this is only the beginning. We're strengthening our network to enable everything from smarter homes and cities to high-quality remote healthcare, augmented and virtual reality and sophisticated new workplace collaboration tools. By 2025, we estimate that users will consume at least 5 times more data than they did in 2021. Providing those connections is in AT&T's DNA. Ever since We believe we have the resources, focus, expertise and people to be the best connectivity provider through 5G and fiber.



Comcast

Contact: Tia McClenney and Brian Jeter
15 Summit Park Drive
Pittsburgh, PA 15275
(878) 787-0987; (267) 908-1218
comcast.com

A Fortune 50 Company uniquely positioned at the intersection of media and technology, Comcast provides the most reliable data, voice, and TV services for your business and community that consistently exceeds customer expectations. Comcast brings together innovative technology and extraordinary content and experiences.



T-Mobile

Contact: David Ombres
5996 Centre Ave.
Pittsburgh, PA 15206
(412) 737-8675
t-mobile.com

Connecting your world at home and abroad. We're customer obsessed. It's what inspires us and drives us to look for new ways to keep you seamlessly connected to what you love. We are dedicated to the community, whether we're helping small towns thrive or working to close the digital divide in education, we strive to be a force for good.



Verizon

Contact: Bill Carnahan
15 Montgomery Pl.
Pittsburgh, PA 15212
(412) 633-3248
verizon.com

Drive your business forward with our suite of solutions: Harness the power of 5G, Drive transformation with Verizon 5G Edge, Build a better infrastructure, Strengthen customer relationships, Secure your organization and Navigate new working models. Empower your enterprise with solutions designed to help your business make smarter critical decisions. From your trusted technology partner, leading the way to innovation.

Unemployment Compensation Trust



U•COMP

Contact: Elizabeth Henry
414 North Second St.
Harrisburg, PA 17101
(717) 236-9469, ext. *250
pml.org

U•COMP is a Trust program offered by The League to provide group unemployment compensation coverage for public entities in Pennsylvania and to assist in lowering unemployment claims. Program membership is open to all classes of municipalities and authorities. Members have the opportunity to receive

annual dividends. U•COMP also provides unemployment education, representation at hearings, and assistance with the completion of forms for Labor and Industry.

Weather



AccuWeather

Contact: Lou Seidel
385 Science Park Rd.
State College, PA 16803
(703) 869-5694
accuweather.com

AccuWeather is the most trusted and recognized name in weather! AccuWeather's team of more than 100 expert meteorologists is immensely proud of our 63-year track record of proven Superior Accuracy™. AccuWeather forecasts and warnings have helped save over 12,000 lives and prevent injury to more than 100,000 people. We have helped businesses and governments save tens of billions of dollars in damage, losses, and disruptions through better planning and decision making. One AccuWeather client reported it saved \$65 million from a single AccuWeather forecast before a high-impact event. More than half of the Fortune 500 companies and thousands of other businesses and government agencies use AccuWeather to reduce liability and losses and minimize reputational harm while more effectively maximizing safety, efficiency, and their bottom line. Without AccuWeather, your municipality is not receiving the best, most accurate weather information that can better protect your community. AccuWeather, proudly based in State College, Pennsylvania is pleased to be a League Business Leaders

Network member, meaning that if you are a League member not yet subscribing to AccuWeather's world-class services, you can sign up for the AccuWeather Snow Warning Service and SkyGuard® Severe Weather Warning Service, which are tailored for municipality-specific needs and include consultation with expert meteorologists, at a League discounted rate. You can sign up for these valuable services here: [AccuWeather Snow Warning Service](#) and [AccuWeather SkyGuard® Severe Weather Warning Service](#).



