

TODAY

UPPER S CLAIR

FALL 2005



Single Source Benefits, Inc.



For more than 12 years, Single Source Benefits, Inc. (SSB) has provided a dynamic variety of services to all sizes of companies. As an employee benefits broker, they have access to nearly every insurance and investment company across the country, so clients get the very best programs tailored to their specific needs. With more than 5000 clients in Pennsylvania and surrounding states, their expertise, experience, and service speaks for itself. Clients are able to have their health insurance, retirement plans, and property and casualty insurance managed by one company.



How it Began

Glenn Wells, owner of SSB, grew up in Bethel Park and began his career in insurance after graduating from Washington & Jefferson College in 1988. He began working out of his home, then in Peters Township. Glenn started with Aetna Insurance Company and worked with many other insurance companies as he continued in the business. Early in his career, he realized the frustration many clients experienced when dealing with multiple insurance companies, each of whom represented a specific policy for the client. Glenn decided to build an all-encompassing agency with the ability to meet all of his clients' needs under one roof.

Glenn purchased another agency in 2000 and moved his operations into those offices located next to Outback Steak House on McMurray Road. Glenn now had five employees and space was limited. He began to look for alternative office space knowing that he wanted to stay in this convenient area. Considering both the rental market and purchasing a building, Glenn's wife, Susan, came across a building for sale on Mayview Road. The building was residential, but it was zoned for commercial use.

Purchasing 1220 Mayview Road

Glenn and Susan looked at the building, and at first glance they thought the space was great for relocating their offices. The price was right, too! So the process began, which Susan headed up. The architectural firm of James Sampey and Associates, located in USC, was hired. This firm was chosen because of its local

connections and James knew the USC system well. Regardless, it still took nearly eight months of zoning hearings, ADA compliance issues, parking lot issues, etc., until the remodel was ready to begin.



The hard part was over; the fun began. The remodel started in August 2003, and took only four months to complete since the majority of work inside was cosmetic. The old garage, a two-car space that had an outside breezeway connecting it to the main house, was enclosed and glass block was used to make a wall on one side and a doorway wall on the other. Glass block was also used to enclose the space where the garage door used to be. Since the garage ceiling was already exposed, a dramatic cathedral ceiling was constructed. This space became two offices, one for Glenn, the other for support staff.



A kitchen was located in the basement area with a dishwasher, full-size refrigerator, and garbage disposal. The full bath, which was located in the basement, remained. A half-bath on the main floor complies with ADA standards and another half-bath is located on the second floor. Three offices are also located on the second floor as well as a small conference/meeting room. Glenn's office is quite large and is able to accommodate a four-person meeting table.

Two additional offices, plus a workroom, are located on the main level. The basement is large, and can accommodate more office space. When the original plans for the structure and surrounding area were submitted, an additional 3000 square-foot, freestanding structure was approved in the original plans if additional office space is needed.

Glenn and Susan purchased two lots, which they joined together to create green space. The parking lot and sign take up some of that space, but landscaping is a major part of the site plan as well. Next door neighbor to SSB, Eli Brenlove, owner of Fairfield Landscaping, landscaped the grounds. He and his crew helped to create the plans and still maintain the property today.

The move-in date was December 26, 2003. Winter in Pittsburgh is not necessarily a great time for a move, but it's also an exhausting time if you have a four- and two-year-old at home. While Susan headed the project, Glenn worked and also spent many an evening watching the kids. The remodel went quickly and the commute back and forth to the new building was a little easier since the family lives in USC's Trotwood Hills community.

Employees of SSB

Scott Krieger is a specialist in commercial, property, and auto insurance, as well as homeowner's insurance and other personal lines. Scott, a graduate of Penn State University, has more than eight years of experience in the insurance

industry and works with companies and individuals to ensure they are fully protected in the event of a loss. A resident of Bethel Park, he came to work at SSB in 2003. Scott is married and has two children.

John Wells, Glenn's brother, started working for SSB in November 2004. John, who has worked in sales for more than 20 years, has established himself with past clients as a thorough and competent salesperson. With most of his experience and background in building products, he lends a different perspective to the business. John, a graduate of Fairmont State University in West Virginia, is a resident of Mt. Lebanon. He is married and has three children.

There are several support and customer relations staff personnel who work in the office. Karen Frankfort has been involved in the business for more than 12 years and Diane Muraco, a USC resident, has been with SSB for nearly one year. Both women are internal account managers and assist with customer services.

Glenn's wife, Susan, who, for ten years, worked in the marketing field prior to starting a family, is now keeping the books and doing marketing for SSB.

In Closing

Single Source Benefits and its owners, Glenn and Susan Wells, are entrenched in the USC community, both as owners of a business located in the township, and as residents as well. They love the South Hills area—the convenience to the city, shopping, and highway access.

When looking for a place to locate the business, this area and their needs were a perfect fit.

Integrating employee benefit packages, insurance needs and investments via one single source.



Single Source Staff, left to right: Diane Muraco, John Wells, Scott Krieger, Glenn Wells, Susan Wells, Karen Frankfort