



FirstStateChapter
DELAWARE

A Chapter of the Association of Legal Administrators

BlueHenNews



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President's Message



Thank you all for trusting in me and allowing me to be the First State Chapter president for the past two years. While it's certainly been a challenging two years, I am so proud of our chapter's Board of Directors, Committee Chairs, Business Partners and Members for embracing the "new normal" and attending events, education sessions and roundtables virtually, as well as coming back together in-person when we could do so safely. I think as a Chapter we endured and were able to build even stronger relationships through it all. I am excited to stay on the board as the Immediate Past-President, but even more excited to pass the gavel on to Page Chase as the Chapter's next President!!! I know she will lead in ways the Chapter has never seen before and bring new, creative ideas to this wonderful organization. Here's to 2022, new beginnings, and new chances to learn and grow together as a Chapter! Happy Holidays to all and a very wonderful new year.



Business Partner Spotlight



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Since 2016, Stephen Gledhill has been the Vice President of Employee Benefits at USI Insurance Services. Stephen received his Masters and Bachelors from Rutgers University and his roots have always been planted in the Mid-Atlantic region. As Vice President, it is Stephen's goal to provide employers, and employees, with customized benefit solutions to control costs, ensure regulatory compliance and ease the administrative burdens associated with their respective Employee Benefits programs.



Stephen Gledhill
Vice President

USI began in 1994 with a single office of \$6.5 million of revenue and 40 associates. Today, USI is approaching \$2 billion in revenue with more than 8,000 associates in approximately 200 offices across the country. We have served over 500,000 clients by meeting their employee benefits, property & casualty, personal risk and retirement needs nationwide.

By supplying unique, data-driven insights I have been successful in helping clients reshape their benefits strategies, ensure compliance and more efficiently navigate and understand the ever-changing healthcare landscape. As an accomplished Healthcare Executive with more than 20 years of sales, marketing and consulting experience I have earned an industry-wide reputation as a subject matter expert and creative developer of benefits solutions.

I take the most pride in forming true partnerships with my clients. USI provides me with the unique ability to supply customized, data-driven insights that allow employer groups to reshape their benefits strategies and more efficiently navigate the ever-changing healthcare landscape.

USI values our Law Firm relationships immensely. While we have over 17,000 Law Firm Clients in our Employee Benefits and Property Casualty Practice Groups currently, we understand and appreciate that no two firms are alike. While there are certainly common themes like the desire to attract and retain the most talented partners and associates, and offering a best-in-class benefits package, USI's service model provides continued enhancements and customization to ensure we meet each firm's unique and specific needs as they evolve over time.

USI continues to support the ALA because we believe in the Association's mission of providing its members with relevant educational programs, leadership events, social events, volunteer opportunities and community outreach projects.



Bragging Rights

CELEBRATIONS



Bill McCall from Freeman, Mathis & Gary LLP wanted to take a minute to brag about his sister Christine O'Hearn. Christine was confirmed by the US Senate and sworn in this past October as a US District Judge for the New Jersey Federal Courts.

Congratulations Judge O'Hearn!



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First State Chapter Events

BLOOD DRIVE

On October 27, First State ALA hosted it's annual blood drive. The Blood Bank of Delmarva was on-site at 1201 N. Market Street. We had approximately 30 donors. Thank you to all who donated. We hope to have an equally successful event next year. #delmarvablood



FIRST STATE CHAPTER ALA SOCIAL

Members of the First State Chapter gathered outdoors together on October 21 at Torbert Street Social for delicious food and drinks around the fire pit.



First State Chapter Events



HOLIDAY PARTY

Members and Business Partners gathered together for the annual Holiday Party. They enjoyed the beautiful Christmas lights and scenery at Longwood Gardens, followed by dinner at The Gables at Chadds Ford.

Members that attended were entered into a drawing for prizes donated by the Business Partners. This included a Chromebook and liquor gift sets. Thank you to all the Business Partners that donated these wonderful gifts.





Happy Holidays from the First State Chapter!

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Business Partners



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