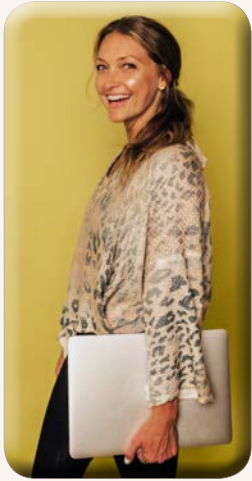


Local Spotlight with Danielle: Making the Right Connections: The Story Behind Remco Around Town

By Danielle Gannon
The Cardinal Contributing Writer



There are people you meet in business who understand how things work—and then there are people who understand how people work. Jay Falconio falls somewhere in that second category.

Many of you likely recognize Jay from Remco Around Town—the quick, on-the-go interviews we’ve been filming across Bucks County and the surrounding communities. What began a few years ago as a simple way to highlight local businesses has naturally grown into something more meaningful: a platform rooted in visibility, relationships, and trust.

Jay is the Chief Visionary Officer and managing partner of REMCO Insurance Services, based in Southampton. While REMCO has handled a wide range of coverage over the years, the company has found its niche in supporting small business owners.

When we first started working together, the intention was straightforward: introduce REMCO to the kinds of businesses it’s best suited to serve. Remco Around Town became a natural extension of that. Through relationships I’ve built

over time, we are able to step inside these businesses, share their stories, and create something that feels both organic and intentional.

Each feature is short, just about a minute—but it opens the door to something bigger. Business owners gain exposure, Jay gains insight, and over time, a level of familiarity develops that makes future conversations feel a lot more natural.

Today, REMCO operates across 38 states with a team of licensed agents, focusing exclusively on business insurance—from commercial properties and auto fleets to workers’ compensation, liability coverage, and more. Insurance is the kind of work that often stays behind the scenes, but plays a critical role in keeping businesses moving forward.

What stands out about Jay is his understanding that business is, at its core, personal. And relationships are the foundation.

And for me, that’s always been the point. Creating connections, opening doors, creating visibility that turns into something meaningful—and lasting.

If you’re a business owner curious about your current coverage, it might be worth having a conversation. You can connect with REMCO on Instagram at @remcoinsuranceservices or reach their team directly at 215-357-7878.

And if you’ve seen Remco Around Town and thought about being featured, you already know where to find me.

Jay Falconio of REMCO Insurance Services with The Cardinal writer, Danielle Gannon



Because at the end of the day, these stories—and the businesses behind them—are what shape our sweet community.

Danielle Gannon is a local Bucks County entrepreneur. She is Founder & Creative Director of Local Spotlight with Danielle. Find her on IG @localspotlightwithdanielle www.localspotlightwithdanielle.com



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