



the Voice

THE VOICE OF CHESTER COUNTY

July 2012

The "Voice" Becomes a Monthly Publication

In an attempt to better inform our members of the many opportunities associated with membership, share best practices and tips on business, recognize our members and provide a more consistent means of communications, the Chamber is launching this new monthly newsletter. Still titled, **The Voice**, instead of bringing this to you only 4 times a year, we will now reach you once a month in an easy-to-read electronic format that can easily be printed if desired.

This change, along with the recent changes to our **Weekly Voice E-Briefs**, comes as a result of discussions with our Strategic Planning Committee. The new monthly newsletter will be more timely and full of information about our members as well as the activities of the Chamber. "The timing is perfect for this change as we welcome our new Communications Director, Lisa Marie Schuhl to our team" stated Chamber President and CEO, Nancy Keefer.

Communications has been a major initiative for us this past year with the goal of providing our members with valuable information at their finger tips. This will be a work in progress and we will welcome our members input for content as we build our monthly newsletter. "I recently read a quote that says the key to success is often the ability to adapt." As the pace of communication changes and as we receive feedback from our members on what is helpful to them, we are committed to adapt to these needs." added Keefer



Member Tip!

As a value-added benefit of membership we encourage you to keep us informed with your latest news.

Just follow these easy steps!

1. Visit The Chamber's **website**. At the top of page in the gray area click **Member Login**; Login with your member ID and Password.
2. Once you have logged in you will notice on the left hand side there will be a grey side bar that reads **Members Only Area** with six different options listed below. Select the fourth tab from the top- **Member Dashboard**. Then click on the **Submit News** tab.
3. Enter your title and text.
4. Click Submit--a green box will pop up that reads

Thank you for your new submission. We will review the article and get in touch with any issues.

This is a special section exclusively featuring the latest news from Chamber members. Content ranges from new hires to acquisitions and industry awards to grand openings.

Questions? email lmschuhl@cccbi.org



From the President

From my desk to yours...



Back by popular demand...ok, maybe it wasn't that popular but I have received some feedback that people liked the casual conversation piece I used to do called B2Briefs. With the start of our new monthly newsletter, I will condense this to a monthly column but try to provide some of the same type of information that was included in the other publication. As you might surmise by the title of this monthly feature, I will share in a very casual way, things that cross my desk that might be of interest to all, or segments, of our membership. So, a few items that may be of interest...

The Legislative Reapportionment Commission has approved final maps for Pennsylvania's House and Senate districts. The new maps, if approved by the Pennsylvania Supreme Court, will take effect in 2014. Every 10 years, the Legislature is constitutionally required to craft a plan defining new legislative district boundaries to reflect population changes recorded in census data. Check out the latest updates on **redistricting**.

Homeland Security and U.S. Immigration and Customs Enforcement is offering a free one-day training forum in Philadelphia on July 26, featuring information on employer compliance, e-verify and detecting fraudulent documents. For information on this **click here**.

In April, Chester County recorded the lowest unemployment rate in the Philadelphia-Camden-Wilmington, Pa.-N.J.-Del.-Md. Metropolitan Statistical Area (MSA) at 5.4 percent. This is well below the National Unemployment rate at that time of 7.7 and the State's Unemployment Rate of 7.0. These are not "seasonally adjusted" rates.

For those of you who missed the news alerts and the continuing coverage of the decision on health-care reform, our friends at Lyons Companies have produced a report in advance of the decision. The **analysis** reviews the status of preparations by the states, and information on employer and employee attitudes. It focuses on four key compliance activities that all employers need to be focused on this summer: Simply click on analysis and "like" the Lyons Companies for this report.

Until next month...



New Face at The Chamber



We are pleased to introduce Lisa Schuhl, who recently joined our team as Director of Communications & Marketing. Lisa recently graduated from West Chester University in May 2012 where she pursued a Bachelor of Arts degree in Communication Studies. Lisa is combining her education and first-hand experience to make connections and help the Chamber expand our image. Lisa brings not only her education but also a wealth of experience from internships and other positions. As the Director of Communications, Lisa will be the bridge that connects the Chamber to the community by managing all internal and external communications between the Chamber, our membership and the community. Lisa will also be responsible for advertising sales and support the Communications Committee.

Email Lmschuhl@cccabi.org



Major Advancement in the *Unemployment Compensation Reform*

In June, Governor Tom Corbett signed Senate Bill 1310, containing much needed reform to Pennsylvania's Unemployment Compensation Law (UC). The new law includes repaying nearly \$4 billion UC Trust Fund debt to the federal government. Pennsylvania was one of 36 states that borrowed from the federal government to keep UC benefits flowing during the recession.

In addition to the debt repayment, important aspects of the state's UC law were updated, including the following: Reforming employer taxes by increasing the taxable wage base from \$8,000 to \$10,000 and lowering the State Adjustment Factor; Modernizing benefit eligibility by increasing the base-year wage requirement from an average of 37 percent outside the high quarter to at least 49.5 percent; This change will not affect any current claimants, and will affect less than 10 percent of all claimants when the law goes into effect in January 2013; Using 5 percent of employee taxes collected to establish a Re-employment Fund for training initiatives to help jobless Pennsylvanians return to work.

"The Chamber has consistently sent the message that reform was needed for unemployment compensation focusing on variation of benefits for those who are unemployed by no choice of their own, versus those who leave or are asked to leave employment as well as the need to prove that employment is being actively sought while collecting unemployment. In addition, addressing the debt was critical to the future of UC and a major step towards the fund's solvency," stated Chamber President & CEO, Nancy Keefer.

Simply put, these reforms will bring substantial cost savings to employers while preserving the US safety net for workers.



UPCOMING EVENTS

July

- 11 W **CCCBI Annual Summer BBQ**
CCCBI Headquarters
5:30 – 7:30 pm
- 16 M **CCCBI Summer Golf League**
Wyncote Golf Club
5:30 - 8 pm
- 17 T **Eye on Congress Breakfast**
Downingtown Country Club
7:45 – 9:30 am
- 19 Th **New Member Orientation Lunch**
CCCBI Headquarters,
12 – 1 pm
- 23 M **CCCBI Summer Golf League**
Penn Oaks Golf Club
5:30 - 8 pm

August

- 1 W **Business-After-Hours, The Days Hotel and Carriage Restaurant & Conference Center, West Chester**
5:30 – 7:30 pm
- 7 T **CCCBI Summer Golf League**
Concord Country Club
5:30 - 8 pm
- 15 W **The Emerging Leaders Group Presents: Seven Habits of Highly Successful Emerging Leaders, CCCBI Headquarters**
8 – 10 am
- 21T **Penn Liberty Bank-Chester County Golf Classic, Applebrooke Golf Club**
11 am - 8 pm
- 22 W **Wine & Wisdom Networking: Stress Management & End of Summer Pampering, La Difference Salon and Day Spa,**
5:30 – 8pm
- 28 T **CCCBI Summer Golf League- End of League Reception**
Applecross Country Club
5:30 - 8 pm



TO REGISTER ONLINE GO TO WWW.CCCBI.ORG

Questions? Please contact the Chamber at info@cccbi.org or call 610-725-9100.

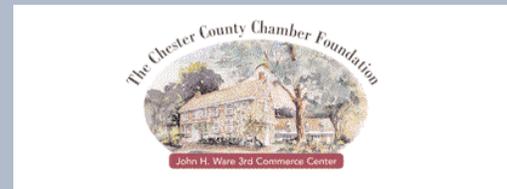
Celebrating Future Business Leaders in Chester County

There is nothing as rewarding as the feeling that you have done something that will make an impact on the future.

Our Youth Leadership Program (YLP) does just that. Each year we invite all Chester County high school juniors and seniors to participate in YLP. This yearlong career exploration and leadership skills development program is a pipeline for our future workforce.

We all agree that the workforce of today is completely different from the workforce of just 10 years ago. How do we ensure that people possess the needed skills for the jobs of the future?

The Foundation of the chamber decided to address this issue. Through the Youth Leadership Program, students learn about major companies and industries in our region. Representatives from organizations share their background and career journey's with the students. In some cases, natural mentorships occur. In all cases, students come away with a new awareness of what Chester County has to offer.



Youth Leadership opens up opportunities for students. They can explore their interest and try to plot a path for their own success. Speakers explain to students the education or training needed to perform certain jobs and share what jobs will look like in the future and what type of preparation is needed. Students are encouraged to continue their education at a certificate program, a two-year institution, a technical school or a four-year institution.

The program runs according to the school calendar. On May 29, 2012 we celebrated the end of the year with a wonderful dinner at the **Penn Oaks Country Club**. Students and their parents came together to celebrate a successful year.

Each student comes away with a great deal of information and the resources to make educated career decisions. We also work on leadership skills, and the “soft skills” that are usually not taught in school. We hope that they are equipped to make a positive impact on the workforce.

To **learn more** about the Youth Leadership Program or to recommend a student please contact Marianne Martelli via email at mmartelli@cccbi.org or call 610-725-9100.

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Chamber's Endorsement Process Explained

As many of you know, advocacy is a cornerstone of our work here at the Chamber. Making sure that there are business-friendly candidates in office at the local, state and federal level is a very important part of helping businesses remain competitive and successful.

Every candidate that is running in the General Election has received the opportunity to respond to a questionnaire produced by the Chamber. Of the 28 candidates running, including state and federal offices that represent our area, 21 responded to the questionnaire. New this year, all of the questionnaire responses will be posted on line for viewing until the November election. Visit the Chamber's website at www.cccbi.org and click on the "candidate profiles" feature on the homepage.

After the questionnaires are received, those who responded are eligible for an interview as part of our endorsement process. The Government Affairs Committee (GAC) is the lead committee responsible, along with the PAC Board, in conducting the interviews and making a recommendation to the Board for formal endorsements.

In June the Chamber conducted 16 interviews with those seeking State offices and one seeking a federal office. Timmy Nelson (*UPS*), Vice Chair of the Chamber's Public Policy Division, noted that "great effort has been made to formalize the process and to provide a fair and transparent process to assist in selecting the best candidates for the business community". He continued that "while the chamber will formally endorse candidates in June, all of the candidate profiles will be available for viewing up until the November election."

Information contained from these interviews along with the responses to the questionnaires will be used to determine the final endorsements. The GAC will make their recommendations for endorsements at the July Board meeting. "We can not express enough appreciation to the members of the GAC who contributed over 60 hours to this process, showing their commitment to the organization and the importance placed on the endorsement program.

In addition Chamber member, James McGeehan, (McGeehan Communications) volunteered his services to assist with the candidate profiles and setting up the interviews" added Nancy Keefer, Chamber President and CEO.



Visit the Chamber's Website for [Candidate Profiles](#)

Directing New Members to the Chamber

Quiet on the Set! And Action!

Each day members share online information about Chamber events, updates, photos, and reasons to join. Why? Because it helps build their business network.

Although this behavior is not totally new it does help when members refer other prospective businesses to the Chamber. This practice of directing members to help drive membership is catching on throughout the business community for three reasons: 1. Business professionals want to do business with people they trust; 2. Developing relationships builds business longevity, and 3. They want to support business organizations like CCCBI to help build their brand, services and company awareness. It also helps build healthy communities.

When you refer a company to the Chamber, you are passing on a personal testimonial to why you have joined an organization that supports business development and growth. Whether you are a small business with just two employees or one with 2000 employees, your membership matters! In addition to directing future members to join the Chamber, businesses can improve their advocacy base and maximize their marketing objectives.

The Chester County Chamber of Business & Industry offers a great way for members to play a leading role in attracting new members. Utilizing the **Membership Referral Program** (MRP) existing members can not only earn incentives but they can also increase their reach and resources through business and industry leaders.

Here are three tips you should keep in mind when referring prospective members to the Chamber.

- 1. Share your experience** whenever you get a chance. Your friends and colleagues may already know you are a member of the chamber—but what they may not know is, why? Your “word of mouth” is remarkably effective and can direct new prospective members to the Chamber.
- 2. Make attending events easy.** Make it easy for friends and colleagues to attend chamber events. Tell them in advance about upcoming events. Use earned Chamber dollars and member discounts to invite prospective members to the next Luncheon, Business after Hours or Seminar. Direct them to the Chamber **Facebook** page and website to increase the effectiveness of your invite.
- 3. Increase your chances** of winning a new client. Referring a client, colleague or friend to the chamber increases your chances of developing and winning more business. How? You are showing your support by establishing relationships, staying current with the business community, and offering services to other members within the chamber. Once a prospective member sees your commitment and chamber value, a new membership is not far behind.

To learn more about the Chamber's MRP contact jlogan@cccbi.org



The advertisement features a collage of office furniture at the top, including desks, chairs, and storage units. Below the collage, the text reads "Office Furniture Solutions" in a large, bold font, followed by "Pre-Owned | Refurbished | New" in a smaller font. The EthoSource logo, which includes the text "EthoSource Office Furniture" inside a stylized oval, is centered. To the right of the logo is an image of a black office chair and a white filing cabinet. At the bottom, the text "Save Money. Save The Environment. | 610.286.1766 | www.Ethosource.com" is displayed in a white font against a dark blue background.

Get Informed, Engaged & Involved the Right Way



Participate in Leadership Chester County

The work of each and every business in Chester County is unique and important. The difference with nonprofits is that they are run by volunteer boards. Our challenge has always been, and will continue to be, how to connect the right people and boards. In order to accomplish this we collaborate with other businesses, agencies and universities to provide quality programming. One such program is the **Leadership Chester County**.

Leadership Chester County is a collaborative partnership of **United Way of Chester County, West Chester University and the Chester County Chamber of Business and Industry**. The program mission is to strengthen future nonprofit boards by developing leaders who will focus on creating a vibrant, safe and inclusive community. This will be accomplished by educating skilled and concerned citizens in nonprofit governance, then matching them to positions on boards of nonprofits.

Leadership Chester County is unique in its highly academic and fully comprehensive approach to educating volunteers. A sampling of program highlights include: Nonprofit management & oversight, Board Governance, Strategic Planning, Interpersonal Skills, Principle-Centered Leadership, a tour of Chester County to local nonprofits, and Board Leaders' Best Practices.

Our program year runs October through May. We are accepting applications now for the 2012/2013 program year. Leadership Chester County is a comprehensive training program that prepares leaders for effective nonprofit board service. Please consider attending or sending one of your rising star employees.

Look for **program applications** on our website.



Eye on Congress

Join the Chester County Chamber as we host our Washington representatives: James Gerlach, Patrick Meehan, and Joe Pitts for our Annual Eye on Congress Breakfast on Tuesday, July 17th at Downingtown Country Club. This interactive dialogue gives you the opportunity to learn about regional issues circulating U.S. Congress and how they might impact your life and business in Chester County.

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Interested in attending this Annual Advocacy Event? Contact Danielle Vetter, dvetter@cccabi.org, 610-725-9100 ext. 12 or visit our website at www.cccabi.org

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Women in Business Dinner



Joan Walsh (fourth from right), CCCBI's 2012 Female Business Leader of the Year is congratulated by (pictured from right): Chairman of the Board of Directors, Michael DeHaven (Rainer & Company, Certified Public Accountants), Nancy Keefer (President & CEO, CCCBI), Tim Walsh (Joan's husband), and past Chairman of the Board, Brian DiSabatino (EDiS Construction)



Business professionals in Chester County gather to celebrate the accomplishments of female business leaders in our community at the Annual Women-in-Business Dinner. Special thanks to our presenting sponsor, DNB First.

on the scene

Emerging Leaders

Members of the Emerging Leaders Group participated in a community outreach project in support of Habitat for Humanity of Chester County. Building homes one nail at a time.



Wine & Wisdom

The ladies of Chester County gather tips and tricks for taking an area from drab to fab at the second Wine & Wisdom Networking Event.



Chamber Day in Harrisburg



Pictured (from left to right) Marianne Martelli (CCCBI), Ted Reed, (Modena Borough Manager), Bob Holliday, (Brandywine Watershed Regeneration Initiative), Donna Siter (Executive Director, Western Chester County Chamber) Representative John Lawrence, Nancy Keefer (CCCBI) and Marybeth DiVincenzo, Chester County EDC

Wake Up Chester County!



Attending the May 31st 2012 3rd Annual Wake Up Chester County Sponsored by Shire Pharmaceuticals from left: Presenter-Mark Vitner (Managing Director & Senior Economist, Wells Fargo); Moderator-Kimberly Brumbaugh (LUTCF Financial Planner, Brumbaugh Wealth Management); Presenter-Steve Wray (Executive Director, Economy League of Greater Philadelphia); Business Development Sponsor-Ergetu Merete (Senior Vice President Business Banking, Wells Fargo)

Is your business name really protected? Really Protected ? Really?



Charles N. Quinn

Are you a Chief Executive Officer, a Managing General Partner of a partnership, a fledgling entrepreneur, or a sole proprietor of a business? Do you lose sleep over your business? If you do, you are probably thinking about sales, profits, or maybe even human resource issues. You probably aren't concerned with the state of protection of your business name and brand

Most business persons and, unfortunately, many business attorneys, believe that reservation of a corporate name with the Pennsylvania Department of State Corporation Bureau, and subsequent formation of a corporation under that name, completely protects the corporate name and the right to use that name as the business develops. That belief is wrong.

As an example of the unfortunate, costly consequences that can result from such erroneous belief, consider this scenario: A group of individuals form a business here in Chester County providing consulting services for food service and cafeteria operations in secondary schools. They reserve the corporate name "Pearoogle" with the Corporation Bureau and form "Pearoogle, Inc." in January 2011. The business grows, expanding westward through Pennsylvania on a school district-by-school district basis.

Unbeknownst to the owners of Pearoogle, Inc., a third party began its business providing consulting services for food and beverage purchases in secondary schools in Cleveland, Ohio in 2008. The Ohio people reserved the corporate name "Pearboogle" in Ohio and incorporated as "Pearboogle, Inc." in 2009. At that time the Ohio people filed to register "PEARBOOGLE" in the United States Patent and Trademark Office. Pearboogle, Inc. grew and expanded east from Ohio into western Pennsylvania. Ohio's Pearboogle, Inc. was awarded a federal registration for "PEARBOOGLE" in 2010.

In July of 2011, as Pearboogle, Inc. moved into western Pennsylvania where Chester County's Pearoogle had begun operating. Upon learning of Chester County's Pearoogle, Pearboogle, Inc. filed suit against Pearoogle. Based on Pearboogle's ownership of a federal registration for its business name and brand "PEARBOOGLE", the Ohio corporation obtained a court order barring further use by the Chester County company of its name and brand "PEARBOOGLE". The court order required the Chester County company to choose a new name, resulting in substantial expense being incurred in the course of notifying customers, suppliers, and banks; changing stationery; changing forms and signage; scrapping old promotional materials; starting a new advertising and branding program, etc.

Unlikely, you say? Nothing could be further from the truth.

Nearly every week, United States District Courts and the Trademark Trial and Appeal Board of the United States Patent and Trademark Office hand down decisions involving situations like that described above. The truth is that without a federal registration in the United States Patent and Trademark Office for the business name as a trademark, a business such as Chester County's Pearoogle, Inc. is at risk of losing its name.

It is not just a question of whether a business should elect to register its business name in the Patent and Trademark Office; a business eschewing registration is choosing to walk in the dark as respecting unknown third parties.

Not only does registration protect a business from the fate of Chester County's Pearoogle, Inc. as recited above; there are additional reasons to register the business name: Patent and Trademark Office registration provides the strongest name protection available in the United States of America. Registration is nationwide and can be renewed indefinitely so long as the business continues use of the registered name. Having a federal registration is the best weapon available for use against "cybersquatters" – persons trading on a legitimate business's name using a website having a domain name confusingly similar to that of the legitimate business. A USPTO registration blocks latecomers from obtaining protection for similar business names having the potential to confuse customers. In the event of litigation, a USPTO registration provides the registration owner with the best available evidence in for name protection. All of these are worthwhile reasons to register in the USPTO.

In view of the above, is YOUR business name
really protected?



Gauging Customer Satisfaction

Bill Shipp, Wells Fargo V.P



Are your customers happy with your products and services? If you don't know, just ask them. Developing a customer satisfaction survey doesn't have to be complex. In fact, the easier you make it on both yourself and your customers, the more likely you are to receive the honest answers that can help you dramatically improve your products, your service and, ultimately, your business. According to business information resource CCH Business Owners Toolkit, (cch.com), there are really only two key areas to think about when creating a simple survey:

- 1. Ensuring that it covers** all the key business activities — This generally includes products, services and support, delivery, ordering and billing and interactions with you and your employees.
- 2. Making it easy to complete** — Keep it free of rankings of quality (e.g., a scale of one to five) and lengthy questions, and stick to key business activities with space to respond. You should also be able to keep it to one page, which increases the likelihood that customers will take the time to respond and makes faxing easier.

You can download a free customer satisfaction survey from CCH (requires free site registration). The document breaks the questions down into those areas described above. In each case, there are only two responses, "Outstanding" and "Needs Improvement," along with space for a longer response (according to CCH, limiting the choices sends a clear message that you expect the products and service you supply to be the best available).

F. John Reh, Management Guide at online business resource About.com, notes that the best time to survey customers is when the experience is fresh in their minds. "If you wait to conduct a survey, the customer's response may be less accurate.

He may have forgotten some of the details," he says. "She may answer about a later event. He may color his answers because of confusion with other visits. She may confuse you with some other company." In addition, the number of times you survey customers should be in line with how often you interact with them and how seasonal your products or services are.

Reh adds that, if you do decide to expand your survey, you may want to include some that specifically address customer loyalty, such as:

- How likely are you to buy from us again?
- How likely are you to recommend our product/service to others?
- How likely are you to recommend our company to others?
- You also need to ensure that, regardless of the way in which you offer the survey (e.g., online or snail mail), it's easy to complete and get back to you. Include clear instructions on how to complete and return the surveys. In the case of mail, include your fax number and a stamped, self-addressed envelope

Once you're received the completed surveys, use them. Track any trends you see and actively work to fix the problems or issues that customers surface. And make sure you offer feedback — let customers know their suggestions and complaints are being or have been addressed. It all starts with simply asking the questions, because if you don't ask, you'll never know.

Annual BBQ Bash...

Summer is here and what better way to enjoy a nice summer night than a Barbecue Bash. The Chamber invites you to join us at one of our most loved events, the **Annual Summer BBQ**. This event is sure to be sizzling: the festivities include everything from a mouthwatering menu with **Purple Picnic People** to networking with other Chester County business people. This event is open to all members, so bring your employees as a thank you for their hard work this year! We also use this event to take the time to thank the many volunteers who make the Chamber what it is. If you participate on a Chamber Committee, we would love for you to be our guest! **Call the Chamber for your complimentary admission.**

Thank you to our Sponsors: **Purple Picnic People and Brite Reality Services, Inc.**

Don't miss this fabulous opportunity to make new connections and enjoy an exciting evening.



To register, visit our website at www.cccbi.org or contact Danielle Vetter at dvetter@cccbi.org.



Summer is in full swing

Mark your calendar for our Annual Penn Liberty Bank- Chester County Chamber Golf Classic

On Tuesday, August 21st the exclusive Applebrook Golf Club will be buzzing with attendees of the Annual **Penn Liberty Bank-Chester County Chamber Golf Classic**. You won't want to miss this prestigious event that includes a beautiful day of golf, followed by cocktails, award presentations and a surf-and-turf dinner on the patio.

Event Agenda:

- 10:45 a.m. – Registration
- 11:00 a.m. - Golf Clinic (free to registered golfers)
- 12:00 p.m. – Cookout Lunch
- 1:00 p.m. - Shotgun Start
- 6:00 p.m. - Cocktails, Awards Presentation, Dinner.

Individual Golfer: \$500 Registration includes: Lunch, Greens and Caddie Fees, Awards, Cocktails, Dinner and Golf Clinic (please note that tips for your caddie are required) Dinner Only: \$100

Special thanks to our 2012 Sponsors:

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Interested in participating, donating a raffle prize or sponsoring this leading event? email Danielle Vetter dvetter@cccbi.org

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If I had a Hammer...

On Saturday, June 9, 2012 several members of the Emerging Leaders Group volunteered to participate in a community outreach project and wear tool belts to help build a home for a local family. Their community project supported **Habitat for Humanity of Chester County**, a well known non-profit organization that provides affordable housing for families that qualify for non-traditional financing based on their low income status and or financial hardship. Chad Dehart, Partner with **Fesnak and Associates**, and the Group's Chairman helped coordinate members of the Emerging Leaders Group and a few generous friends to help out on the weekend building project which included completing one of six new homes in development located on Community Lane in Coatesville, PA.

Their assignment was carefully coordinated by trained volunteer members of Habitat. As members of the Emerging Leaders Group and friends prepared to work on a two-story new home construction, they were given safety tips and a crash course introduction to Construction 101.

Throughout the day the team build provided a great opportunity for these emerging leaders to network with other volunteers and also give something back to the community. "The goal to participate in community outreach programs has become part of the Emerging Leaders mission. We wanted to get involved with community projects that we feel we can make a difference as a group and Habitat for Humanity is a great organization doing great things," Dehart explained.

The weekend crew joining Dehart included Emerging Leaders member; **Megan Calamaro, Brett Hand, Mark Troha, Alyssa Kelley, Alexa Rappo, and Charlie Orfe**. "The Habitat for Humanity organization has such a great mission and it was a welcoming opportunity to be a part of their team and work alongside the homeowners directly benefiting from this project. Their appreciation for the organization and the volunteers who help support the building process was clearly evident. I look forward to the opportunity again," commented Megan Calamara.

The afternoon ended with everyone feeling pretty good about the progress that had been made. A new home would soon be completed for a deserving family and along the way, new relationships would emerge. akers, knowledgeable and passionate about their chosen fields.

To learn more about the **Emerging Leaders Group** and their next big project contact James Logan email jlogan@cccbi.org.



WELCOMING THE CHAMBER'S NEWEST MEMBERS



Members Joined Between March 11-June 29, 2012

6061 Design Build, LLC

Michael James
(484) 947-5529

Ace Hardware of Frazer

Glenna Martin
(610) 240-9500

aEoNRG LLC

William Belknap
(610) 517-0242

AHDTV Network

Craig Parrish
(302) 379-0838

Arraya Solutions

Lauren Bubnis
(610) 684-8628

B2B CFO

Tom Coffey
(610) 647-0699

Barnaby's of America in West Chester

Michael Gallen
(610) 696-1400

Brinker Capital

William Simon
(610) 407-5558

Chester County Historical Society

Rob Lukens
(610) 692-4800

Cheyney University

Mandy Santiago
(610) 399-2154

Coldwell Banker Commercial NRT

Nikos Tsiopinis
(610) 930-8708

Concord Communications Group, Inc.

John W. Haenn, Sr.
(610) 459-5800

Creative Financial Group

Timothy P. Gallagher
(610) 325-6105

Dave & Buster's Plymouth Meeting

Kimberly Torres
(610) 832-9206

Edwards Business Systems

Kate Maguire
(610) 326-7575

Expense Reduction Analysts

Thomas E. Leicht
(610) 505-6976

FLASH Sports

J. Ryan Bair
(610) 696-5076

Four Star Smiles Dental Care

Dr. David E. Stall
(610) 692-8454

Garnet Companies

Mr. Troy Emidy
(610) 931-9817

Honeybrook Golf Course

Ms. Donna P. Horvath
(610) 273-0207

Hotel Warner

Brian McFadden
(610) 692-6900

Javelin Caterers

Joe DiRoma
(610) 563-7414

JAYPEES, Inc.

Dr. Parasuraman C. Sekar
(610) 458-7172

JVA Consulting

James V. Agnello
(610) 389-4334

Main Line Animal Rescue

Joan P. Snyder
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