The Premier Party Of The Spring
The Great Gatsby Gala
The Chester County Chamber Foundation’s only fundraiser of the year

This festive evening is highlighted by silent AND live auctions featuring a fabulous array of items such as beautiful wine baskets, vacation home rentals, high fashion jewelry, overnight stays, artwork, golf outings, gift certificates, memberships, Phillies tickets, and much more!

Silent auction tables will open at 6:00 pm and close intermittently throughout the night.

PLUS: Cash Box, Casino Games, Photo booth, Jeannie’s Prize Table

The money raised at the Spring Auction Gala provides critical financial support for the programs of the Foundation which include the Foundation’s Youth Leadership Program and the Bob Thompson Scholarship Fund. These programs further the mission to enhance the quality of life throughout Chester County by focusing on education, workforce development, youth development, and leadership.

This is sure to be a night you won’t want to miss!

Saturday, April 26th 2014
Beginning at 6:00 pm
Chester Valley Golf Club
430 Swedesford Road
Malvern, PA 19355

Tickets are available for $125 and can be purchased through our website or by contacting Danielle Vetter

Sponsorship and Advertisement Deadline is Friday, April 4th.
Click here for sponsorship opportunities.

Don’t forget to wear your best 1920’s outfit!
Hope to see you there.
A Message From The President
Guy Ciarrocchi

In Praise of Public Service

Over the last few weeks, newspapers have been reporting about some elected officials accepting "gifts" of cash or jewelry.

This column isn’t about those alleged to have done wrongdoing: It’s to remind all of us that most public officials are honest, hard-working and civic-minded, whether we agree with a given public servant’s views or not.

Recently, the Chamber honored one such public servant: Mr. Joseph Waters, Director of Chester County’s Office of Domestic Relations, who received the 2014 J. Larry Boling award for Excellence in Government Service.

To Larry, government services ought to not just be delivered; but be delivered well—with innovation and results. Award-presenter Jim McErlane noted Joe’s unique challenge: “Each day Joe works with two constituencies—one thinks they pay too much; the other thinks they get paid too little, too late.”

However, while Joe truly earned this award, I hope that we reflect on Joe’s service and realize that there are other “Joe’s” across our region, our state and our nation.

Yes, any one of us may disagree with a given official’s views or policies. But we ought to appreciate hard-work, thoughtfulness and dedication when we see it: In many ways, retiring Congressman Jim Gerlach embodies those qualities: It’s one of the reasons he will be missed.

Being an American requires not only civic-engagement, but also a healthy dose of skepticism in watching over government and public officials—it’s been part of our culture since our founding.

Yet, we ought to make sure that skepticism doesn’t become cynicism. And, we ought to recognize excellence in public service when we see it.

Let Us Pay You Back

That’s right! Pay your annual investment prior to the due date and you will be entered into a drawing to win $100 in Chamber dollars to be used within the year for any program, event, sponsorship or advertisement. You will automatically be entered into the drawing when we receive your renewal payment in advance of the due date (we just love those members!). We will also recognize our monthly winners in an issue of The Voice, giving your company added exposure to our membership.

The Winner for March is:

The Arc of Chester County

Business After Hours

The April Business After Hours will have a little bit of a different feel. We are staying on the grounds of our beautiful property and opening our doors to you.

This is your opportunity to meet our new President & CEO, Guy Ciarrocchi. As always, there will be plenty to eat and drink while connecting with leading professionals in the region.

Wednesday, April 2
5:00 p.m. - 7:00 p.m.
CCCBI HQ
1600 Paoli Pike
Malvern, PA 19355

Register Now
### Welcoming the Chamber’s Newest Members
**Members Joined in March 2014**

<table>
<thead>
<tr>
<th>Visionary</th>
<th>Trustee</th>
<th>Cornerstone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Champion</td>
<td>Corporate</td>
<td>Entrepreneur</td>
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<thead>
<tr>
<th>Company</th>
<th>Contact Person</th>
<th>Phone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Giant Food Stores</strong></td>
<td>Steve Nicolaides</td>
<td>484-340-6678</td>
</tr>
<tr>
<td><strong>Hilton Garden Inn</strong></td>
<td>Kim Turnbaugh</td>
<td>610-458-8822</td>
</tr>
<tr>
<td><strong>T-Mobile</strong></td>
<td>Steve Nicolaides</td>
<td>484-340-6678</td>
</tr>
<tr>
<td><strong>Kennett Systems, LLC</strong></td>
<td>Darren Talham</td>
<td>610-765-6044</td>
</tr>
<tr>
<td><strong>Assurance Advisory Group</strong></td>
<td>Kathleen M. Drennan</td>
<td>484-402-4020</td>
</tr>
<tr>
<td><strong>SR Jackson, LLC</strong></td>
<td>Suzanne Jackson</td>
<td>610-608-4285</td>
</tr>
<tr>
<td><strong>Gateway Health</strong></td>
<td>Sonia DeVan</td>
<td>215-292-2388</td>
</tr>
<tr>
<td><strong>Kennett Systems, LLC</strong></td>
<td>Darren Talham</td>
<td>610-765-6044</td>
</tr>
<tr>
<td><strong>The Snelling Group of Merrill Lynch</strong></td>
<td>Peter Snelling</td>
<td>610-594-1151</td>
</tr>
<tr>
<td><strong>Delaware Valley Healthcare Council</strong></td>
<td>Brian Eury</td>
<td>215-563-2229</td>
</tr>
<tr>
<td><strong>White Manor Country Club</strong></td>
<td>Lauren Magee</td>
<td>610-296-3787</td>
</tr>
<tr>
<td><strong>The Kyle Group, LLC</strong></td>
<td>Allen R. Kyle</td>
<td>877-916-9779</td>
</tr>
</tbody>
</table>

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### Celebrating Women Influencing Business

The Annual *Women Influencing Business Dinner* is a Chamber tradition celebrated for over 10 years. The event brings together local business professionals to acknowledge the accomplishments of women in our region. This celebration will shine the spotlight on the chosen **2014 Female Business Leader of the Year**. The night also includes an inspiring keynote presentation and a special acknowledgment.

Mark your calendars and stay tuned for the 2014 Female Business Leader of the Year Recipient and this year’s Keynote speaker.

**Wednesday, May 14**
5:30 pm – 9:00 pm
*Waynesborough Country Club*

[Register Now](#)
New Member Orientation Luncheon

Are you new to the Chester County Chamber of Business & Industry? Are you new to a company that is a member or the Chamber? If that’s the case then we would like to invite you to come out to the Chamber for a specially designed luncheon.

This is your chance to meet the chamber staff, network with fellow members, and learn all the benefits we have to offer. We will answer any question you have regarding your membership.

Tickets are free but space is limited, so register now!

If you have any questions please contact the Director of Membership, Patrick Hayakawa

Thursday, April 17
12:00 p.m. - 1:15 p.m.
CCCBI Headquarters
1600 Paoli Pike
Malvern, PA 19355

Lunch Sponsored By:
Morgan Stanley

Summer Golf Opportunities

After a VERY chilly winter, it is easy to look out the window and daydream about a nice day on the golf course. Luckily, we don’t have to wait much longer for the beautiful spring and summer weather.

The Chamber is excited to bring you several opportunities to get onto some of Chester County’s finest Golf Courses.

Our third annual Golf League is an 8-night event throughout the summer that travels to a different Chester County Golf Course each night. Keep an eye out for the schedule, which should be published any day now.

Also, don’t forget to save the date for our Annual Golf Outing & Dinner on Tuesday, August 19th at Applebrook Golf Club. More information to follow!

Contact Danielle Vetter for more information about CCCBI Golfing opportunities
## Calendar of Events

<table>
<thead>
<tr>
<th>Date</th>
<th>Event Description</th>
<th>Location</th>
<th>Time</th>
<th>Register Link</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 2</td>
<td>Business After Hours</td>
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</tr>
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<td>American Executive Centers</td>
<td>8:00 am - 9:30 am</td>
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<td>[Register]</td>
</tr>
<tr>
<td>April 29</td>
<td>Agricultural Community Roundtable Luncheon</td>
<td>Lincoln University</td>
<td>10:30 am - 1:00 pm</td>
<td>[Register]</td>
</tr>
<tr>
<td>May 7</td>
<td>Business After Hours</td>
<td>Jaguar Land Rover West Chester</td>
<td>5:30 pm - 7:30 pm</td>
<td>[Register]</td>
</tr>
<tr>
<td>May 9</td>
<td>Leadercast Chester County</td>
<td>The Desmond Hotel &amp; Conference Center</td>
<td>8:00 pm - 4:30 pm</td>
<td>[Register]</td>
</tr>
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<td>[Register]</td>
</tr>
<tr>
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<td>2014 CCCBI Commerce &amp; Business Showcase</td>
<td>Penn State Great Valley</td>
<td>9:30 am - 4:00 pm</td>
<td>[Register]</td>
</tr>
</tbody>
</table>

Click here for a full calendar of events.  
Please log in to your member dashboard when registering for all events, both paid and free.  
Don’t know your login information?  
Please contact Matt Johnson.

### 2014 CCCBI Commerce & Business Showcase


Click here to register for a booth and learn more about the sponsorship opportunities.

**Wednesday, May 21**  
9:30 a.m. - 4:00 p.m.  
Penn State Great Valley Conference Center  
30 E. Swedesford Rd.  
Malvern, PA 19355
In the winter of this New Year we can all agree on two things: snow is becoming more than just a trivial annoyance, and the state’s pension problems are both monetary and political. Although the snow is disappearing, the pension issues seem to be here to stay.

Pension funding requires money coming in and the money going out. When the input is greater than the output (as it was in 2000 when the funding ratio was at a high of 128%) then little if anything needs to be done. But when the system is underfunded because of a tough economy and difficulty in making the budget balance and when output dominates, (as in 2013 when the ratio was down to roughly 66%) it becomes clear that something must be done.

Currently, the state pension fund supplies $1.1 billion in benefits to 588,976 members of the Public School Employees Retirement System (PSERS) and 107,239 members of the State Employee Retirement System (SERS). Those numbers include retirees and inactive members on medical leave or laid off. People are living longer and therefore drawing benefits for a longer period of time. With incoming funding on the decline, the two combined state pension systems could be underfunded by $50 billion this year. What this all means, of course, is that this problem is BIG and not an easy fix, nor can it be ignored because that $42 billion problem three years ago continues to grow into what is a $50 billion problem today.

Throwing more money at a problem rarely fixes it, and the current state of our pension system is no different. Governor Corbett’s continuing commitment not to raise taxes to fix problems created by previous administrations means that although tax revenues for this year are higher than expected, (which is good) they are not nearly high enough. While this year the state will pay $1.5 billion in pension costs, in a few years, that grows exponentially to $4 billion if nothing is done. In his budget address, the Governor pitched a few partial solutions: a temporary reduction rate of collars from 4.5 percent to 2.25 percent, and the elimination of the charter school “double dip.” These will collectively save the state an estimated $362 million.

The legislature has been proactive on pension reform, not waiting for a new budget proposal to begin their process. During the 2011-2012 session, Majority Leader Dominic Pileggi and Senator Rafferty co-sponsored legislation. Picking up on their leadership, Senators Brubaker and Browne have introduced legislation during the 2013-2014 session proposing potential pension solutions. Discussions remain ongoing amongst leaders and members in the Senate, House and the Governor’s office regarding whether a solution is feasible.

Representative Warren Kampf has also been a leading lawmaker on the issue of pension reform and Representative Chris Ross has a proposal out there to reform the pension system. Kampf has introduced legislation that involves a defined contribution plan for new employees, and enticements for grandfathered pensioners to switch to a 401K type plan. First term Representative Becky Corbin (R - 155) has also put pension reform high on her list of priorities.

While many agree that something needs to be done about pension reform in Pennsylvania, politically, it’s a hot potato during an election year. High level senators and representatives apparently met at the end of February and rumor has it that pension reform will not be getting passed this year. As Governor Corbett put it, will we act now when it’s still a manageable problem or let others do it later when it’s an all-out crisis.
2014 CCCBI State of the County

J. Larry Boling Award recipient Joe Waters (far right) poses with family at the State of the County Luncheon.

CCCBI President Guy Ciarrocchi, County Commissioners Ryan Costello and Terence Farrell, Joe Waters, County Commissioner Kathi Cozzone, Jim McErlane of Lamb McErlance, and CCCBI Chairman of the Board Joel Frank

County Commissioner Kathi Cozzone answers a question at the State of the County.

Chamber members discuss All Things Financial at part 1 of this small business roundtable.
Bruce Kirk (left) congratulated by Kevin Morgan of Blue Moon Florist after winning a prize.

Members of the Emerging Leaders Group connecting over great food and drink at Tee It Up Golf.

Thank you to Rich DeMatteo and Marty McDonald of Bad Rhino for their two outstanding presentations on “Social Media & Why it Matters”, part of the CCCBI Excellence Exchange.
Join us for our May Business After Hours at **Jaguar Land Rover West Chester**. Cruise on in and connect with the leading professionals in the area over food and drink. Maybe even take one of these luxury vehicles for a spin.

**Register here**

**Wednesday, May 7**
5:30 p.m. - 7:30 p.m.
**Jaguar Land Rover West Chester**
1568 West Chester Pike
West Chester, PA 19382
If you are involved in the agricultural industry in the region, join us as our guest for a Roundtable Discussion & Luncheon featuring Pennsylvania Secretaries George Greig, Department of Agriculture and Christopher Abruzzo, Department of Environmental Protection.

As Chester County’s Chamber of Influence, we would like to provide you the opportunity to talk with these important public officials, whose agencies impact your business and the agricultural community.

**Tuesday, April 29**
11:00 a.m. – 1:30 p.m.
Lincoln University
1570 Baltimore Pike
Lincoln University, PA 19352
International Cultural Center, Room 208

Registration begins at 10:30 a.m. followed by the roundtable discussion at 11:00; with the luncheon beginning at approximately 12:00 p.m.

Please note that while this event is free, it is an event with limited seating: please contact **Danielle Vetter** to inquire about tickets.

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**Just Coffee**

It’s no big deal—it’s **Just Coffee**!

Join us on Tuesday, April 8 at American Executive Centers for the Chamber’s most popular morning networking series. Connect with the region’s leading professionals while enjoying coffee and snacks before you start your day.

**Tuesday, April 8**
8:00 a.m. - 9:30 a.m.
American Executive Centers
101 Lindenwood Drive, Suite 225
Malvern, PA 19355

[Register Here]
Rudloff Custom Builders is a full service certified remodeling company that will cater to any of your remodeling dreams. We strive to ensure that every detail in your project is captured from start to finish. Our staff is diverse and unique in that we can offer you design guidance and general contracting.

**Why did you join the Chester County Chamber of Business & Industry?**
Rudloff Custom Builders joined the Chamber for two reasons. First, to create involvement with our company and the community by joining with other business leaders, creating an opportunity for partnership and charity work. Second, to develop long term relationships to help grow the chamber and all parties involved.

**If you were not in the position you currently hold, what would you be doing?**
If I was not the owner of a building and real estate investment company, I would have focused on the business aspect of merger, acquisitions and determining the value of the transaction for shareholders.

**What is the most important lesson you have learned in business?**
The most important business lesson I have learned is to never give up. There are highs and lows with any business. It is essential to keep moving forward and continue to pick up market share. You must set goals, execute them and have the ability to adjust with a moments notice.

**Are there any other community activities that you or your company are involved in?**
We have recently been involved with a fund raising event which included a live and silent auction. The donation of a room makeover will be completed by our company to the winning bidder. We are actively looking for a partnership for additional opportunities.

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**How can Insperity help your business?**
Contact Michael Caruso at 610-954-5015
Meet Your Board

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Lamb McErlane, PC
Chairperson Elect, Kim Brumbaugh,
Brumbaugh Wealth Management
Treasurer, Ken Goddu, Fulton Bank
Immediate Past Chairperson, Michael DeHaven, CPA
Rainer & Company, Certified Public Accountants
Foundation Chairperson, Pat Ward, Penn Liberty Bank

Vice Chairpersons
Business Development Division
Kristen LaDow, M&T Bank
Membership Development Division
Stacy Martin, Hankin Group
Public Policy Division
Thomas Chiomento, Exelon Generation, LLC
Strategic Planning Division
James Lee, WaWa, Inc.

Directors
Bill Belknap, eEONRG, LLC
Carlo Borgia, Wells Fargo Bank
Susan Brand, Bentley Systems
Michael Bray, The Vanguard Group
Kevin Broadhurst, Comcast
Michael Brown, KMRD Partners, Inc.
Bryan Burklew, Brandywine Hospital
Chad Byers, Brandywine Mergers & Acquisitions
Elizabeth Bush, Endo Health Solutions
Michael Chal, Desmond Hotel & Conference Center
Brian DiSabatino*, EDIS Construction
Michael Fill, Aqua
Thomas Fillippo*, Devault Foods
Dennis Fisher, Longwood Gardens
Chris Franklin, Aqua
Stacey Fuller, Gawthrop Greenwood, PC
Sassan Hejazi, Kreischer Miller
Buzz Hannum Jr., Lyons Companies
Dr. Robert Jennings, Lincoln University
Scott Kerr, Kerr Law, LLC
Blake Krapf, Krapf Bus Companies
Dale Krapf*, Krapf Bus Companies
Louis Kupperman, Esq., Obermayer, Rebmann, Maxwel, & Hippel, LLP
Albert Melfi Jr.*, DNB First
Kevin Morgan, Blue Moon Florist
Anthony Morris, Esq., Buckley, Brion, McGuire, & Morris
David Moser*, DFT, Inc.
Mark Pavlovich, West Chester University
Tom Petro, Fox Chase Bank
Frances Sheehan, Brandywine Health Foundation
William Simonis, The Simkiss Companies
Gary Smith, Chester County Economic Development Council
Linda Taylor, Independence Blue Cross

*Director Emeritus/Past Chairman of the Board