Top Notch Golfing Experience

August 20th, 2013 is sure to be a fabulous Tuesday! The Penn Liberty- Chester County Chamber Golf Classic is set to take place at the exclusive Applebrook Golf Club. Start the day off admiring the beautiful grounds of the course. This private golf club captures the classic elements of golf course architecture- it was designed with tradition in mind, paying tribute to the world's oldest courses. Applebrook Golf Club has consistently been ranked by Golf Digest among the "Best in State."

Improve your game by gaining tips and tricks from a golf professional and Player Wellness expert. Before heading out, enjoy a cook-out lunch on the patio with almost 100 other business professionals of Chester County. Once everyone has registered, warmed-up and eaten, we’ll gather the teams for a 1:00 pm shotgun start. Walk the beautiful course, network, and enjoy the company while you play the game of golf. Don’t forget to keep score! Prizes are awarded to those with the top scores.

After your round of golf, head back to the Clubhouse to enjoy a cocktail and purchase raffle tickets for some fabulous prizes. There is something for everyone - from golf club memberships and romantic packages for overnight stays, to gift certificates for restaurants, florists, spas, and much, much more!

The night ends with a delectable surf-and-turf dinner- lobster, steak, and all the amenities. Awards will be given during the final ceremony. Don’t forget to register- tickets are limited! Visit our website for more information.

Thanks to all of our sponsors!

Presented by:
Penn Liberty Bank

Birdie Sponsors:
Aqua
Buckley, Brion, McGuire, Morris & Sommer, LLP
Comcast
DNB First
Exelon Generation
Independence Blue Cross

Tee Sponsors:
JAECO Fluid Systems
Lamb McErlane, PC

Want to connect your name with this event? Would you like to participate but can’t golf all day? There are plenty of customizable options for the event! Contact Danielle Vetter, 610-725-9100

Hope to see you there!!
Can you remember when summer was the time to kick back and relax, a time to recharge your batteries, a time to let the heat of the summer burn away the stress of life? A time when you actually took vacation and left your worries behind? No one could text you, email you, tweet you, even call you to ask just “one quick question.” Rest assured here at the Chamber, we are not on summer break! As a matter of fact, summer is actually the busiest time of the year for the Chamber.

We are just two months away from the end of our year and as you all know, year-end means pedal to the metal to make sure we did all that we said we would do. It means pulling out all the stops to meet our goals and deliver on the value we promised you. I must say, I am proud of the work of the last ten months and all that your chamber has accomplished. We will share our accomplishments with you at our Annual Dinner on October 17 at Longwood Gardens as we thank our Chairman Mike DeHaven, Rainer & Company Certified Public Accountants, for his leadership over the past two years and welcome Joel Frank, Lamb McErlane, PC as our new Chairman.

Summer also begins the heavy lifting of planning for a new year. This means new budgets, business plans, new leadership, motivating committees and staff for a new year of activity. At the Chamber, we are continually striving to change things up...status quo is not part of our vocabulary. Thankfully, we have a talented staff, visionary leadership with our Board and dedicated members that serve on committees and that act as resources when we reach out for advice and ideas.

Let’s do everything we can to end this year on a high note and start our new year out with a bang! Here is my request to you. Yes, I know we ask a lot however, I was always told that you will never know unless you ask! Consider inviting a prospect to our kick off campaign in September. Or invite them to one of the open house lunches. These events will offer attendees opportunities to strengthen their business network by connecting and promoting their business. It’s a win-win for our existing members and our future members.

As they say...the more the merrier! Call us today to see how you can be a part of the excitement!
The Nominating Committee, Chaired by Chairmen-Elect, Joel Frank, Esq., Lamb McErlane, PC presents the following slate of directors to the membership for election to the Board. Terms will begin October 1, 2013 at the start of the Chamber’s program year.

Nominated for a two-year term:

*Indicates currently on Board and eligible for another term

*Carlo Borgia, Wells Fargo Bank
Mike Brown, KRMD Partners, Inc.
*Kim Brumbaugh, Brumbaugh Wealth Management
*Chad Byers, Brandywine Mergers and Acquisitions, LLC
*Michael Chain, Desmond Hotel & Conference Center
*Thom Chiomento, Exelon Generation
*Stacey Fuller, Esq., Gawthrop Greenwood, PC
*Buzz Hannum, Jr., Lyons Companies
*Blake Krapf, Krapf Bus Companies
*Jim Lee, WaWa, Inc.
*Al Melfi, DNB First
*Kevin Morgan, Blue Moon Florist
Anthony Morris, Esq., Buckley, Brion, McGuire, Morris & Sommer, LLP
Frances Sheehan, Brandywine Health Foundation
*William Simkiss, The Simkiss Companies
Linda Taylor, Independence Blue Cross

Additional names of candidates for Board Directors can be nominated by petition bearing the genuine signatures of at least twenty (20) members in good standing of the Corporation. Such petition shall be filed with the Nominating Committee within ten (10) days after notice has been given of the names of those nominated by the Nominating Committee. The determination of the Nominating Committee as to the legality of the petition(s) shall be final. If no petition is filed within the designated period, the nominations shall be closed and the nominated slate of candidates shall be declared elected by the Board at their regular September Board meeting. If a petition found legal, the Nominating Committee shall present additional candidates, the names of all candidates shall be arranged on a ballot in alphabetical order. Members will be instructed to vote only for the number of candidates to fill the existing vacancies.

Also joining the Board in October as Chairman’s Appointments for one year will be Elizabeth Bush, Endo Health Systems and Tom Petro, Fox Chase Bank.

Serving with Chair-Elect Frank on the Nominating Committee was, Michael Dehaven, Rainer & Company, Certified Public Accountants, Claudia Hellebush, United Way of Chester County, William Latoff, DNB First and Timmy Nelson, UPS.
### Upcoming Events

**August**
- **Tuesday, August 6**
  - **Summer Golf League**
    - Concord Country Club
    - 5:00 p.m.
- **Wednesday, August 7**
  - **Business After Hours**
    - Faunbrook Bed & Breakfast
    - 5:30 p.m. - 7:30 p.m.
- **Tuesday, August 13**
  - **Summer Golf League**
    - Penn Oaks Golf Club
    - 5:00 p.m.
- **Tuesday, August 20**
  - **Penn Liberty Bank—Chester County Chamber Golf Classic**
    - Applebrook Golf Club
    - 11:00 a.m. - 8:00 p.m.
- **Thursday, August 22**
  - **In The Loop**
    - CCCBI Headquarters
    - 7:30 a.m. - 9:00 a.m.
- **Thursday, August 29**
  - **Summer Golf League**
    - Applecross Country Club
    - 5:00 p.m.

**September**
- **Wednesday, September 4**
  - **Business After Hours - VIP Membership Kickoff**
    - Penn Oaks Golf Club
    - 5:30 p.m. - 7:30 p.m.
- **Monday, September 9**
  - **Eye On Congress Breakfast**
    - Downingtown Country Club
    - 7:45 a.m. - 9:45 a.m.

**Tuesday - Thursday, September 17-19**
- **VIP Open House Luncheons**
  - CCCBI Headquarters
  - 11:30 a.m. - 1:00 p.m.

**Friday, September 27**
- **2013 Leadership Conference: Get The Edge**
  - Penn State Great Valley - School of Graduate Professional Studies
  - 8:00 a.m. - 1:00 p.m.

Click Here for a full calendar of events. To register online go to [www.cccbi.org](http://www.cccbi.org)

Questions?
Please contact the Chamber at 610-725-9100.

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### CCCBI Summer Golf League

The CCCBI Golf League has been a hit so far this summer. We can’t believe there are only three nights left in August:

**Tuesday, August 6th**
- **Concord Country Club**
  - 1601 Wilmington Pike
  - West Chester, PA

**Tuesday, August 13th**
- **Penn Oaks Golf Club**
  - 150 Penn Oaks Dr.
  - West Chester, PA

**Thursday, August 29th**
- **Final Ceremony**
  - Applecross Country Club
  - 170 A Zynn Rd.
  - Downingtown, PA

Wondering what the golf league is like? Thinking it might be a good idea for next year? Sign up for the last three nights or pick just one! Contact [Danielle Vetter](mailto:Danielle.Vetter@cccbi.org) for more information.

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Special Offer!!
Welcoming the Chamber’s Newest Members
Joined between June 30 & July 30, 2013

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<thead>
<tr>
<th>Empowerment Resource Association, Inc</th>
<th>Raymour &amp; Flanigan - Exton</th>
<th>Techwise Group</th>
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<tr>
<td>Judy B. Henderson</td>
<td>Sue Cox</td>
<td>Greg Vlassopoulou</td>
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<td>(610)-932-0758</td>
<td>(610)-280-0320</td>
<td>(610)-353-9010</td>
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<td>Donna Marceau</td>
<td>John Stanchak</td>
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<td>(484)-948-8000</td>
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<td>Eric Parnell</td>
<td>Anna Avanyan</td>
<td>Stephany Fahey</td>
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<tr>
<th>McMullin &amp; Associates</th>
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<tr>
<td>Frank McMullin</td>
<td>Carey Civitella</td>
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<td>(610)-293-1666</td>
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Business After Hours
Faunbrook Bed & Breakfast

Networking is part of work, but that doesn’t mean it can’t be done in style and luxury!

Join us at Business After Hours on August 7 as Faunbrook Bed & Breakfast puts their signature touch on the chamber’s most visible and frequently attended networking event. Enjoy hors d’oeuvres, cocktails, and an opportunity to connect with other leading professionals at this beautiful, 150 year-old property.

Attendees will also have chance to have their business featured in the Member Spotlight of the monthly Voice!

Register now for FREE early-bird admission, $10 at the door. $30 future members.
In November of 2012, Becky Corbin was elected to represent Chester County’s 155th Legislative District in the Pennsylvania House of Representatives. At the time of her election, Corbin had already served the 155th district for 21 years as an administrative assistant to Reps. Curt Schroder and Jim Gerlach, both of whom held the seat previously.

A graduate of Chatham University in Pittsburgh, Corbin majored in chemistry, knowledge that has been invaluable to her throughout her public life. After college, she worked as a forensic chemist for the Commonwealth of Virginia before returning to Pennsylvania to pursue a career in the pharmaceutical industry. For more than 35 years, she has called East Brandywine Township home.

Becky and I spoke about the just concluded budget process.

**Let’s start with the budget process. Give me your thoughts on what was accomplished in June?**

I’m pleased that we were able to pass a no tax increase budget. We will see record spending on education this year and we got it done on time.

**Do you see any movement on the unfinished business of liquor privatization, transportation and pension reform this fall?**

That is hard to say. I do know that we will have major problems if we don’t address the pension issue soon. It is underfunded and the costs will continue to grow and squeeze out other priorities. I’m also concerned about the safety of our roads and bridges. PennDOT is already signaling that more bridges will be deemed structurally deficient. All three of these issues need to be addressed. Clearly, selling liquor is not a core function of government. We need to find a way to address these big issues. Unfortunately, time ran out in June. I hope we come back in September and find a way.

**What legislative initiatives have you supported?**

I am a co-sponsor on the liquor privatization bill. I also co-sponsored a victims rights bill that would give them a chance to go before the parole board and express their concerns if the prisoner is released.

I am also very supportive of any legislation that deals with illegal drug labs.

**As a State Representative were there any surprises considering your previous work as a legislative staff member?**

It is very different being on the other side of the desk. It becomes very personal since it is now your name on the door and your opinion in the paper. You weigh everything you say and do very carefully.

**Name one highlight in your first term?**

The historic vote in the House to privatize the liquor stores is number one. I was happy to vote for it. I also was proud to visit the STEM Academy and see the high school students who created an experiment to go on the international space station. And I won’t forget the symposium of young women who came to Harrisburg to find out about careers in public service. I had a great chat with a young woman studying science.

**And do you have any disappointments?**

I am not happy that we did not complete the final phase out of the Capital Stock and Franchise Tax.

Thanks Becky for your time and your service to our County!
On The Scene…
View, like and share our photos on our facebook page!

CCCBI Annual BBQ Bash

Everyone enjoying food and drinks on a beautiful night for the CCCBI Annual BBQ Bash

PAC Fundraiser

Political Action Committee members gather to support the local candidates.
First Connections

First Connections at The Hankin Group’s LiveWork Units had a great turnout. They offered a tour of the community and great networking experience.

Farotech Inc. provided a member bonus seminar on ways to maximize your business website.

Wake Up Chester County

A full breakfast was provided for this great event at Shire Pharmaceuticals.

This Business & Economic Symposium discussed the recent trends in the major industries of retail, medical and energy.

L-R - CCCBI Chairman Mike DeHaven joins panelists Jeff Wise, The Chester County Hospital, Ed Fortunato, Constellation, Jim Lee, Wawa and moderator Matt Cabrey of Shire Pharmaceuticals.
Meet Your Board

Name: Kristen J. LaDow
Title: Group Manager – Middle Market Commercial Banking
Company: M&T Bank

50 Word Description of Company:
M&T Bank was founded in 1856 and is today one of the top 20 US-based full-service commercial bank holding companies. With over $80 billion in total assets and 700 branches, M&T services over 2 million consumer/retail households and 206,000 commercial customers throughout New York, Pennsylvania, Delaware, Maryland, Washington D.C., and Virginia.

What is the best leadership/management tip you have received?
A successful leader does not manage the daily activities of their team; a successful leader will develop their team and arm them with the knowledge, confidence and tools to enable them to succeed on their own.

If you were not in the position you currently hold, what would you be doing?
Something to do with warm weather and the beach.

What is one thing that you are willing to share that one might not know about you?
Graduated high school in Japan.

What is your favorite quote?
“Never doubt that a small group of thoughtful citizens can change the world. Indeed, it is the only thing that ever has.” Margaret Mead

Leadership Chester County
Now Accepting Applications

Leadership Chester County, a collaborative effort of the United Way of Chester County, Chester County Chamber of Business & Industry, and West Chester University, was developed in 2000 to train business and professional people in non-profit board leadership.

Leadership Chester County is a premier professional development and service engagement opportunity designed to foster a vibrant, safe and inclusive community. Since its inception in 2000 as Chester County Leadership Connection, the course has trained over 250 leaders to strengthen more than 220 nonprofit organizations.

To provide high caliber services to Chester County residents well into the future, nonprofits need proactive and innovative board guidance with diverse expertise. Leadership Chester County educates people interested in serving at the board level, introducing them to human service needs in Chester County and how business acumen can sustain nonprofit agencies to capably respond.

A Board Placement Service is provided by the program for graduates, ensuring that trained board leaders are then situated to strengthen Chester County’s non-profit sector.

We are now forming the 2013/2014 class. If you would like to apply for admission or if you would like further information on Leadership Chester County, please contact Marianne Martelli.
Our Health is our Wealth

At no other time has the concept of health and wellness been promoted as it has been in recent years. Economist and author, Paul Pilzer notes that health and wellness will creep up to a trillion dollar industry by 2016. That is a very significant number. That number indicates people potentially taking back their lives by developing healthy habits and therefore proactively managing their own well being versus the reactive program to which many people have prescribed.

I believe that health is a subjective term. Webster’s defines “healthy” as being in a state of a sound condition. While there are some generally accepted criteria that identify what healthy actually is, I think health is defined and realized when an individual is truly content with their state of life. Therefore, I believe anyone can achieve optimal health. I also believe that health is not a service or product. Health is optimally achieved from within. It’s an internal force of which we all have control.

How we go about achieving our personal health goals is up to us. However, one theme that many authors, including Dr. Andrew Weil, M.D., Ellen Coleman, R.D., and Dr. Sanjay Gupta make note of is the importance of diet and movement. I didn’t use the term “exercise” because many of our everyday activities can become our exercise if we maximize our time and effort while working, running errands or spending time with our families to name a few.

With that short introduction to how I view optimal health, I hope you can use one of these concepts to start addressing an area of your health that you feel could improve. I received an email not too long ago with a link to a video with a gentleman that mentioned the use of small 30 day challenges in order to create life altering positive habits. He used examples such as biking to work, taking a picture of yourself or eliminating sugar from your diet. If you do this every day for a month you should see results. He feels that these 30 day challenges can be used as a means to develop a healthy lifestyle for mind, body and soul. So give it a try. I started by writing a long term goal everyday for the month of July and have been encouraged thus far.

Thank you for reading and cheers to you and your health.

This article was submitted by Derek Somerville, LMT/COTA at Therapeutic Muscle Solutions where pain relief and recovery are the goals for our clients. Therapeutic Muscle Solutions is also designated as the only Chester County “Recovery Lounge.” We can also be reached by phone at 484-682-4442.

Wine & Wisdom Summer Series

July’s Wine and Wisdom Networking event was both entertaining and educational. Black Walnut Winery hosted a fabulous night of wine tasting, where the group learned about wine making, wine pairing, and of course, got to sample the products.

The Women-in-Business committee is looking forward to the last night of the series at Galer Estate Winery & Vineyard on Thursday, August 22nd, 2013 from 5:30 pm– 7:30 pm. Located just behind Longwood Gardens, Galer Estates boasts a Napa-like feel perfect for an evening of tasting, networking, and relaxing.

Register online or contact Danielle Vetter for more information!
This year, the Women-in-Business Committee decided to put together an educational leadership event. The event will bring together business professionals looking to Get the Edge in business. Guests will attend three educational seminars, as well as enjoy the opportunity to network & exchange ideas with business professionals and seminar speakers.

This year’s seminars include:

**Coaching in the workplace, presented by Joan Walsh: Kashbox Coaching**
What is the difference between a coach and coaching others? How can you utilize coaching strategies to assist others? You will take away from this session how YOU can provide coaching to professional and personal individuals in your life.

**Energy Levels in Leadership, presented by Adina Laver:**
We all have seven levels of energy operating within us at all times. As a leader, the level of energy that we draw upon most frequently determines the impact and effectiveness of our leadership. In this workshop, attendees will
- Explore how to identify the different types of energy that operate within them
- Understand how leading with different types of energy impacts their effectiveness
- Learn how to access and utilize more of their natural leadership energy.

**Leadership Mistakes you Don’t Have to Make:**
A panelist consisting of business leaders will dish out mistakes they made, common misconceptions, and advice for leaders in any position.
Panelists Include:
- Kim Hall, Executive Director, *Chester County Futures*
- Carolyn Beam, Executive Vice President, *Fulton Bank*
- Denise Day, President and CEO, *YMCA of the Brandywine Valley*

**Event Information**
When: Friday, September 27, 2013, 8:00 am – 1:00 pm
Where: Penn State Great Valley

Like the event page on Facebook for the latest updates.

Visit our website to register or contact Danielle Vetter for more information.

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**Member Spotlight**
August Edition

Name: Could Be You!

Come to the *Business After Hours* on Wednesday, August 7 at *Faunbrook Bed & Breakfast* in West Chester to drop your business card in the hat! The drawings at each Business After Hours will determine next month’s Member Spotlight.

This is another free benefit of your Chamber membership and a great way for your business to earn recognition and exposure.
Only One Month Away Until Our Annual Membership Campaign

September is membership month and we are expecting a terrific turnout throughout the month at our membership recruitment events. If you haven’t had a chance to get involved, we encourage you to contact the Chamber to learn more about how your support throughout the month will directly affect membership growth and the Chamber’s success in the upcoming year.

Membership Month will kick off at our Business After Hours, Wednesday, September 4th at Penn Oaks Golf Club. This is the only afterhours that we open to non-members; offering them the opportunity to attend a Chamber networking event, connect with members and learn more about the benefits of membership. Last year our kickoff party was a huge success and we were turning away people at the door. This year we are expecting over a hundred businesses to attend. If you know a non-member that would be interested in learning more about the Chamber, we encourage you to extend an invitation to our complimentary Business After Hours. If your guest decides to join, they can do so at the event and receive additional new member incentives as a thank you for their support.

To register you and your guest please contact the Chamber today!

Can’t make it to the Business After Hours?

There are other ways to get involved. September 17th, 18th and 19th we will be hosting our three day VIP Open House. These luncheons are open to the business public and are designed to encourage non-members to come out and meet the Chamber, connect with businesses, and learn more about membership opportunities. Similar to our Prospect Lunches, if a business joins at the VIP Open House, they will receive additional incentives as a thank you for their investment. Members are encouraged to bring a guest (VIP) to these events to increase our recruitment efforts. All new members and member volunteers receive additional rewards and recognition as a thank you for their support. Please contact the Chamber to register today.

Sponsorship opportunities are still available for these events. To learn more about these tremendous networking, sponsorship and volunteer opportunities, contact the Chamber for more details. We need your help to grow the Chamber in 2013 and are excited for what is looking to be a successful month at the Chamber!

Nominations Sought for Annual Dinner Awards

We are currently accepting nominations for two awards that are presented at the Chamber’s Annual Dinner in October. Annually we consider a CEO/Executive of the Year Award and a Citizen of the Year Award.

The CEO/Executive of the Year nominee should show steadfast leadership to their company and the community and examples should be provided of significant impacts that have made in the past year. This can be awarded to a c-level executive leader in a company and the company must be a member of the Chamber in good standing.

The Citizen of the Year is awarded to someone who has taken on a community initiative or has had a major impact on their industry though professional and community involvement.

A selection committee will review the nominations and announce the recipient(s) in late August. For an application form, contact Danielle Vetter at dvetter@cccbi.org. Deadline for nominations is August 14, 2013.
Do you need to hold a meeting away from the office?

The Chester County Chamber’s boardroom and executive boardroom are officially open for your business. Our facilities are located in the midst of historic Chester County, offering a pleasant venue for any event, and conveniently located near the 202 corridor. It is the perfect spot for your company’s off-site needs. Reasonable rates are offered for members, non-members, and non-profit organizations.

Please call Joan Crouse at 610-725-9100 for more information.

For all of your presentation needs, we offer reliable advanced technology equipment and resources. Ranging from essential items, such as meeting aids to state-of-the-art video conferencing capabilities, our equipment allows you to conduct your business easily.

- Meeting Aids
- Flip chart (with pad) and White Board
- Easel
- Audio Visual Equipment
- Overhead Projector
- TV/ VCR
- DVD/CD Player
- Wireless
- Closed Circuit TV
- Teleconferencing
- Video Conferencing
- NEC Screens
- 61” Plasma Screen (Board Room)
- 42” Plasma Screen (Executive Board Room)
- Phone Line

1600 Paoli Pike, Malvern, PA 19355
p 610-725-9100 • www.cccbi.org
Meet Your Board

**Officers**
Chairperson of the Board, **Michael DeHaven**, CPA
Rainer & Company, Certified Public Accountants

Chairperson Elect, **Joel Frank**, Esq.
Lamb McErlane, PC

First Vice-Chairperson, **Timmy T. Nelson**, UPS

Treasurer, **Ken Goddu**, Fulton Bank

Immediate Past Chairperson, **Brian DiSabatino**, EDI Construction

Foundation Chairperson, **Joe Viscuso, PE, LS**
Pennoni Associates, Inc.

**Vice Chairpersons**

Business Development Division
**Kristen LaDow**, M&T Bank

Membership Development Division
**Kevin Morgan**, Blue Moon Florist

Public Policy Division
**Timmy T. Nelson**, UPS

Special Events Division
**Louis Kupperman, Esq.**, Obermayer Rebmann Maxwell & Hippel, LLP

Strategic Planning Division
**Bill Belknap**, aEoNRG, LLC

**Directors**

- **Theodore J. Delgaizo**, Mainline Engineering, Inc.
- **Michael Fili**, Aqua
- **Thomas Filippino**, 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**, Reger Rizzo & Darnall, LLP
- **Blake Krapf**, Krapf Bus Companies
- **Dale Krapf**, Krapf Bus Companies

- **James Lee**, Wawa, Inc.
- **Stacy Martin**, The Hankin Group
- **Albert Melfi Jr.**, DNB First
- **David Moser***, DFT, Inc.
- **Mark Pavlovich**, West Chester University
- **William Simkiss**, The Simkiss Companies
- **Gary Smith**, Chester County Economic Development Council
- **Greg Thomas**, PharmMarket Consulting

*Director Emeritus/Past Chairman of the Board

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**Chamber Staff**

*Your Business is Our Business*

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  nkeefer@cccbi.org

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