Last Call For The Golf Classic

On Tuesday, August 18, join us at the exclusive Applebrook Golf Club for the 2015 Penn Liberty Bank - Chester County Chamber Golf Classic.

Event Agenda:
11:00 a.m. – Registration
12:00 p.m. – Cookout Lunch
1:00 p.m. – Shotgun Start
6:00 p.m. – Cocktails, Awards Presentation, Dinner

Limited tickets remain.

Individual Golfer: $500
Registration includes: Lunch, Greens and Caddie Fees, Awards, Cocktails and Dinner

Birdie Sponsor: $2,500
Registration includes: Golf Foursome & Tee Sign on Course

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

Tee Sponsors:
Lamb McErlane, PC, Stradley Ronon Stevens & Young, LLP

Closest to the Pin Sponsor:
Littler Mendelson P.C.

Longest Drive Sponsor:
Krapf Bus Companies

Questions? Contact Danielle Vetter 610-725-9100

Hope to see you there!!
**August Events**

### Wednesday, August 5
**Business After Hours**  
Faunbrook Bed & Breakfast  
5:30 pm - 7:30 pm  
[Register Here](#)  

Free Chamber members with early bird registration

### Tuesday, August 11
**Summer Golf League**  
Penn Oaks Golf Club  
5:00 pm  
Contact Matt Johnson to register

### Wednesday, August 12
**CCCBI Summer Lunch Series:**  
Let's Do Lunch  
CCCBI Headquarters  
12:00 pm - 1:00 pm  
[Register Here](#)  

$20 for members

Casual lunch while connecting with some of Chester County’s top professionals

### Thursday, August 13
**Emerging Leaders:**  
Return to your Recess Days  
ACAC Fitness & Wellness Center  
6:30 am - 8:00 pm  
[Register Here](#)  

$10 for Emerging Leaders  
$20 for non-members

### Tuesday, August 18
**2015 Penn Liberty Bank - Chester County Chamber Golf Classic**  
Applebrook Golf Club  
11:00 am registration  
1:00 pm shotgun start  
[Register Here](#)  

Presented by:

### Wednesday, August 26
**Nonprofit Roundtable**  
CCCBI Headquarters  
7:30 am - 9:00 am  
Contact Julia Taylor to register  

Executives from Leadership Chester County, the Chester County Community Foundation, United Way of Chester County, Brandywine Health Foundation, and West Chester University will lead the discussion

### Wednesday, August 26
**Summer Golf League**  
Broad Run Golfers Club  
5:00 pm  
Contact Matt Johnson to register
September Events

<table>
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<tr>
<th>Tuesday, September 1</th>
<th>Wednesday, September 9</th>
<th>Thursday, September 10</th>
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| **Roundtable with Pennsylvania State Rep Mike Turzai**  
Vanguard  
8:00 am - 9:30 am  
Contact Danielle Vetter to register for this event | **Business After Hours**  
Hilton Garden Inn  
Exton / West Chester  
5:30 pm - 7:30 pm  
Register Here | **2015 Marcellus Shale Bus Tour**  
Travels to...  
Sunoco Logistics, Monroe Energy, and Braskem  
Marcus Hook, PA  
7:30 am  
Contact Danielle Vetter to register for this event  
Bus departs from CCCBI Headquarters at 7:30 am |

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<th>Tuesday, September 29</th>
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| **Women’s Professional Development Conference**  
QVC, Inc  
8:00 am - 1:30 pm  
Register Here |
| Kick-off Comments by Tracy Davidson  
Anchor, NBC10 News Today |

**CHAMBER NEWS!**

After two and a half years with the CCCBI, Patrick Hayakawa has taken a new job with CCCBI member and partner—Pennsylvania Bio. Patrick was hired in March 2013 as the Small Business Program Manager and in April 2014 was appointed to the position of Director of Membership Sales.

We would like to wish Patrick good luck at PA Bio and thank him for everything he's done over the past two and a half years. We look forward to working with him and the staff at PA Bio.

*If you or someone you know is interested in the Director of Membership Sales position, please contact CCCBI VP Marianne Martelli to learn more.*
The Third Annual Conference hosted by our Women Influencing Business Committee. This event is designed to enhance the skills of professionals at any level— including three separate sessions.

A glance into this year’s program:

**Kick-off Comments**
Tracy Davidson, Anchor, NBC10 News Today

**Get Over Yourself: Owning & Growing your Emotional Intelligence**
Deana Travetti, Senior Director Customer Experience, Comcast Spotlight

**Know Your Worth: Salary Negotiation with Confidence**
Kenya Jacobs, Compensation Manager at Thomas Jefferson University Hospital

**Modern Day Mentoring**
Speaker TBA

**Register today!**
**Tickets are LIMITED!**

Tickets include: admittance to event, continental breakfast, goodie bag, tour of QVC, and networking lunch.

Brand your business name with this event and the audience - [2015 Sponsorship Opportunities](#)

**Event Details:**
Tuesday, September 29, 2015
8:00 am– 1:30 pm
QVC Inc, Studio Park

**Individual tickets:**
Chamber Members: $70
Non-Members: $90

**Host Sponsor:**
![QVC Logo]
Welcoming the Chamber’s Newest Members
Members Joined in July 2015

**Thorncroft**
Sallie Dixon
610-644-1963

**AssuranceMD**
Andy Rumford
610-361-8110

**Friends Association for Care & Protection of Children**
Jack Luke
610-431-3598

**Family Service of Chester County**
Burroughs Mack
610-696-4900

**West Chester Food Tours**
Travis Bergwall
484-301-2396

**The MPC Group**
Chuck Mooney
610-517-2813

**Pacer Industries**
Joseph Moran
610-383-4200

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**Marcellus Shale Bus Tour**
Sunoco Logistics, Monroe Energy, and Braskem
Marcus Hook, PA

CCCBI hosts a Marcellus Shale Bus Tour on Thursday, September 10. The day will feature informational sessions, tours of each location and networking opportunities.

Registration includes bus transportation from CCCBI Headquarters and back, breakfast and lunch.

Agenda and registration information will be posted shortly.
To be added to the interest list, please contact Danielle Vetter. Limited seating on the bus!
Don’t Let the PA Budget Hurt Our Businesses or our Schools

The next State budget will have a great impact on Chester County. There are two important issues where Harrisburg needs to hear from us: Fix the pension crisis. And, don't raise the sales tax. We ask our businesses and families to demand common sense and fiscal sanity.

Pension reform is essential. No serious discussion of this year's budget or future budgets can ignore the pension crisis. It's not a mere problem. It's a crisis.

We cannot fund the state-employee defined-benefit pension program. Period. We are already $40 billion in debt: money we don't have to pay benefits we ought not ever continued to offer. That's our money—not spent on schools, roads; or, tax cuts for families.

We are unaware of any Chamber member who offers a defined benefit program to new employees. Harrisburg's increasing, ongoing debt creates budget shortfalls and tax-headaches for us, our children and grandchildren. That the Commonwealth continues to offer defined-benefit plans to brand new employees is unconscionable.

Let's fix this, Harrisburg: All newly-hired commonwealth employees must go into a defined-contribution plan. For existing employees, everything they've worked for under current contracts ought to be honored. But, going forward, all future work benefits must be in a defined-contribution plan.

And, hang on to your wallets: Now they want to change how they fund public education; the mix of property, income and sales tax dollars—and, what the new rates ought to be. As business leaders—and, as parents and grandparents—we are struck that debates about public education only talk about dollars "needed" or dollar "expenditure rankings." Yet, stunningly, there is rarely a discussion of effectiveness: How are our children performing? Are our schools working? Talking about spending more money without talking about results is ineffective at best and misguided at worst.

And, don't raise the Sales Tax. We border Delaware—“Home of tax-free shopping.” Our businesses are already at a distinct disadvantage. Raising the sales tax—or expanding its scope—will harm our businesses, especially small businesses. Imagine a business in West Chester or Kennett Square paying more for supplies—and, losing customers to Delaware competitors. A double-hardship.

We are also deeply troubled that the Administration plans to re-distribute state education funding, decreasing it for 13 of 14 of Chester County’s school districts. Every Chesco school district but one loses state funding: How is that helpful for our County? How will that keep future property taxes from rising?

Tell Harrisburg to follow two common-sense principles: Fix the pension crisis. Don’t raise ours sales tax. (And, P.S. Get out of the liquor business!)

We deeply appreciate our civic responsibility and understand the need to pay taxes for necessary and important programs. But, taking dollars away from job-creators and families—and our schools—is neither responsible nor smart-business—nor necessary. Let Harrisburg hear from us today. Contact our Chamber if you need more information: www.cccbi.org

Guy Ciarrocchi, Esq.
President & CEO of the Chester County Chamber of Business and Industry.
Contact Guy: Guy@CCCBI.org
Ask anyone in Chester County what AmerisourceBergen does and the most likely response is either a blank stare or a hopeless, ‘not a clue.’

You would think being Chester County’s and the Delaware Valley’s highest ranked Fortune 500 company, AmerisourceBergen would be household name or having higher annual sales than Fannie Mae, Costco, and Hewlett-Packard would bring the Chesterbrook-based healthcare behemoth a little hometown notoriety.

At the end of the day, all AmerisourceBergen does is distribute drugs, healthcare supplies and medical equipment distribution and related services to hospitals, long-term care facilities, and pharmacies throughout North America and 50 nations around the world.

Here are the facts:

- AmerisourceBergen’s $119,569 billion in 2014 sales, an increase of 34 percent over the prior year, catapulted the company 12 slots to the 16th position on Fortune magazine’s Fortune 500 list. Walgreens, which owns 10 percent of AmerisourceBergen, and Express Scripts were AmerisourceBergen’s largest customers accounting for 28% and 18% respectively of AmerisourceBergen’s 2014 revenue.

- AmerisourceBergen has two operating segments; AmerisourceBergen Drug Corporation (“ABDC”) and AmerisourceBergen Specialty Group (“ABSG”). ABDC distributes a brand-name and generic pharmaceuticals, healthcare products, and home healthcare supplies to a wide variety of healthcare providers, including acute care hospitals and health systems, pharmacies, medical clinics, long-term care. ABSG provides pharmaceutical distribution and other services to physicians who specialize in a variety of disease states, especially oncology, and to other healthcare providers, including hospitals and dialysis clinics.

- In February of 2015 AmerisourceBergen acquired MWI, a leading animal health distribution company in the United States and the United Kingdom for $2.6 billion. Wall Street viewed AmerisourceBergen’s acquisition of MWI as a net positive. From Fortune Magazine, “U.S. veterinary spending on pets has grown at about 6% per year over the past seven years—and it's an industry that isn't privy to government pricing pressure.”

- An aging population, the number of individuals, age 65 and over in the United States is expected to exceed 50 million by 2018, new drug treatments and evolving government regulations will drive AmerisourceBergen growth over the next decade.

- Of AmerisourceBergen’s 14,000 global employees, approximately 950 work in the company’s Chesterbrook and Conshohocken headquarter facilities.

Next time some asks you to name Chester County’s largest company, you’ll know its AmerisourceBergen and you’ll know what they do.
CCCBI’s Annual Dinner
Registration Open

The Chester County Chamber of Business & Industry’s Annual Dinner draws together business and community leaders to celebrate the Chamber’s successes of the past year, looks ahead at the future plans of the organization and recognizes the change of leadership within the Board of Directors.

Each year we recognize the Executive of the Year, awarded to an executive of a company who has had a significant, positive impact or who has shown steadfast leadership to their company and the community on an ongoing basis. The 2015 award is being given to AQUA America’s Nick DeBenedictis.

Register today!

Individual Tickets
Tickets include admittance to event, dinner stations and open bar
CCCBI Members: $175/ per person
Non-Members: $250/ per person

Thursday, November 12, 2015
6:00 pm - 10:00 pm
Longwood Gardens
1001 Conservatory Rd.
Kennett Square, PA 19348

Sponsorship Opportunities are available.
Advertising Opportunities are available.

Honoring AQUA America’s
Nick DeBenedictis

We welcome our new Chair, Kim Brumbaugh, while thanking Joel Frank for all his hard work over the past two years as the Chairman of the board.
5 Reasons to Sponsor the 2015 Annual Dinner

On November 12, at Longwood Gardens, AQUA America’s Nick DeBenedictis will be presented the 2015 Executive of the Year Award by the Chester County Chamber of Business & Industry. We are projecting that this will be our largest Annual Dinner to date.

Don’t miss the opportunity to brand your business with this event:

1. Gain competitive edge- associate your business with the largest companies in the area.
2. Put your business in the spotlight- with opportunities including program advertisements, exposure on CCCBI website, logo on invitations, and recognition at the event.
3. Form new business contacts. Not only do sponsorships include tickets, giving you the opportunity to meet and mingle at the event, but sponsors also receive list of all attendees.
4. Impress your guests. Use your sponsorship tickets to invite clients or thank staff members. This event is truly the best of the best!
5. Support the Chester County Chamber. Your support determines our success. Help us achieve our goals to kick-off our fiscal year.

This year’s opportunities:

Questions? Contact Danielle Vetter

Membership Sales Director Position

The Chester County Chamber of Business & Industry is seeking a highly motivated, self-starter for the position of full time Membership Sales Director. Previous chamber experience is a plus but not necessary.

We are a small staff with a large and growing membership. The Chamber's mission is to Advocate, Educate and Engage regional businesses, organizations and elected officials. Our goal is to substantially grow our membership.

The successful candidate will be responsible for the recruitment of new members to the Chamber, through the development of a plan of messaging, materials, and sales in multiple avenues, including personal outreach.

Major Responsibilities:
• Responsible for new membership sales — Minimum Goals as stated in the annual budget
• Plan, coordinate and implement all details of an annual major membership campaign(s).
• Organize, plan and execute new member orientation events, quarterly or as approved.
• Work in conjunction with other staff to ensure a seamless plan of action for the retention of members after the initial sale.

Interested applicants should send cover letter and resume to Marianne Martelli
LOOKING FOR A WAY TO HAVE FUN AND BUILD A STRONGER TEAM WHILE SUPPORTING THE COMMUNITY?

United Way of Chester County invites you to participate in the 2015 Campaign and join hundreds of other businesses making Chester County a better place to live and work.

WHY UNITED WAY?

- **Connect With Your Community**  Consumers trust a company that is involved in their community, and your employees may benefit from services provided by United Way funded programs.

- **Staff and Organizational Development**  Working with United Way provides employee growth opportunities and builds teamwork.

- **Employee Satisfaction**  Supporting United Way is fun and lets employees know that their employer cares, boosting morale.

- **Results**  United Way provides the most efficient and effective way to make a difference in your community.

- **Workplace Campaigns**  Fun, morale-building activities provide your entire staff an easy way to give back to their community.

Join the United Way of Chester County Team and Start a Workplace Campaign Today!

www.LiveUnitedChesterCounty.org

Contact Chris Saello, Senior Vice President, at chris.saello@unitedwaychestercounty.org or call 610-429-9400 for more information.

GREAT THINGS HAPPEN WHEN WE LIVE UNITED

NUCLEUM ACCOUNTING AND CONSULTING

"Helping Businesses Master the Science of Accounting"

Priscila Santos
Certified Public Accountant
www.NucleumAccounting.us
Phone: (484) 482-1196

Drive Your Company’s Profits by Hiring Star Employees at My Job Fair!

Friday, Aug. 28
10 a.m. to 2 p.m.
Parkesburg Victory Brewing Co.
3129 Lower Valley Road, Parkesburg, PA 19365

I’m hosting a job fair to connect qualified, skilled job seekers with employers who would like to fill available positions. Please contact my Downingtown office at (610) 269-1289 to indicate your interest.

RepLewis.com
facebook.com/RepHarryLewis
Click here to read this great article
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- Brian DiSabatino*, EDiS Construction
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- Blake Krapf, Krapf Bus Companies
- Dale Krapf*, Krapf Bus Companies
- Louis Kupperman, Esq., Obermayer, Rebmann, Maxwell, & Hippel, LLP
- Jim Lucas, Vistage Brandywine Valley
- Albert Melfi Jr.*, DNB First
- Margarita Mirkil, Coloma Consulting
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- Anthony Morris, Esq., Buckley, Brion, McGuire, & Morris
- David Moser*, DFT, Inc.
- Alan P. Novak, Esq, Novak Strategic Advisors
- Kevin O'Brien, The Chester County Hospital
- Mark Pavlovich, West Chester University
- Frances Sheehan, Brandywine Health Foundation
- William Simkiss, The Simkiss Companies
- Gary Smith, Chester County Economic Development Council
- Julie Sommese, Univeest Bank and Trust Co.
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Your Business is Our Business

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