Chamber to Hire Government Consultant

In an effort to better communicate the advocacy efforts of the Chamber, we are looking to hire a Government Consultant. This independent contractor position will assist the Chamber in monitoring and tracking important legislation at the local, State and Federal level on issues that directly impact businesses in our region. Most importantly this position will focus on communicating with the business community on public policy issues and the important role that advocacy plays, through more effective and timely communications.

Chamber President & CEO, Nancy Keefer stated that “during our accreditation process it was noted that we should strive to have a person specifically focused on our advocacy efforts when financially feasible in the future. As the “chamber of influence” we have worked hard over the past two years to focus our efforts and re-align our budget to accommodate this contracted position.”

A request for proposal has been drafted and can be obtained by emailing Keefer at nkeefer@cccbi.org. It is anticipated that this new contract will start in the beginning of 2013.

Chamber Board Approved Legislative Priorities for 2013

At the November meeting of the Board of Directors, the Legislative Priorities for 2013 was approved. Presented by Timmy Nelson, UPS, Chair of the Government Affairs Committee (GAC), the priority issues were presented as determined by the GAC.

While it was important to note that the list is not everything the Chamber’s GAC would be monitoring, these particular issues would garner additional time and resources as needed. Broad areas included Governmental Reforms; Transportation & Infrastructure; Tax Reform; Pension Reform; Healthcare; Workforce and Education; and Lawsuit Abuse and Reform.

Nelson explained that “we pay special attention to legislation that will have a positive impact on our business climate resulting in increased jobs and an improved economy.” For a one-page explanation of these priorities, visit the Chamber’s Website.
From the President
From my desk to yours...

The election is over…now we can focus back on the important issues facing our Country and specifically our economy. If I can be honest, I have been watching the Fiscal Cliff countdown, thinking there is no way that our elected leaders will allow this to happen. But, as we get closer to the end of the year I am squirming in my chair a little more, playing closer attention to the dialogue on this issue and hoping that everyone finds a way to compromise that is best for our economic future. Yes, I am biased, I want what’s best for business as I truly believe that without successful businesses creating jobs our Country is in deep trouble.

It is estimated that the expiration of the Bush-era tax cuts and spending cuts, mainly through sequestration, will result in $22 billion coming from the taxpayers pocket in Pennsylvania. Obviously, this is worse case scenario as it is expected that there will need to be compromise on both sides to stop this impending financial disaster. Failure to act on this by year-end will result in the largest tax increase in our history. Something our struggling economy can not with-stand. This conversation begs a longer-term solution on tax reform and spending cuts that are sustainable into the future.

So, we are trying to make it simple for you to communicate with the officials you elect. If you click here, you will be directed to our advocacy center. There is a letter already drafted for you to send. When you sign in with your home address at the bottom of the screen, this is important because this qualifies you as a voter to the officials you will be communicating with, all you need to do is add your name to the signature box and hit submit. Your email will be sent to the elected congressional and senate officials in Washington that you have voted into office. Do pre-drafted letters work?....yes, with our system, because you are a constituent of the person you are communicating with on this issue. Although, you can also edit the message if you want to add a personal comment or format the letter to your writing style. We are asking that you add your voice to those from across the Nation in communicating this to our elected officials.

As I listened to Dr. Terry Madonna speak at our event at the end of November about this issue, he commented that if there is no deal on entitlement reform and no deal on taxing the top 1%, we will just be putting off a serious long-term problem. In my very humble opinion, something that we cannot afford to test to see how it all plays out. Compromise is the key word....
To Tweet or Not To Tweet?

Would Twitter be useful to your company?
What are the benefits of Twitter?
Why should you be using it?
How do you attain followers and spread your message?

Answers to these questions and more!
Join the Women-In-Business Committee as host a panel of “Twitter Professionals”
Shayna M. Beck, Head of Social Media
The Vanguard Group
Katie Decker, Events/ Sponsorship Manager
DNB First
Kaela Mast, Director of Marketing
Doc Magrogan’s Oyster House and Harvest
Moderated by Garett Otterbein, Branding Specialist
The nGage Company

Event Information:
Date: Tuesday, December 11, 2012 11:30 am- 1:00 pm
Location: Chester County Chamber
Price: $30 member cost; $40 non-member cost
Click Here to register

Tips for Event:
If you haven’t already, open a Twitter account for your Company; Bring your Smartphone or laptop to start developing an audience at this event; Write down any questions you might have; or bring your own tips and tricks!

The Women-in-Business Committee is always looking for new members. Contact Danielle Vetter to learn more about this dynamic group at the Chamber.

Help us Celebrate Small Business

The Chester County Chamber is preparing to host one of our most popular events: The Small Business Dinner. This event allows us the chance to honor two special award recipients.

The Small Business of the Year Award goes to a local business that is active within the community. This business is known for its leadership and growth within its industry.

The Green Business Award recognizes a business that uses natural resources in an efficient and sustainable manner. Past winners have consistently shown that their practices represent substantial cost savings as well as environmental benefits.

Show your support for Small Businesses in Chester County by sponsoring, attending or advertising at this event!

Sponsorships, Corporate Tables, and Advertising are available. Don’t miss the opportunity to showcase your business! Contact Danielle Vetter for more information.

Individual Tickets
Member Pricing: $90.00
Non-Member Pricing: $110.00
Building relationships and better bottom lines.

At DNB First, we understand how important businesses are to strengthening our community, and we're committed to helping you succeed. For more than 150 years, we've been here to support businesses of all sizes with –

- A wide range of lending solutions
- A full array of products and services
- Local, experienced business bankers and wealth management advisors
- Decisions made locally

The bottom line? We’re here to help you build your business.

484-691-DNB1 DNBfirst.com Member FDIC

Business-After-Hours – Winter Alert!

Winter is here and stores and businesses are buzzing with frantic consumers looking for deals, thrills and networking?? What’s a holiday without a little warm networking and card exchange? This month we are pleased to partner with the Sheraton Great Valley Hotel for our December Business After Hours networking and holiday celebration.

As we closeout the 2012 calendar year, we want to extend a spirited thanks to all of you that have made our season bright. Your support for the Chester County Chamber of Business & Industry has enabled us to host some great Business After Hours and networking events throughout the year. Oh, and let’s not forget our committee members and volunteers—without you the events would lack that magic so often mentioned after each one.

This holiday season experience the charm of a traditional country inn with modern features and amenities all at the Sheraton Great Valley Hotel in Frazer, PA. Join us for our traditional monthly gathering, end of the year reflections, and Business 2 Business networking. We welcome all new members, committee and board members, and future members. This holiday season bring a friend. Please register early. We look forward to seeing you at Sheraton Great Valley Hotel.

Event Info
When: Wednesday, December 5, 2012
Time: 5:30pm - 7:30pm
Where: Sheraton Great Valley Hotel
707 E. Lancaster Ave.
Frazer, PA 19355

And if you happen to miss the December Business After Hours what better way to kick off the New Year with a Business After Hours event hosted by The Historic General Warren Inne in Malvern on January 9, 2013. Go to our event calendar for more details.

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 our e-brief publication giving your company added exposure to our membership.

The Winner for December is:
Springhouse at Brandywine
The New Year is right around the corner and now is the time for a fresh start. Committees are the working arm of our organization, and the Chamber would not succeed without the energy and efforts that are put forth by our member volunteers. Every year each committee sits down to outline their program of work for the upcoming months. While each group has a consistent focus and message, they are always looking for new members and fresh ideas. Below is a brief summary of each committee, including a few of these ideas. Some of their programs and events are set each year; others are still in the early stages of development. Regardless, here is a chance for you to learn more about some of the great programs and benefits available to you in 2013. If something sparks your interest, we encourage you to reach out to the staff contact for more information on how to get involved with their committee.

The **Government Affairs Committee** recommends public policy statements to the board and tracks legislation at the state, federal and local levels of government. This committee conducts candidate interviews and processes the legislative endorsement process. **Committee members are appointed by the Chairman of the Board.** Currently, this committee is full. There is an attendance policy so as members rotate off, positions will become available. Meetings are conducted the first Thursday of every month from 7:30 a.m. to 8:30 a.m. at The Chamber. For more information or to be placed on a waitlist contact Nancy Keefer at nkeefer@cccbi.org.

The **Government Affairs Special Interest Group** receives updates on legislation, special invitations to conference calls on legislative issues, and additional communications on legislative issues. This group is open to any member in good standing. An email address is needed for communicating upcoming events and group notifications. There are no regular meetings of this group. Contact Nancy Keefer at nkeefer@cccbi.org for more information.

The **Membership Ambassador Committee** is responsible for coordinating membership and retention functions for the Chamber. Ambassadors focus on the needs of our members, emphasizing the benefits of membership and enhancing the overall experience for all members. This committee monitors membership activities, hosts new member receptions, organizes the annual membership drive and assists the Chamber staff and board with member recruitment and retention. They also work on creating or enhancing new member benefits to better assist the membership's needs. Meetings are conducted the third Thursday of every month from 1:15 p.m. to 2:00 p.m. at The Chamber. Contact Lauren Magee at imagee@cccbi.org for more information.

The **Small Business Advisory Group's** goal is to promote growth, profitability and recognition of small businesses in the community. The group organizes educational programs and special events throughout the year, focusing on the needs and interests of these businesses. This group assists in nominating and honoring a Small Business of the Year at the Annual Small Business Dinner in January. Two new programs to keep an eye out for are **First Connection**, a breakfast networking series that will be launched in early 2013, and **CCCBI In The Loop (ITL)**, a business roundtable series designed to provide business owners, managers and executives the opportunity to address industries most pressing challenges and recognize workplace achievements. They will also be examining business issues, trends, best practices, and problem solving, providing helpful feedback for immediate impact. If you are interested in getting involved with this dynamic group, contact James Logan at ilogan@cccbi.org for more information. They meet monthly at 8:30 a.m. at The Chamber.

The **Communications Task Force** is currently looking for member volunteers in 2013. Historically, this group focused on streamlining and enhancing member's networking capabilities; aiming to increase member's involvement through the Chamber’s technology, social media, and marketing efforts. Individuals with either a personal or professional interest in these fields are encouraged to get involved. Interested in learning more about this group and bringing fresh ideas to future programs? Contact Lisa Schuhl at lmschuhl@cccbi.org for more information.

The **Women-in-Business Committee** is looking forward to continuing with traditions as well as implementing new ideas in 2013. Our inspiring Annual WIB Dinner held in April, honors our Female Business Leader of the Year. Know a Business Woman who has achieved professional success, gives back to the community, and stands as an advocate for other women? Nominate her for this award. We will continue with the popular **Wine & Wisdom Series** in the summer. Finally, the committee is excited for the new project they are working on - a Women’s Leadership Conference. Now is a great time to get involved. Contact Danielle Vetter at dvetter@cccbi.org for more info. Meetings are conducted the first Thursday of every month from 8:00 a.m. to 9:00 a.m. at The Chamber.

The **Youth Leadership Committee** focuses on creating business educational opportunities for Junior and Senior Chester County High School students through the Youth Leadership Program. The committee supports the implementation of the program's agenda. This is a committee under the Chester County Chamber's Foundation. Meetings are conducted the second Friday of every month from 8:00 a.m. to 9:00 a.m. at The Chamber. Contact Marianne Martelli at mmartelli@cccbi.org for more information.

The **Emerging Leaders Committee** strives to offer enthusiastic business professionals the opportunity to develop personally and professionally through networking opportunities, workshops and volunteerism. Some of our events include CEO's Unplugged and After-Hour Events, along with other various functions throughout the year. Contact James Logan at ilogan@cccbi.org for more info.

The **Foundation Auction Committee** meets throughout the year to plan and organize the Foundation’s premier event of the year, their **Spring Auction Gala**. The money raised goes to providing scholarships for Chester County students and to future efforts of the Foundation. Contact Marianne Martelli at mmartelli@cccbi.org for more information on this fantastic event.

Is golf one of your specialties? Join the CCCBI Golf Task Force. The group helps plan and organize our Annual Golf events including the Annual Golf Outing and the popular Golf League. Bring your expertise to the table and share ideas and connections with us! Contact Danielle Vetter at dvetter@cccbi.org for more info.
Name: Sassan S. Hejazi, Ph.D.
Title: Director
Company: Kreischer Miller

50 Word description of company: Kreischer Miller is a locally owned accounting and business advisory firm. Kreischer Miller’s 200 plus professionals have been assisting over one thousand middle market businesses and nonprofits in the region grow and prosper since 1975. Kreischer Miller’s services range from traditional accounting, audit and tax services to business advisory, executive search and technology solutions.

What is the best leadership/management tip you have received?
Hire the best, empower them and help them grow.

If you were not in the position you currently hold, what would you be doing?
Write fiction!

What is the one thing that you are willing to share that one might not know about you?
Like to keep a balance, nice to do it all, just don’t get carried away.

What is your favorite quote?
Joint Leadership Reception

Chester County Chamber of Business and Industry, Downingtown-Thorndale Regional Chamber of Commerce, Exton Region Chamber of Commerce, Greater West Chester Chamber of Commerce, Phoenixville Regional Chamber of Commerce, Southern Chester County Chamber of Commerce, Western Chester County Chamber of Commerce hosted a Joint Leadership Reception for all Chamber Board members.

Post Election Breakfast

Chamber President Nancy Keefer & Chairman of the Board, Mike DeHaven greet Dr. Madonna

Emerging Leaders Habitat for Humanity

Members of the Emerging Leaders Group lend a hammer and hand to support the local Habitat for Humanity.

Mega Mixer

Members from Sam’s Club and The Historic General Warren Inne were just a few exhibitors at our Joint Chamber Mega Mixer and Business Expo.

Art of Business Speaking

West Chester University Communications Professor, Dr. J Sawyer gave a presentation on public speaking presented by the Women-in-Business Committee.

On The Scene...

view, like and share our photos on our Facebook page!

Dr. Madonna presents Post-Election 2012: Politics, Policies and Personalities.
Companies often struggle to identify which types of marketing programs will best drive sales. The result is inefficiency and wasted investment. The Brand Conversion Pyramid, a simple, powerful tool, helps companies focus their marketing investment.

The Brand Conversion Pyramid visually presents the step-by-step flow of customers as they move from simply being aware of a brand to becoming a loyal user. Each decision the customer makes is a separate step on the pyramid.

Each step on the pyramid is quantified as to what percentage of the total market has reached this level:

- **Awareness** – among the total market, those that have heard of your brand.
- **Consideration** – Having heard of your brand, those that would at least consider your brand.
- **Trial** – Those that have then made a purchase.
- **Repeat** – Of those that tried, what percent have come back to purchase again.
- **Loyalty** – These loyal customers choose your brand over others on a consistent basis.

The measurements at each pyramid step are determined using a combination of market data and research. B2B businesses may survey potential customers, pinpointing opportunities to improve product offerings and selling approach. Opportunities are determined by looking for significant drop-off points. While sampling can increase trial, awareness may take outreach advertising and repeat purchase may need reward programs.

Marketing initiatives should target only one or two steps of the pyramid. Activities that generate brand awareness are very different than those designed to stimulate a repeat purchase, for example. Tactics to improve performance will differ greatly depending upon the level at which there is concern.

The brand or business can then maximize the impact of marketing and sales programs by focusing them at the right levels on the pyramid. Focused investment yields better results at a lower cost.

*Bob Clark is the President of 24K Marketing LLC, a marketing consulting firm that helps businesses of all sizes find growth opportunities. He is also adjunct marketing professor at Drexel University MBA program. He can be reached at bob.clark@24Kmarketing.com or 610-594-1719.*
Here at the Chamber we are always looking for new ways to grow our membership. Without the strength and input from our members, we are unable to address their business needs or provide programming that is relevant and beneficial to Chester County business. While new members come in each day, we often forget to look to our own members for recommendations on the businesses that they feel would benefit from membership. With a New Year right around the corner, why not help us spread the Chamber’s mission. Is there a business that you know of that would benefit from Chamber membership? Is there an industry in Chester County that you feel is not being represented through our organization? If so, please let us know. We want to hear from you; you are our best cheerleaders and as a member driven organization, we can only improve if our membership base continues to reflect the makeup of Chester County.

Throughout 2013 the Chamber will be hosting a series of **Prospective Member Orientation Luncheons** for businesses interested in learning more about Chamber membership. If you know of a business that is on the fence about joining, encourage them to register for one of these luncheons or contact a staff member to set up a meeting to sit down with them. The more businesses we connect with as an organization, the better we can serve you. In the meantime, below are a few key points about the CCCBI that you may or may not know about:

1. **As the Chamber of Influence** we advocate for the region’s business community on a local, state and federal level. Through our regional footprint and reach, we have the ear of our legislators and are effective in protecting free enterprise and a pro-business climate in Chester County.

2. **CCCBI is the largest Chamber in Chester County** representing over 900 businesses throughout the region. These businesses represent approximately 70,000 voices in Chester County. Chamber membership acts as a “good housekeeping seal” and can only strengthen the credibility and integrity of any business.

3. **CCCBI’s membership is made up of 70% small business and 30% large business.** The Chamber’s demographics are a direct reflection of the region’s businesses. This diversity allows us to offer programming to you that is relevant and invaluable to the entire business community.

4. The U.S. Chamber of Commerce awarded CCCBI a 4 Star Accreditation after evaluating their entire program of work. This rating is an indication of the Chamber’s commitment to continually provide effective programming for its members.

5. Looking to grow your business? With over 80 events a year, the CCCBI offers you unlimited opportunities to connect and build relationships with regional businesses.

6. All CCCBI members receive business listings in the online Membership Directory and **Chester County Magazine** annual print publication. This additional exposure helps increase traffic to your website, giving you a competitive advantage over non-members.

7. Chambers are a go to resource for regional information. The CCCBI receives hundreds of referrals for goods and services each month. The Chamber only refers its members and works with the membership when looking to do their business.

8. Access to exclusive discounts and savings programs through the Chamber allows our members to save money on a variety of goods and services. These programs are only available to Chamber members and can help save on your bottom line.

9. The CCCBI’s full time, professional staff acts as a “concierge” to your business; they work to ensure you are getting the most out of your membership throughout the year. The staff is a direct resource for you and can offer guidance and direction to help your business grow. Feel free to reach out to us at any time.

10. CCCBI membership will provide you the opportunity to brand your business with the Chamber through a variety of sponsorship, advertisement and marketing opportunities.

Visit our website to register or refer a non-member to attend our next **Prospective Member Orientation Luncheon** on **Thursday, December 20th** or contact Lauren Magee for more information. Every business that joins before December 31st will be included in the CCCBI’s **Chester County Magazine**, a regional publication and the Chamber’s annual print directory. Can’t join us on December 20th? The Chamber is opening its **Business After Hours** on **Wednesday, January 9th** to non-members for a one time opportunity to connect with the Chamber and learn more about membership. Members are encouraged to invite non-members to this networking event. Free for members and non-members; registration is required.

*Thank you again for your support of the CCCBI In 2012, we are looking forward to an exciting year and cannot wait to work with your business in 2013!*
Name: Jim Selken  
Title: Realtor  
Company: ERA Continental Reality

50 Word description of company: Full service real estate firm handling the five county area. Providing residential services and various commercial needs such as retail, office space, land development and property management.

Why did you join the Chester County Chamber of Business & Industry?  
CCCBI provides the best exposure for Chester County as well as state wide.

If you were not in the position you currently hold, what would you be doing?  
If I was not in real estate, my second choice would be to be back in Public Relations and Advertising.

What is the most important lesson you have learned in business?  
Integrity is not for sale.

Are there any other community activities that you (and / or your company) are involved in or are looking to get involved in?  
Big Brother Big Sister of Southern Pennsylvania. Friendship Williams Lodge 400 Masonic Temple.
Welcoming the Chamber’s Newest Members

Members Joined Between October 20, 2012 – November 30, 2012

Batten Strategic, LLC
Jim Shankweiler
(484) 368-9614

Dollar Financial Group
Bill Tyson
(484) 320-4092

Groundwater & Environmental Services Inc.
Tim Uhler
610.458.1077

BBD, LLP
Avis Rueger
(215) 405-6036

Florenza Food For Friends (F4)
Derek Fiorenza
(484) 467-7899

Take Charge Consultants, Inc.
Rosaria Hawkins, Ph.D.
(610) 380-0970

The Cedar Roof Company
James Gadsby
(610) 647-3099

Franklin Mint Federal Credit Union, Downingtown
Josh Oravis
(484) 593-5045

Wanner Associates
Alex Rahn
(717) 236-2050

Conestoga Bank
Jennifer Sandner
(610) 321-6900

Franklin Mint Federal Credit Union, Chaddsford
Beth Manley
(610) 558-7300

From your Chamber Professionals
The 2012 Presidential election will be remembered for several things; the first election where $2 billion was spent on the campaign for President, flawed polling raising false hopes for some and the re-election of a President presiding over a weak economy and mounting public debt.

In Pennsylvania, our vacillating designation as a swing state saw the campaign go from warm, to very cold, and then red hot for the final weeks. Truly, it is safe for you to turn on your TVs again. The campaign ads are gone until Chris Christie runs for re-election for NJ Governor next year.

The results locally saw Chester County narrowly swing back to the Republicans supplying around 1000 votes to Mitt Romney. The persistent weakness for Republicans in the suburbs and President Obama’s strong support and vote drive in Philadelphia delivered Pennsylvania’s 20 electoral votes for his re-election. The President’s overall majority shrank by 600,000 from 2008 to 2012 statewide and he scored 52% of the votes on Election Day. The maps below show the difference in the results:

Our analysis of the vote for President focuses on turnout. Approximately 8 million fewer people voted for the major party candidates in 2008 compared to 2012. In fact, the vote for President Obama and Governor Romney mirrored the result from 2004. Clearly, the voters disapproved of the results of President Obama’s first term but they were also not sold on the plans that Governor Romney was touting. Turnout is also a function of organization. The President’s campaign never let rust form on its much vaunted 2008 operations and the results prove that. On the other hand, Romney’s get out the vote technology failed on Election Day.

At the Congressional level, Congressmen Pat Meehan, Jim Gerlach, and Joe Pitts will be returning to a Republican majority in the House. Senator Bob Casey will join a stronger Democratic majority in the Senate. Democrats see gains in Harrisburg

Democratic candidates also swept the three statewide offices of Attorney General, Treasurer and Auditor General. Kathleen Kane made history as the first woman to be elected Attorney General and the first Democrat to win this office since it became an elected office in 1980.

Little will change in the State House and Senate. Republicans kept their majorities in both chambers. In the State Senate, the long ruling GOP caucus will have to work with a smaller edge and seek more votes from their Democratic colleagues. The Republicans saw three previously held seats switch on Election Day. The State House will see a divide of 111 Republicans to 92 Democrats. Chester County’s Becky Corbin won the open seat in the Downingtown area. All other incumbent House and Senate representatives won re-election. And in the recent leadership elections, Dominic Pileggi won the support of his colleagues to continue as Senate Majority Leader.

And now to the hard part – Governing

After all the record levels of spending and hard campaigning, real problems and challenges await our elected leaders. At the federal level there is the fiscal cliff and the continued development of the Affordable Care Act or Obama care. In Pennsylvania, we expect our legislature to turn its attention to the neglected infrastructure of our roads, highways, and mass transit. Renewed effort in education and a concerted effort to reign in the burgeoning cost of public employee pensions will take up legislative session days along with the usual state budget and other issues. There is a lot to do.

I am thankful that our Chamber makes this focus on government affairs so prominent. These problems need our voices and these leaders need our perspective and solutions. The election is over. Now the real work begins and it is no time for Chester County’s business leaders to turn away their attention.
### 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**,  
EDIS 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

**Carlo Borgia**, Wells Fargo Bank

**Susan Brandt**, Bentley Systems

**Michael Bray**, The Vanguard Group

**Kevin Broadhurst**, Comcast

**Kimberly Brumbaugh**, Brumbaugh Wealth Management

**Bryan Burklaw**, Brandywine Hospital

**Chad Byers**, Brandywine Mergers & Acquisitions

**Michael Chain**, Desmond Hotel & Conference Center

**Tommy Ciccarone, Jr.**, Parkway

**Thomas Chiomento**, Exelon Generation, LLC

**Theodore J. Delgalzo**, Mainline Engineering, Inc.

**Michael Fili**, Aqua

**Thomas Filippo**, 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**, Buckley, Brion, McGuire, Morris & Sommer, 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**, Endo Health Solutions

*Director Emeritus/Past Chairman of the Board*