Energy Opportunities Conference

As Chester County becomes more connected to Pennsylvania’s growing natural gas and chemical industries, we invite you to learn more about the impact it can have on your business, and our region. No 21st century economic issue has had or will have a greater impact on Pennsylvania’s economy than natural gas. The opportunities that this resource offers in job and industry creation are limitless, if it’s done right.

Whether or not your business is directly-related to energy; the lower-energy-costs and opportunities of this industry affect all businesses within the region.

Join us on Friday, February 19 at Drexel University’s Great Valley Campus as we bring together national and local industry leaders, including:

Phil Rinaldi, CEO & Chairman of Philadelphia Energy Solutions: Keynote Presenter

Congressman Pat Meehan, Pennsylvania’s 7th District

8:00 am - 11:30 am - BREAKFAST & CONFERENCE: $35 member   $60 non-member
· Panel Discussion with Audience Interaction

11:45 am - 1:00 pm - VIP LUNCHEON: $50 member   $90 non-member
· Private Lunch with Panelists and Industry Experts

COMBINATION: $75 member   $130 non-member

Event Information
Friday, February 19
Drexel University LeBow College of Business
Great Valley Campus, 2 West Liberty Blvd.
Malvern, PA 19355

Contact Paige Michael to register for VIP Luncheon or Combination Ticket
Conference Only - Register Here

Presenting Sponsor
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# February Events

## Business After Hours
**AVE Downingtown**  
5:30 pm - 7:30 pm  
[Register Here](#)  
Free for members

## Energy Opportunities Conference
**Drexel University LeBow College of Business, Malvern**  
8:00 am - 11:30 am  
[Register Here](#)  
Panelists to be announced shortly  
For sponsorship and other questions, contact [Paige Michael](#)

## 2016 Foundation Gala
**An Evening of Hollywood Glam**  
White Manor Country Club  
6:00 pm - 11:00 pm  
[Register Here](#)  
Proudly Presented by the Chester County Chamber Foundation  
Proceeds Benefit CCCBI's Youth Leadership Program

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**CCCBI.ORG**
On Saturday, February 27th, the Chester County Chamber Foundation holds the Annual Foundation Gala. We are back at the White Manor Country Club and we hope you’ll come out and support The Foundation and the Chamber’s Youth Leadership Program.

Participation in this wonderful event allows us to support our award winning Youth Leadership Program. This program gives high school students the chance to enrich their skills by collaborating with leaders in the business world. The funds raised at the Foundation Gala event give us the opportunity to award various scholarships to local students. One such scholarship is the Bob Thompson Scholarship Fund.

As always... there is a theme to our Gala. This year’s theme is: An Evening of Hollywood Glam. Be sure to dress the part. It is sure to be the social event of the season! Don’t miss out on this unforgettable night full of friends, food, drinks, and dancing!

**Presenting Sponsor:**
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**Auction Sponsors:**

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Bernardon, Brandywine Health Foundation, Buckley, Brion, McGuire & Morris LLP, Devault Foods, DFT, Inc, Hankin Group, Hoover Financial Advisors, PC, KMRD Partners Inc, Kreischer Miller, M&T Bank, Vistage Brandywine Valley

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**Jewelry Raffle Sponsor:**
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**Click Ticket to Register Today**
$175 per ticket
$325 per couple
New Members

Worthington Waterproofing Systems
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Send Email

New Garden Flying Field
Jonathan Martin
(610) 268-2619
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Send Email

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Mr. Joseph Scorese
(267) 455-0520
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Leslie Barringer
(610) 348-4453
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Tom Severino
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(610) 933-0900
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Avenue Kitchen
Dana Farrell
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Retirement in America
By Derek Fiorenza
Summit Group Retirement Planners, Inc.

Retirement Crisis in America
According to a PBS report, half of the Americans working have access to a retirement plan at work (either defined contribution or defined benefit plan). According to a USA Today article from 2014, 36% of American workers have less than $1,000 saved for their retirement. Additionally, 60% of American workers have less than $25,000 saved for retirement.

According to Pew Research, since January 1, 2011 until the year 2030, there will be 10,000 baby boomers retiring every day. We hear a lot of noise about baby boomers retiring and our population aging, and how Americans are not prepared to retire financially. We will attempt to sift through the noise and focus on the benefits of an employer sponsored retirement program for their employees. The goal is to address the heart of the matter, which is access to the savings vehicle and not the savings vehicle itself as we will review.

A Defense of Qualified Retirement Plans
According to the Bureau of Labor Statistics most recent survey from July, 2015 78% of all full-time civilian workers had access to retirement plans at work. 83% of these workers were participating in these plans. For private sector workers, the survey revealed that accessibility percentages were 74% and the participation rates were 80%.

According to Save my 401(k), there are over 60 million American workers who are covered by a 401(k) plan, 403(b), or 457 plan. These qualified retirement vehicles are designed to serve the middle class, as 80% of 401k participants come from households making less than $100,000 in income annually. To break that down even further, 43% of participants make less than $50,000 per year. The qualified retirement program is being primarily utilized by the middle class according to these statistics.

Also, studies show from Save my 401(k), that the most important factor in determining if the employees are saving for their retirement is linked directly to whether or not their employer offers a retirement plan. The participation rates by moderate income earning American employees ($30,000 - $50,000) that have access to a retirement plan at work vs. not having a retirement plan at work and only having access to an Individual Retirement Account (IRA), is a staggering gap. If an employee has access to a retirement plan, they are more than 70% likely to save money in that retirement plan for their future. If that same employee does not have access to a retirement plan at work, and is left to their own devices of having to actively seek out an IRA, the participation rate is less than 5%. This establishes that when employees have access to a retirement plan at work they are 65% more likely to save for their future as opposed to not having a workplace retirement plan.

Solutions for Offering a Retirement Program for Employees
There is a retirement plan coverage issue in America for working Americans. However, as was reviewed above the problem is not a retirement vehicle issue, but an issue of accessibility. For a qualified retirement program (401k for example), there are benefits that employees have access to. They can contribute money from their paycheck on a pre-tax or after tax basis up to $18,000 per year. If they are over the age of 50, they can save an additional $6,000 annually.

There are potentially several disadvantages of an employer offering a qualified retirement plan (401k for example). There is a great deal of fiduciary liability that a plan sponsor assumes when they are responsible for a retirement program. There are many compliance issues that they must maintain with their advisor/Recordkeeper/TPA. Finally, there are additional costs that the employer will incur to offer this type of program.

I believe the advantages outweigh the disadvantages to offer a retirement program for the employees, however there are different programs that employers can offer to help their employees bridge the gap towards retirement without assuming the fiduciary liability, compliance concerns, and expenses. This solution is referred to as the payroll deduction IRA. This does not cost the employer anything, and there are no compliance or fiduciary requirements (eg. 5500 annual tax form, and fiduciary responsibility). They can contribute money from their paycheck on a pre-tax or after tax basis up to $5,500 ($1,000 catch up contribution if you are over the age of 59 ½). The biggest difference between the 401(k) and payroll deduction IRA is the contribution limits.

The information provided about the differences between these plans are all taken from the following websites:

For further reading about the differences of these plans, please refer to the US Department of Labor Website or contact a Summit Group Retirement Planners, Inc. Representative: 267-433-1050 or dfiorenza@sgretirementplanners.com

Securities offered through LPL Financial. Member FINRA/SIPC.
Investment advice offered through Summit Group Retirement Planners, Inc., a Registered Investment Advisor and separate entity from LPL Financial.
Will Brake for Batteries

A new 8.75-megawatt battery storage network will help Southeastern Pennsylvania Transportation Authority (SEPTA) reduce operating costs and provide a clean power source to support the stability of the electrical grid.

Energy created by braking subway trains is captured and stored on a battery storage network.

The battery storage network is funded through a 20-year battery services agreement with Constellation, who owns and operates the network.

An optimally-balanced grid helps provide trains with a reliable source of power.

Stored energy is used to help balance power supply with demand on the electrical grid. Viridity Energy manages the battery network capacity with PJM, the regional transmission organization.

Stored energy powers trains as they accelerate from stations and can provide emergency generation for trains in the event of a power outage.

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Chairman’s Reception

TMACC’s Board of Directors invites our members for a social event at Victory Brewing in Downingtown! Meet our newest Board members, catch up with TMACC staff, and network with likeminded companies in the region, all while enjoying one of Chester County’s finest restaurants and breweries.

**Date & Time:**
Thursday, February 4, 2018
5:00 to 7:00 PM

**Location:**
Victory Brewing
420 Acorn Ln
Downingtown, PA 19335

*Attendance is free, lite fare included. Cash bar.*

RSVP at www.tmacc.org
Community Integrated Services (CIS) is a nonprofit organization providing services in Southeastern Pennsylvania as well as the state of Delaware. The mission of CIS is to work with individuals with disabilities and help them find fulfilling employment; CIS strives to empower people with disabilities through individualized employment opportunities that foster self-sustainability, equality, and community. Through partnerships with area businesses and organizations, CIS works to find jobs that fulfill employment goals and desires for the people we serve. We believe that all people have the right and responsibility to be an active part of their community, regardless of their disability, and CIS helps people with disabilities achieve their employment goals. We provide support during the job search, during the first days at a new job, and then continue support at work on an as-needed basis.

On the business-side, Community Integrated Services strives to provide the highest quality candidates to area businesses who are looking for motivated, dependable, and loyal employees. CIS helps to facilitate job matching between a job candidates’ interests, skills, and capabilities with employers’ worksite needs. By providing matches to particular positions, CIS can help companies not only find stable, long-term employees, but can help businesses meet their Workforce Initiative and Diversity goals as well as help make them eligible for Employer Tax Credits. CIS also recognizes that there are costs associated with training an employee to learn a new job; a program called OJT can provide reimbursement of a percentage of the employee’s wages to absorb some of these costs.

Community Integrated Services is currently working with a highly motivated recent high school graduate in the West Chester area who is seeking a part-time job. This individual is extremely detail-oriented and has great organizational skills, and is interested in clerical and/or packaging work. He would flourish in an office environment helping perform administrative-support tasks, and/or in a warehouse-type environment helping with packing tasks. To succeed to the best of his abilities, this young man would only need to start out working a few hours a day, a few days a week, all the while being supported on-the-job by a job coach. This individual is also eligible for OJT.

CIS thanks the Chester County Chamber of Business & Industry for the opportunity to reach out to various reputable businesses within the community, and encourages any area-employers who are interested in learning more about supported employment, and/or who are interested in discussing a possible job opportunity for this particular individual, to reach out to Alexandra Heller via email (Alexandra.heller@cisworks.org) or phone (215-806-8782). We look forward to hearing from you!
Ashley Ciarrocchi
Event Planning Intern

Ashley is a sophomore at West Chester University who is interning in the events department at CCCBI. She is currently pursuing a bachelor’s degree in marketing with a communication studies minor. She is a member of the Public Relations Student Society of America on campus as well as the Student Activities Council. In the future, she hopes to begin a career in event planning or public relations.

Laura Preby
Graduate Assistant

Laura is a graduate assistant in the marketing and communications department at CCCBI. She is pursuing her master’s degree in communication studies at West Chester University and has a bachelor’s from Wilkes University in communication studies with a minor in gender studies. She is a member of the Public Relations Society of America and has worked in public relations and marketing with many non- and for-profit organizations. She would like to continue working with non-profit organizations in the future and may pursue her doctorate.
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