After the Fiscal Cliff...What’s Next For Business?

The Chester County Chamber is pleased to announce our first Advocacy Event on Thursday, February 12th. Join us as we host Rolf Lundberg Jr., Senior Vice President for Congressional and Public Affairs at the U.S. Chamber of Commerce. Rolf’s background and current position with the US Chamber will fuel his comments regarding the hot topic of the fiscal cliff and how it affects businesses in the area.

Lundberg’s position includes overseeing a team of 15 lobbyists, the VoteForBusiness program, and eight regional offices charged with providing membership services and grassroots lobbying. Lundberg also manages and directs the U.S. Chamber’s political program, overseeing candidate endorsements and the Chamber’s political action committee.

Before joining the Chamber in November 2001, Lundberg was vice president and assistant general counsel for government and international relations at Marriott International, Inc. From 1993 through 1997, he served as legal counsel to Senate Majority Leader Bob Dole and his successor, Senate Republican Leader Trent Lott. Lundberg served in the first Bush administration as principal deputy assistant secretary of commerce for Import Administration. Before that, he was international trade counsel with the Senate Finance Committee. He received his bachelor’s and J.D. degrees from the University of Virginia and has a master’s from the Johns Hopkins University School of Advanced International Studies.

Thank you to our 2013 Advocacy Sponsor

Advocacy Founder Sponsor:

Advocacy Pioneer Sponsors:
Endo Health Solutions, Gathrop Greenwood, PC, Lamb McErlane, PC, WSFS Bank

Advocacy Supporter Sponsors:
Aqua, Buckley, Brion, McGuire, Morris & Sommer, LLP, DNB First, Hankin Group, Independence Blue Cross, JAECO Fluid Systems, Inc., Kreischer Miller, Wells Fargo

Event Information
Tuesday, February 12, 2013
11:30 am - 1:00 pm
Radley Run Country Club
1100 Country Club Rd. West Chester, PA 19382
Member Cost: $45.00 Non-Member Cost: $55.00

For more information and to register, visit our website Questions? Contact Danielle Vetter at 610-725-9100 or dvetter@cccbi.org.
From the President
From my desk to yours...

We want your input! We have been reaching out in a number of ways to gather input from you, our members, to help us earn your investment and make a difference in your business. We recently conducted a survey on wellness programs and possible training topics that will help your business succeed. We have conducted simple polls on your perception of the “Fiscal Cliff”, your feelings on the economy; and now we are beginning a series of “Let’s Talk Business” roundtables to see what your biggest challenges are and examining our programs to see if we can help meet this challenge. We ask....but we need you to respond. As with most survey’s, polls and focus groups you typically hear from those who love you and those who do not...and not the majority of the “in between”. While all of the “love/not love” information is helpful, it’s important to gather more information so we can truly have the pulse of the majority.

We do listen to your comments. As a matter of fact, it’s the result of feedback from members that we now have a Government Affairs Consultant (see announcement in this month’s newsletter), our events are creating a buzz in the community because we have changed our format to include conversations... not speeches, and high-level networking for attendees. Our training and workshops are based on real life examples of success and they are held in the mornings, afternoons and sometimes evenings to meet the diverse needs of our members. We have a talented staff and a wealth of experience on our committees to help bring you the best. We may be only one idea away from creating life-long loyalty... will your comments and input be the catalyst to make a difference?

As you read this month’s newsletter we will be saying good-bye to two of our professional staff, James Logan, will be pursuing his dream of running a successful training business and Lisa Marie Schuhl will be moving into a new career in medical device sales. We wish both James and Lisa the best in their new endeavors and thank them for the impact they have made on our organization.

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: Fesnak & Associates

LEADING results

1 COMPLIMENTARY BUSINESS BREAKTHROUGH ASSESSMENT

$250 VALUE

To redeem this offer visit: http://bit.ly/BBASurvey

The Business Breakthrough Assessment is a tool that measures the effectiveness of your existing marketing. Once we receive your information, we will contact you to schedule a 30 minute session in order to discuss the results and suggest several ways to make improvements on current marketing.

Helping small businesses stop wasting money on marketing.

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Upcoming Events

February

6 W Business After Hours
Mykonos-Glen Mills 5:30pm – 7:30pm

12 T After the Fiscal Cliff...What's Next For Business?
Radley Run Country Club 11:30 am—1:00 pm

13 W Let's Talk Business - Conversations with Leadership
CCCBI Headquarters 8:30 am– 9:30 am

19 T Legislative Board Dinner
Applebrook Golf Club 5:30 pm– 8:00 pm

20 W Youth Leadership Program Day

27 Th Let's Talk Business - Conversations with Leadership
CCCBI Headquarters 8:30 am– 9:30 am

March

6W Let's Talk Business - Conversations with Leadership
CCCBI Headquarters 8:30 am– 9:30 am

6W Business After Hours
Penn Liberty Bank (Downingtown Branch) 
5:30 pm– 7:30 pm

11 M State of the County Luncheon
Location TBD 11:30 am – 2:00 pm

21 Th Prospective Member Orientation Luncheon
CCCBI Headquarters 12:00 pm– 1:15 pm

Click here for a full calendar of events

To register online go to www.cccbi.org
Questions? Please contact the Chamber at 610-725-9100.

Foundation’s Spring Auction Gala

The Chester County Chamber Foundation’s Spring Auction Gala, Saturday April 27th at the Chester Valley Country Club, is in need of your help.

The Gala is the most important fundraising event for the foundation and it’s a great way to contribute to the development of the future leaders in Chester County. With your help we can make this year’s Gala the best yet.

As you know, Chester County is famous for its equestrian community and our theme this year celebrates that. A Day at the Races.... Chester County Style. Scheduled a week before the Kentucky Derby, the fundraiser will feature a horseracing theme with many exciting auction items, raffle baskets, a horse racing game and even a fun hat contest.

Many prominent Chester County companies are involved at a Senior Sponsor level and there are many sponsorship levels still available.

We need your help now.

Auction items are still needed at all levels. We’re asking for donations of products, services, events – whatever you can. Create a basket around your business that features the products and services that you want Chester County to know about, we have many creative and talented people on the committee that can consult with you to feature your business in the best possible way. We’re asking for basket values within $100-$300 but ANY donations are welcome. We would be happy to combine your gift with complimentary items in one of our many theme baskets.

Every donation is appreciated: sports tickets, gift cards, products, services. Let us brainstorm with you to find a donation within your budget that shows your business in the best light. Or if time is an issue, let us use your monetary donation to create a basket on your behalf.

And if you would like to have a donation featured in the live auction, we would be delighted to work with you there as well. The Auction will be the highlight of the evening and will feature items of $300 or more.

All donations will be acknowledged in the program and on the website. This is not only a good thing to do, it’s also a great way to get your name in front on Chester County’s most prominent business leaders.

If you haven’t been contacted yet – you may soon be. Or please contact Marianne Martelli mmartelli@cccbi.org if you would like to put a donation basket together.

Please help us out with a donation, and if you can, please join us at the gala for a little southern hospitality with a Chester County twist.
For more than 30 years Mykonos in the Glen Eagle Shopping Square has offered the finest selection of Pandora jewelry, bracelets, clothing, and leather accessories for consumers looking for that special and unique gift. This month, Barbara Robbins, owner will showcase her new store addition featuring wine, chocolates and other delights.

What a fun and charming way to start February’s Business After Hours networking event at one of the most beautiful shops in the Glen Eagle Shopping Square. Come enjoy a priceless networking experience at Mykonos, February 6, 2013 from 5:30pm – 7:30pm. Register on line today!

Event: Business After Hours
When: Wednesday, February 6, 2013
Time: 5:30pm – 7:30pm
Where: Mykonos
493 Wilmington Pike, Glen Mills, PA.
610.558.8000

Nominations Now being Accepted!

The Women-In-Business Dinner celebrates the accomplishments of female business leaders in our community. Hundreds will gather to network and dine as the Chamber honors it’s Female Business Leader of the Year.

Nominate yourself or a fellow woman to be recognized in 2013. The Chester County Chamber of Business & Industry is proud to recognize a woman who has proven herself to be a true female business leader with our Female Business Leader of the Year award. We are looking for an individual who has achieved professional success, gives back to the community, and stands as an advocate for other women. She may either be a seasoned business professional or an up-and-coming leader. Please take this opportunity to recognize a colleague, friend, employer, or other woman – including yourself – who has truly been a remarkable woman in business.

Please submit your nominations for this award by Friday, February 22, 2013 at 5:00 pm. Click here for Nomination Form

Save the Date!
Building a Great Foundation with Dedicated Leadership

No organization is successful without a solid Foundation. The Chester County Chamber is no exception.

The Chester County Chamber Foundation is dedicated to the enhancement of the quality of life throughout Chester County. Our interest is focused on education, workforce development, youth development and leadership programs—ensuring higher levels of achievement, furthering basic skills and enrichment, promoting professional development and encouraging the pursuit of higher education. The Foundation is also the landlord of our impressive Chamber home.

Similar to the Chester County Chamber of Business & Industry, our Foundation is led by a dedicated Board of Directors. At our quarterly meeting held on January 9, 2013, we welcomed our newest board members:

Arthur Bernardon, **Bernardon Haber Holloway**  
Steve Kirschner, **Advanced GeoServices**  
Joseph Mendez, **Radley Run Country Club**  
Kathleen Rosano, **Sovereign Santander**  
Craig Styer, Esq., **Fox Rothschild, LLP**

Each of these Board Members has been appointed to a two year term with the opportunity to serve 3 consecutive terms.

They join the following group of seated Board Members:

Joe Viscusco, **Pennoni Associates, Inc.**  
*Chairman of The Foundation Board*  
Vince Donohue, Esq., **Lamb McErlane, PC**  
Thomas Fillippo, **Devault Foods**  
William J. Hieb, **DNB First**  
Dale Krapf, **Krapf Bus Companies**  
Gene McWilliams, CPA, **Mind Drivers, LLC**  
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Kenneth H. Slack, **Stephano Slack, LLC**  
Patrick Ward, **Penn Liberty Bank**  
Michael DeHaven, CPA, **Rainer & Company, Certified Public Accountants**

We welcome and encourage you to get involved with the Foundation as well as the Chamber. Look for coming events and activities on our website and in our weekly ebrief. For further information concerning our Foundation please contact Marianne at mmartelli@cccbi.org.

Chamber Names New Government Consultant

We are pleased to announce a new partnership with Novak Strategic Advisors to provide government affairs advice and strategy. The Chamber concluded an open RFP process with candidate interviews in January. **Craig Tucker**, COO and Partner at the firm, will work with Chamber leadership and staff in crafting a legislative strategy and provide general government affairs advice. He will also attend monthly Government Affairs Committee meetings currently chaired by Timmy Nelson, **UPS**.

“Since our Accreditation process we have been working towards a partnership to enhance the work of the Chamber as it relates to advocacy. Proactively monitoring and responding to public policy issues brings a great deal of value to our members who cannot be in front of all of the legislative issues facing their businesses. This new position allows us to focus more attention on communicating our efforts to make our members aware of the importance of advocacy for businesses of all sizes and types”, stated Chamber President & CEO Nancy P. Keefer.

Craig brings over 17 years of government affairs, procurement, and legislative lobbying to this effort at the Chamber. His career began in Chester County government as an administrative analyst for former County Commissioner Colin Hanna. As a founding member of Novak Strategic Advisors, he has worked with many Chamber members over the past 12 years. Craig holds a Masters degree from the Fels Institute of Government at the University of Pennsylvania and a Bachelors Degree from Dickinson College.

We welcome this new collaboration as your chamber continually strives to be “The Chamber of Influence”.

We nominations are now being accepted!
50 Word description of company: Organized in 1968, BBMM&S is engaged in all aspects of the practice of law. The firm has a vast range of experience in litigation, transactional matters, municipal law and land use, divorce, and trust & estate planning and administration. The practice is handled by eight partners and seven associates.

What is the best leadership/management tip you have received?
Lead by example, have fun and hire talented people who are better than you, then trust them to do their jobs.

If you were not in the position you currently hold, what would you be doing?
I am an HGTV junkie and would no doubt be buying and rehabilitating old homes.

What is the one thing that you are willing to share that one might not know about you?
The first concert I ever attended was Black Sabbath at the old Spectrum, right before Ozzie Osbourne was kicked out of the band. I love heavy metal.....I am a huge fan of Metallica.

What is your favorite quote?
“Your time is limited, so don’t waste it living someone else’s life. Don’t be trapped by dogma, which is living with the results of other people’s thinking. Don’t let the noise of others’ opinions drown out your inner voice.”
- Steve Jobs
**On The Scene…**

View, like and share our photos on our **Facebook** page!

**Business After Hours— The General Warren Inne**

Over 100 Chamber attendees came out to kick off the New Year Business After Hours at The General Warren Inne

**Small Business Dinner**

Jerry Parsons, CTDI, gave an awe-inspiring presentation at the Small Business Dinner

**Entrepreneur Day 2013**

Thank you to Ron Strobel, Video Net, Kevin Burton, Purple Picnic People, Kevin Rothwell, Rothwell Document Solutions, Pam Lathbury, Connecting Your Family, Derek Fiorenza, Fiorenza Food for Friends

Youth Leadership Day at Drexel University LaBow College of Business
One of the pillars of Chamber is our Advocacy Program. The Chamber is constantly working for your business interests and for the future of small and large companies in the commonwealth by supporting legislators in Harrisburg with a pro-business voting record. Our commitment to working for business reforms in Harrisburg underscores our continued commitment to business in Chester County.

The Annual State of the County Luncheon is just one example of connecting our Chester County elected delegation and business owners like you. This event allows the three County Commissioners: Ryan Costello, Kathi Cozzone and Terence Farrell to give you an insight of what is happening in Chester County. The dialogue format answers frequently asked questions within the business community.

We will also be honoring the recipient of the Boling Award, presented to a person who exemplifies the meaning of a dedicated public servant who excelled in his accomplishments on behalf of the public.

This award was established by the Chamber in cooperation with former State Senator Earl M. Baker and is intended to honor the legacy of Larry Boling.

Don’t miss your opportunity to see what’s in store for Chester County in 2013.

Get your tickets now! This has proven to be a sold-out event

Event Information
Monday, March 11, 2013
11:30am – 2:00pm
The Desmond Hotel and Conference Center
1 Liberty Blvd. Malvern, PA

$45 per member with advance registration
Non-members will be charged $60
Corporate Table: $900 
Half Table: $600
Spotlight Sponsor: $500
(includes company promotion & recognition)

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JAECO Fluid Systems, Inc., Kreischer Miller,
Wells Fargo
Avoiding the “Hammer and Nail” Approach to Marketing

By Bob Clark, President of 24K Marketing LLC

Marketing is a confusing topic to many small business owners. Owners want customers to buy more of what they provide – simple. Much confusion stems from the fact that communication tools are evolving at a rapid pace. Social, digital and mobile platforms are taking the place of traditional selling and advertising. New subject matter experts promote magic bullet solutions to finding new customers. Beware – if bad choices are made, lots of time and money can evaporate.

The Hammer and the Nail

When considering advice from a marketing service provider, remember Maslow’s comment “To a person with a hammer, every problem is a nail”. Website designers may recommend a website as the best way to get more customers. Social media experts suggest the latest social tools (Pinterest, Twitter, Facebook, etc.), and on it goes, leaving the small business owner confused and vulnerable, worried they are missing the boat entirely.

The best approach is to follow a process and not start by thinking about any specific executional approach. Here are five simple, time tested steps to achieving small business marketing success:

Five Steps to Marketing Success and Business Growth

1. **Determine the business growth goal** for the company.
2. **Create a profile of the ideal customer**. Be specific as to the actual decision maker or purchaser rather than the company.
3. **State the single unique benefit** that this ideal customer is lacking right now which your company’s service or product will provide. Remember this is not the service, or product itself, but the benefit of that product.
4. **Determine 2-3 ways the intended customer learns of these types of services**. Get creative here and think of that customer. Don’t forget word of mouth recommendations – What that person reads or sees, where they go to conduct business or pleasure, and in what groups they belong or participate, such as networking communities (traditional or online). Dive into the way the customer is exposed to the category of services the your company or product delivers.
5. **Choose the one or two most important communication vehicles** that match this customer’s behavior and then focus there to tell the story of the business, and the benefit it provides.

Simple? Logical! The trick is there’s no trick. Follow the process.

As you can see, more energy should be spent on understanding the customer than understanding the latest communication tools. There are no “hammer and nail” solutions that bring magic results. When the process is followed, marketing delivers a powerful message to the customer.

Bob Clark is the president of 24K Marketing LLC, a Chester County marketing firm that helps small and mid-sized businesses find growth opportunities and programs. He is also an adjunct professor at Drexel University Lebow College of business MBA program and the Philadelphia chapter chair of Marketing Executives Networking Group (MENG). He can be reached at bob.clark@24kmarketing.com
Many Challenges Await Lawmakers in Harrisburg!

Your Chamber seeks to expand its influence and impact on the legislative process in 2013. Building on our previous lobbying efforts and issue advocacy within our membership, the Chester County Chamber of Business and Industry will continue to improve and broaden its efforts in influencing the legislative process in Harrisburg and Washington.

With the New Year, we also see the start of a new legislative cycle. Our incumbent local representatives are joined by a new face, Becky Corbin. Together they will begin work on pressing issues.

Your Chamber is ready to engage and advocate pro-business and pro-growth initiatives. The Board adopted a legislative agenda covering the following issues:

- Government Reform
- Transportation & Infrastructure
- Tax Reform
- Pension Reform
- Healthcare
- Workforce & Education
- Lawsuit Abuse

In this newsletter, we will focus on two very important and expensive problems facing our Commonwealth. With another tight budget expected, every solution will have its challenges. Fortunately, we have several local leaders taking on these issues in Harrisburg.

2013 promises to be a very busy year. We urge you to keep up-to-date on these and other issues in this space. We will be calling on you to get involved by contacting your legislators and make sure the voice of business is heard in Harrisburg and Washington.

Public Pension Reform Looming

State Representative Warren Kampf has been a leading lawmaker in the House on this issue. In the previous session, he participated in several hearings exploring ways to reform the public pension system and introduced legislation that would bring a defined contribution plan for new employees. Experts estimate the unfunded liability of these pensions to be as high as $40 billion.

2013 will see renewed focus on this issue. Leading senators on this issue from the area include Majority Leader Dominic Pileggi and Senator Rafferty.

Both support moving state employees hired on or after January 1, 2014 to a defined contribution plan similar to those found in private industry. The Chamber recognizes the need to reign in the cost of government both current obligations and those yet to be funded promises and debt.

Transportation Infrastructure Crumbling

Anyone who drives in Pennsylvania understands we need to address our crumbling infrastructure and roads. A study completed in August, 2011 reported that more than 5200 of our bridges are in a dangerous state of disrepair, more than 8400 miles of highway are rated poor and in 2010 there was approximately $3.5 billion in unmet transportation needs, but this number doubles to $7.2 billion by 2020 if the Commonwealth doesn’t act to fix the funding and repair deficiencies.

Senator John Rafferty, as Chair of the Transportation Committee, plans to introduce legislation this year to begin the effort to fill these unmet needs. The Chamber recognizes that thriving businesses need safe and reliable transportation systems for their employees and the delivery of goods and services. Pennsylvania’s future growth is hampered by its lack of investment. The Chamber is committed to working with Senator Rafferty to bring about this important investment.
Are Your Lights Costly and Obsolete?

By Scott MacDade, President and CEO of Macro Energy

If you’re like most people in these busy times, you probably subscribe to the notion, “if it’s not broken, don’t fix it.” Well, that position may not only be costing you plenty, but may have your office or plant still using obsolete lighting futures. Yes, due to lack of efficiency and high mercury content, The National Lighting Bureau has outlawed the production of certain types of lighting ballasts and lamps by all manufacturers.

So what does this mean? Sooner than later, you will not be able to buy replacement parts for these types of lighting fixtures in your building. And the type is the most prevalent lighting fixture in the United States. It’s a T12 fluorescent lamp and ballast. These are the fluorescent lamps that are 1 1/2 inches in diameter. See the quotes below from The National Lighting Bureau:

“Imagine that the year is 1938. You buy a brand-new Chevy, the technological marvel of its era. Now imagine it’s 2011 and you’re still driving the same car for your daily commute. Far-fetched? Not if you substitute T12 fluorescent lighting - first marketed in 1938 - for the ‘38 Chevy. True: We’ve seen an astonishing array of new lighting and automotive technology since 1938. Also true: No one we know of drives a 73-year-old car for daily commuting, but some 500 million T12 fluorescent tubes are still being illuminated in U.S. buildings every day.”

“Accordingly to the National Lighting Bureau, the July 1, 2010 date marks the last step of a multi-step phase-out that began on July 1, 2005, the date when ballast manufacturers could no longer sell T12 magnetic ballasts for use in new fixtures with full-wattage T12 lamps.”

The good news is that energy efficient retrofit solutions are available, performed in days to weeks, produce brighter, whiter light, offer savings ranging from 30%-80%, often are accompanied with utility and federal incentives and carry extended warranties. Many energy efficient lighting companies will perform a free audit outlining the savings, payback, ROI, improved light levels, rebates, reduced carbon footprint, etc. It’s easy to learn what dramatic operational, image and financial benefits your organization could achieve. Additionally, you’ll be comfortable knowing your state-of-the-art lighting fixtures are sure going to have replacement parts available as needed and that your employees are not working under lights with high mercury content.

The National Lighting Bureau is a not-for-profit, independent lighting-information organization established in 1976 and sponsored today by professional societies, trade associations, manufacturers, and agencies of the federal government based in Silver Spring, MD.

Scott MacDade is President & COO of Macro Energy which has served hundreds of clients with turnkey energy efficient lighting solutions and can be reached at 484-678-7131 or email at smacdade@macro-energy.com and www.macro-energy.com.
With a growing interest and string of successful events, the Emerging Leaders Group (ELG) closed out 2012 with a 15% increase in new membership. Now topping 77 members and climbing, the group has big plans in 2013 and has already started out the New Year with two back-to-back events.

The first week of January the ELG partnered with the Gables Restaurant in Chadds Ford, PA., to host their first “Members Only” Dinner & New Year Celebration. The dinner attracted over 30 members for an intimate, tapas style dinner and recognition. “We wanted to thank our members and future members for a great year of support. And we hope they come out in larger numbers this year,” stated ELG Chair, Chad DeHart. As expected the dinner and atmosphere was ideal for networking and building relationships.

Not to be out done by their first event, the group followed up with their fourth workshop and training installment just one week later. This workshop focused on “successful behavioral habits.” Inspired by Malcolm Gladwell, author of the Tipping Point, the Emerging Leaders Group presented, The Behavioral Tipping Point - When your behavior and staying the course determines your success. Participants walked away with helpful tools to “tip” their effectiveness in business development, sales, and networking. Member presenters Laura Lorenz of Leading Results, and Brett Hand with Brett Hand Architect, PC shared their insights to staying the course to determine personal success. The event was hosted and co-sponsored by Constellation located in Kennett Square, PA.

If you are an emerging leader or have employees that could benefit from this unique and diverse group of professionals, please contact 610.725.9100 for more information or visit www.cccbi.org and look for Emerging Leaders Group.

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**Double Down with The Emerging Leaders Group**

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**2013 Commerce & Business Showcase**

On Friday, April 26, 2013 the Chester County Chamber of Business & Industry (CCCBI) will partner with SCORE, a national non-profit association dedicated to educating entrepreneurs and helping small business start, grow, and succeed—to co-host the first Commerce & Business Showcase in the Chester County region. The business showcase is open to business owners, corporations large and small, emerging companies, start-ups and entrepreneurs. “The 2013 Commerce & Business Showcase is the perfect venue to brand your business and learn from industry experts how to start, grow, and build relationships. It will also provide a great opportunity for residents to learn about their local business community and encourage them to shop local” stated Nancy Keefer, President and CEO of the Chester County Chamber. The full day showcase will feature educational seminars ranging from; Getting your Business Started, Branding Your Company, and Buying A Business to Maximizing your Global Interest.

In previous years CCCBI has hosted one of the largest B2B events in the county, attracting hundreds of exhibitors and visitors. This year the Chamber and the Chester County Chapter of SCORE will add a new dimension to the event by offering a series of business and entrepreneur workshops to all attendees.

The 2013 Commerce and Business Showcase will be held at Penn State Great Valley in Malvern, PA. and will feature some of the best companies to meet and do business with in Chester County. Event hours are from 8:30am – 5:00pm. All workshops will begin at 9:00am – ending at 2:00pm. Booth exhibitors will open at 11:00am – 5pm.

For event, booth, and seminar information please visit www.cccbi.org All event sponsors and booth exhibitors must contact James Logan, Event Coordinator at 610-725-9100, ext. 15 or jlogan@cccbi.org to secure your event space.

Sponsorships and Booths available early February 2013, and THEY WILL SELL OUT FAST!

This year’s presenting sponsor is

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Faunbrook Bed & Breakfast
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