Brush off the winter cold and get ready for the Spring Business Expo. Wait! That’s not right. The Chester County Chamber of Business & Industry (CCCBI) Spring Business Expo has a new name and a new partner. The highly attended business expo is now the **2013 Commerce & Business Showcase**, brought about by the Chester County Chapter of SCORE partnering with CCCBI. As a result of this partnership, the event now offers a new dimension of a series of business and entrepreneur seminars to all attendees.

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 SCORE (a national non-profit association dedicated to educating entrepreneurs and helping small business start, grow, and succeed) will host 57 exhibitor booths, nine business seminars, networking opportunities, and a featured keynote speaker to cap off the April 26, 2013 showcase. “We wanted to change the format to create a social interaction experience and bring exhibitors closer to their audience. So we eliminated the big signs, along with the pipes and drapes, to create a social showcase. This new look and floor plan will provide easier and greater opportunities to network with exhibitors and build relationships. Plus, the addition of seminars for entrepreneurs, start-ups and existing businesses will offer a more effective way to serve our members needs, while helping them grow their business,” stated James Logan, Event Coordinator.
From the President
From my desk to yours...

The first steps in the budget process have begun. The Governor has released his Executive Budget with no tax increases. The general fund budget is $28.4 billion, which actually shows an increase of nearly $679 million from last year’s budget.

The Chamber believes that the budget needs to focus on job creation, a fair and balanced tax environment and the obvious core responsibilities of the government to protect the public health and safety of the Commonwealth. We believe the Governor’s proposed budget addresses this while looking at the impact of critical issues such as pension reform and transportation funding to name a few.

Below are just a few important initiatives included in the budget proposal that coincides with the Chamber’s legislative agenda for the business community:

Jobs
- Streamlines the workers’ compensation system by improving care for injured workers and reducing medical costs for employers.
- Implements PA BIZ Online, an upgrade of the Open for Business website, to guide potential entrepreneurs in establishing new business in Pennsylvania.

Taxes
- Eliminating the capital stock/foreign franchise tax in January 2014, putting an end to Pennsylvania’s role as the only state in the nation to tax both business income and business assets.
- Beginning to reduce the corporate net income tax from one of the highest rates in the nation at 9.99 percent down to 6.99 percent through a gradual, multi-year phase-down.
- Raising the cap on net operating loss deductions from $3 million, or 20 percent of income, to $5 million, or 30 percent of income, to attract technology, bioscience and research companies.

As mentioned above, Pension Reform and Transportation funding are critical issues for the Commonwealth in the years ahead. There are many short-and long-term solutions being offered that will take considerable discussion and compromise.

In addition, we support the privatization of the wine and spirits wholesale and retail operations of the Pennsylvania Liquor Control Board (PLCB).

Click here if you would like more detailed information on the Governor’s proposed budget. After numerous budget hearings and conversations that are sure to happen over the next couple of months we anticipate an on-time budget to be passed by the end of June.
**Upcoming Events**

**March**

**Wednesday, March 6**
**Let's Talk Business - Conversations with Leadership**
**CCCBI Headquarters**
8:30 am – 9:30 am

**Wednesday, March 6**
**Business After Hours**
**Penn Liberty Bank**
(Downingtown Branch)
5:30 pm – 7:30 pm

**Monday, March 11**
**State of the County Luncheon**
**Desmond Hotel & Conference Center**
11:30 am – 2:00 pm

**March 21**
**Thursday, March 21**
**Prospective Member Orientation Luncheon**
**CCCBI Headquarters**
12:00 pm – 1:15 pm

**April**

**Thursday, April 11**
**New Member Orientation Luncheon**
**CCCBI Headquarters**
12:00 pm – 1:15 pm

**Thursday, April 18**
**Women-in-Business Dinner**
**Concord Country Club**
5:30 pm – 9:00 pm

**Friday, April 26**
**2013 Commerce & Business Showcase**
**Penn State Great Valley**
8:30 am – 4:30 pm

**Saturday, April 27**
**Chester County Chamber Foundation Spring Auction Gala**
**Chester Valley Golf Club**
6:00 pm – 9:30 pm

**Click Here for a full calendar of events**

To register online go to [www.cccbi.org](http://www.cccbi.org)

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

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**Annual State of the County Luncheon**

One of our most popular Advocacy Events

**Event Information**

**Date:**
Monday, March 11, 2013
11:30 am – 2:00 pm

**Location:**
The Desmond Hotel & Conference Center
1 W. Liberty Blvd. Malvern

Also honoring the 2013 Boling Award recipient, Alan Slobojan

This proven sell-out event brings together the three County Commissioners and the business community. The new “conversational” format allows for the most popular county questions to be answered by those who know best.

Don’t miss your opportunity to see what’s in store for our county in 2013!

**Presenting Sponsor:**
Exelon Generation

**Advocacy Founder:**
Endo Health Solutions, Gawthrop Greenwood, PC, Lamb McErlane, PC, WSFS Bank

**Advocacy Pioneers:**
Buckley, Brion, McGuire, Morris & Sommers, LLP, DNB First, Hankin Group, Independence Blue Cross, JAECO, Kreischer Miller, UPS, Wells Fargo

**Advocacy Supporters:**
Obermayer Rebmann Maxwell & Hippel, LLP, Rainer & Company, Certified Public Accountants

**Spotlight Sponsors:**
Register Online or Contact Danielle Vetter
Larry Boling Award to be Honored
At the 2013 State of the County Luncheon

The Boling Award Committee is happy to report that it has been unanimously decided Alan Slobojan, Director of Career and Technical Education of the Chester County Intermediate Unit, will receive the Larry Boling Award for Excellence in Local Government. This award will be honored at the State of the Count Luncheon on Monday, March 11, 2013.

The Boling Award is 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. The Boling Award Committee is composed of Kathy Pearse, Jim McErlane, Gary Brown, Steve Ross and Earl Baker, Chairman.

Please join us in honoring this important award.

Event Information
Register Online or contact Danielle Vetter

Todd Cohen to host Special Presentation at the 2013 Commerce & Business Showcase

Todd Cohen works with professionals who want to create a sales culture so that more sales happen. Since 1984, Todd has coached and led sales teams to deliver more than $700 million in revenue for leading companies including Xerox, Gartner Group, Thomson-Reuters, and LexisNexis. Todd is a frequent keynote speaker at sales conferences and national association meetings and various HR conferences and his Sales Culture Workshops™ have been met with wide acclaim.

His presentation is immediately following the morning seminars at the Commerce & Business Showcase 1:00 pm

Register online or contact James Logan $30 per ticket
50 Word Description of Company:
After more than a century of practice in the heart of West Chester, Gawthrop Greenwood has evolved into a diverse, modern practice providing services to businesses, government entities and individuals in a wide assortment of legal areas ranging from business transactions, to land use, municipal and education issues, to personal injury cases, tax matters and estate planning.

What is the best leadership/management tip you have received?
Be the source of change you want to see in the world – lead by example.

If you were not in the position you currently hold, what would you be doing?
Volunteering with a hospice organization.

What is one thing that you are willing to share that one might not know about you?
I danced competitively for 16 years and made my grandfather proudest when I won the “Fabulous Face Award” at age 15.

What is your favorite quote?
Somedays it is - Sometimes in the winds of change we find our true direction. Other days – I am fairly certain that, given a cape and a nice tiara, I could save the world.

Almost time for Golf Season!
Is golf your good-weather hobby? The Chester County Chamber will continue with tradition with two Golf events this summer!

The **Golf League** consists of various nights of 9-holes of golf throughout the County. Great networking opportunity, employee perk, or client night out!

The **Golf Classic** is a premier events that provides the opportunity to golf with some of the top business leaders in the County.

Get involved and join the Golf Committee! Contact Danielle Vetter with any questions. Stay tuned for updates!
Thank You!
Let me open this article with a quick word of gratitude to the Chamber Board for the opportunity to assist in the development of its government affairs and lobbying efforts this year. I am excited to work with the leadership, staff and members of the Government Affairs Committee to continue to build on the Chester County Chamber’s involvement in public policy. There is a lot to accomplish this year and we will be calling on you to contact your elected officials to support pro-business and pro-growth legislation.

Liquor Privatization
One of the key legislative priorities of the Chamber is the privatization of the state owned liquor store system. In January, Governor Corbett announced his plans to phase out the state operated liquor stores and expand the retail sale of beer and wine in convenience stores. As he stated at the time, selling alcohol should not be a function of government. The proceeds of the sale of 1,200 wine and spirits licenses and the expansion of retail opportunities are estimated to bring in one billion dollars which the governor has slated for education block grants. Recent polls have shown privatization of the liquor store system to be popular with the voters. Past efforts to end the 80 year old system have failed as vested interests weighed in. We will see what 2013 holds for this issue. I urge you to follow the progress of this legislation through the Chamber’s Business Advocacy Center on its website.

Chamber Board Dines with Legislators
The annual dinner with the Chamber Board and members of Congress, State Representatives, Senators and the County Commissioners was held in mid-February. A candid and informational exchange peppered the evening as each invited legislator was questioned. The issues discussed covered everything from sequestration at the Federal level to state issues concerning taxation, privatization of the liquor stores and the running of our county government. Chamber Board members look forward to this annual event that affords business leaders a chance for an informal dialogue with our elected officials.

Governor Corbett Presents Budget
Legislators gathered in the Capitol on February 5th to listen to the third budget presented by Governor Corbett. The proposed $28.4 billion spending plan addressed several large issues facing the Commonwealth. The Governor’s proposal featured a proposal to reform public pensions, increased spending for transportation and infrastructure needs, and the privatization of the state’s liquor store system. Of special interest to business is the Governor’s proposal to continue the gradual phase out of the Capitol Stock and Franchise Tax. The legislators recently began three weeks of hearings on the budget proposal. A new budget must be reached by the end of June.
On The Scene…

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

Our first Advocacy Event of 2013 focused on the Fiscal Cliff and what’s next for business.

Chamber members gathered at the Luncheon

Speaker Jeff Lungren, Director, Congressional and Public Affairs at the U.S. Chamber of Commerce presented thoughts on the Fiscal Cliff.

Chamber Video Production took place in February.

Chamber member, Niall Durkan, shares his thoughts on the Chamber for the short video

Special thank you to Ron Strobel and his team at Videonet, Inc. for working on the Chamber’s first video production. Can’t wait to see what they put together!
Member Spotlight
March Edition

Name: Carol Richards, Brian's House Enterprises

Description of Company:
Brian's House Enterprises is a Non Profit network of specialized training and employment services for people with disabilities. BHE operates a Fulfillment Center in Downingtown, where our employees perform a variety of services such as Bulk Mail, hand assembly, shrink wrapping, Document shredding, and recycling for area businesses.

Why did you join the Chester County Chamber of Business & Industry?
Brian's House Enterprises joined the Chamber to gain opportunities to offer our services to businesses in Chester County. We want the community to be familiar with BHE, and our Mission. Being a part of this Chamber has enabled us to achieve this goal.

If you were not in the position you currently hold, what would you be doing?
I would like to own my own business again.

What is the most important lesson you have learned in business?
The two most important lessons I've learned in business is providing every business the same service you would expect yourself. Companies want to know you care about them, and what they are achieving. I feel relationships are the second most important aspect to a successful business.

Are there any other community activities that you (and/or your company) are involved in or are looking to get involved in?
Brian's House is involved in two Chambers and committees. Given the nature of our business I think we would like to get more involved in the Non Profit round tables.
Fix The Debt
by Earl Baker

Having served at local, county and state levels of government in the Commonwealth of Pennsylvania, I feel I have a pretty good understanding of the need for fiscal responsibility in the public sector. I was known in public service for working toward an efficient, effective and responsive government that would also always be fiscally responsible.

Over the past several years, the national debt has skyrocketed to unsustainable heights. If we continue on our current course of inaction, we will enable economic turmoil both here in Pennsylvania and across the entire nation, and it will reduce our leadership role in the world. This mountain of debt is already crowding out funding for our most important domestic programs such as education and infrastructure development, as we continue to make annual interest payments of nearly $500 billion. We don’t lack for ideas such as the Simpson Bowles Commission and it is ironic indeed that those who appointed it did not find it politically palatable to accept their recommendations.

Many people were pleased with the avoidance of going off the “fiscal cliff.” But the deal did not include a substantive agreement that bends down the trajectory of our debt.

This is a truly dangerous stalemate given the rapidly approaching deadlines for the budget sequester (March 1), and the expiration of the Continuing Resolution – the legislation that allows our government to function (March 27). I am encouraged by the fact that there are people out there focused on ensuring lawmakers are engaging in thoughtful, substantive negotiations focused on bending down the trajectory of the debt. One such group is the Campaign to Fix the Debt, a nonpartisan group dedicated to placing America on a more responsible fiscal course. The Campaign has assembled a diverse array of business and policy experts, former Members of Congress, and over 340,000 concerned citizens. I would encourage you to visit FixTheDebt.org to learn more about this effort and sign the Campaign’s Citizen’s Petition. Let’s get this mammoth debt fixed!

Earl Baker is former three term County Commissioner of Chester County, two term Senator in the Pennsylvania General Assembly and was also Republican State Chairman. Prior to his public service he was a political science professor at Temple. Now a Consultant, he is a member of the Pennsylvania Steering Committee for Fix the Debt.

Annual Women-in-Business Dinner

April is a special time for the Women-in-Business Committee at the Chamber. This is when we host the Annual Women-in-Business Dinner. This dinner gives us the opportunity to honor the Female Business Leader of the Year as well as celebrate the successes of women in business throughout the area.

Mark your calendars and stay tuned for the 2013 Female Business Leader of the Year Recipient and this year’s Keynote speaker.

Event Information
Thursday, April 18, 2013
5:30 pm – 8:30 pm
Concord Country Club
Register Online or contact Danielle Vetter for more information
**A Day at the Races.. Chester County Style**  
Buy your tickets now!

The Chester County Chamber Foundation is holding its Annual Spring Auction Gala on Saturday April 27th at the Chester Valley Country Club from 6 PM to 11 PM.

This event grows in popularity each year with this year as no exception. Join many of the Who’s Who of Chester County companies and residents as we “open the gate” for our own derby party.

The Chamber Foundation is the charitable arm of the Chester County Chamber of Business & Industry. Its mission is to enhance the quality of life throughout Chester County by focusing on education, workforce development, youth development and leadership. The cornerstone of the Foundation’s efforts is the Youth Leadership Program (YLP). By collaborating with area high schools and business leaders, the YLP series provides further skills, enrichment, mentoring and connections to our students, and encourages their pursuit of higher education. The money raised at the Spring Auction Gala provides critical financial support for the programs of the Foundation, which also includes the Bob Thompson Scholarship Fund.

Support the Foundation’s mission by purchasing tickets to this wonderful event.
Individual Tickets: $100; Sponsorships Available
We are still accepting donations!

Register online or call the Chamber at 610-725-9100

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**Welcoming the Chamber’s Newest Members**  
February 2013

**Allied Barton Security Services**
Paul Stab  
(856) 264-0249

**BMR-BioMed Realty Trust, Inc.**
Beth Patterson  
(610) 647-9590

**Bruton Financial Partners, LLC**
Bud Bruton  
(610) 518-3900

**Northwestern Mutual**
Ryan Carroll  
(215) 399-9953

**BMR-BioMed Realty Trust, Inc.**
Beth Patterson  
(610) 647-9590

**Precision Flooring Enterprises**
Marilyn Costalas  
(610) 857-3519

**R. W. Baird & Company**
Tim Connor  
(610) 594-7080

**Performance Construction Property Maintenance**
Kevin Hogue  
(484) 599-0127

**Pacer Financial, Inc**
Joe Thomson  
(610) 644-8100

**Residence Inn Exton**
Jessica Hery  
(610) 594-9705

**Safe at Work, LLC**
Lisa Porter  
(610) 299-6377

**Welchert Realtors**
Denise Pugliese  
(610) 745-8795
The Chester County Chamber’s boardroom and executive boardroom are officially open for your business. Our facilities are located in the midst of historic Chester County, offering a pleasant venue for any event, and conveniently located near the 202 corridor. It is the perfect spot for your company’s off-site needs. Reasonable rates are offered for members, non-members, and non-profit organizations.

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

The Senator Robert J. Thompson Board Room
Theater Seating for 65
Board Room Style Seating for 34

Executive Board Room
Large Oval Table Seating for 8

Do you Need to Hold a Meeting Away From the Office?

The Chamber is pleased to announce the hiring of Matthew Johnson as the Marketing & Membership Manager. Matt was offered and accepted the position on February 7, 2013 and officially started with the Chamber on Monday February 25, 2013. Along with marketing and membership sales, Matt will also be in charge of the Chambers Social Media ventures. “Social media is extremely important to the world of small business; and any business for that matter. It is a way to expose your company to people who would have never been exposed to it before,” states Matt Johnson.

Matt was previously employed by East Norriton Township Parks & Recreation Department. He is a graduate of Temple University with a B.A. in Advertising. Matt is also an Assistant Baseball Coach at Delaware Valley College in Doylestown. “I am extremely excited about my future with the Chester County Chamber of Business & Industry. I can’t wait to get started and I look forward to helping both the Chamber and our members grow for many years to come,” added Matt.

Chamber Names
New Marketing & Membership Manager
Matthew Johnson

Are you looking to get involved on a committee but have limited time? Do I have the committee for you! As part of our strategic plan, we are forming a committee whose focus will be to communicate with our members in an informal way. We are looking for members who have been active for more than a year and are interested in helping us grow and retain our membership. **Are you interested?** Please contact Marianne at 610-725-9100 x14.

CCCBI Retention Committee

Click Here For More Information
Meet Your Board

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

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

First Vice-Chairperson, Timmy T. Nelson, UPS

Treasurer, Ken Goddu, Fulton Bank

Immediate Past Chairperson, Brian DiSabatino,
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
Theodore J. DelGaizo, Mainline Engineering, Inc.

Michael Filli, 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

*Director Emeritus/Past Chairman of the Board

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Susan Brandt, Bentley Systems
Michael Bray, The Vanguard Group
Kevin Broadhurst, Comcast

Kimberly Brumbaugh, Brumbaugh Wealth Management

Bryan Burklow, Brandywine Hospital
Chad Byers, Brandywine Mergers & Acquisitions

Michael Chain, Desmond Hotel & Conference Center

Tommy Ciccarone, Jr., Parkway

Thomas Chiomento, Exelon Generation, LLC

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