Happy Halloween!
The 2016 Annual Dinner is just one month away. Get your tickets now to be part of the premier event of the year.

Please join us on Thursday, November 10, at Longwood Gardens as we honor Bill McNabb and the Senior Leadership Team from The Vanguard Group.

**Vanguard’s Senior Leadership Team**

- **Bill McNabb**, Chairman and CEO
- Tim Buckley, Kathy Gubanich, Martha King, John Marcante, Chris McIssac, Jim Norris, Tom Rampulla, Glenn Reed, Karin Risi, Anne Robinson, Mike Rollings, Heidi Stam

The Executive of the Year honor is awarded to an executive or executives of a company who have had a significant, positive impact or who have shown steadfast leadership to their company and the community on an ongoing basis.

Vanguard has been a pillar in Chester County for over 40 years and continues to be a leader in the financial industry. With 14,000 employees in 16 offices worldwide, Vanguard continues to call Chester County home.

We invite you to take part in this very special evening.

**Event Details:**
- **Date**: November 10, 2016
- **Time**: 6:00 pm - 10:00 pm
- **Location**: Longwood Gardens
- **Cost**: $195 (member) $200 (non-member)

Get your tickets today!

Register Here!
## October Events

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- **Thursday, November 3**
  - Fall Mega-Mixer and Biz Expo
  - Church Farm School
  - Exton, Pa
  - 5:00 pm - 7:00 pm
  - Register Here

## November Events

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- **Tuesday, November 1**
  - Fueling a Downstream Economy
  - Ritz Carlton Philadelphia
  - 8:00 am - 10:00 am
  - Register Here

- **Thursday, November 3**
  - Fall Mega-Mixer and Biz Expo
  - Church Farm School
  - Exton, Pa
  - 5:00 pm - 7:00 pm
  - Register Here

- **Thursday, November 10**
  - 2016 Annual Dinner
  - Longwood Gardens
  - 6:00 pm - 10:00 pm
  - Register Here
WIB Conference Recap

On Tuesday morning, September 20, more than 100 of Chester County’s top female professionals came together at QVC, Inc for the 4th Annual Women Influencing Business Leadership Conference. This year’s conference focused on Elevating Your Career. Topics from the day included presentations on Knowing Yourself, Defining Your Brand, and Living to Your Potential.

CCCBI President, Guy Ciarrocchi, kicked off the day with an introduction of QVC’s Community Affairs Director, Suzanne Quigley. Suzanne welcomed the attendees to QVC Studio Park with positive opening comments.

The first session of the event was a panel discussion comprised of Kenya Jacobs, US Compensation Manager, IKEA and Michelle Legaspi Sanchez, Executive Director, Chester County Fund for Women and Girls. This panel offered action steps women can take to close the gender gap in employment in the region. Rachel McCaffery, Director of the Environmental Division, Advantage Engineers, moderated the Leveraging Process dialogue.

Sara Canuso, founder and president of Women That Influence, asked that the attendees reflect on personal questions such as “Who are you and where are you going?” Sara’s presentation was empowering and uplifting to all that attended.

The final presenter of the conference was Carol Mitchell, author of Breaking Through Bitch. Carol has researched the characteristics of women leaders and their behaviors. She shared stories of from executives at the highest corporate levels to show how women can be outstanding leaders now and throughout their careers.

The day was wrapped up with lunch and a tour of QVC’s Studio Park facility. We hope to see everyone next fall for the 5th Annual WIB Conference.

Please click here to read a great article on our Women’s Conference by Rachel Stevenson, writer for Vista.Today.
New Members

Senior Services
Laura Hazel
(610) 310-0717
View Website
Send Email

Behavioral Wellness and Recovery
Brandt Norton
(844) 407-3422
View Website
Send Email

BYL Companies, LLC
Raymond Stein
(610) 840-8100
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Send Email

Elevations by Shelly’s
Sue Freed
(484) 698-6080
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The Flying Locksmiths of Greater Philadelphia
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Audrey Masoner
(484) 318-2268
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My Dad’s
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(484) 329-7744
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NextGen Security
Rebecca Welk
(484) 235-5520
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The Resident Theatre Company
Kristin McLaughlin Mitchel
(646) 528-1006
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CCCBI.ORG

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Not FDIC-Insured • Not Insured by any Federal Government Agency
No Financial Institution Guarantee • May lose value • Not a deposit
Subject to risk

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NOT A CHAMBER MEMBER?
CONTACT ROGER RICHARDSON
October 1st marked the beginning of the new fiscal year for the Chester County Chamber of Business & Industry. The new year also brings new chamber officers and board members. There is only one change to the officers; as Michael Stephano, Stephano Slack, LLC takes over the role of Treasurer from the departing Ken Goddu of Fulton Bank. We thank Ken for all his time and effort serving as a board officer in the role of Treasurer.

**OFFICERS**

- **Chairperson of the Board**
  Kimberly Brumbaugh
  Brumbaugh Wealth Management

- **Chairperson Elect**
  James Lee
  Wawa, Inc

- **Treasurer**
  Michael Stephano
  Stephano Slack, LLC

- **Immediate Past Chairperson**
  Joel Frank, Esq
  Lamb McErlane PC

- **Foundation Chairperson**
  Pat Ward
  WSFS Bank

**NEW BOARD MEMBERS**

- Perry Bentley, Bentley Systems
- Kait Jewell, Sikorsky
- Jeff Clark, Kreischer Miller
- Tony Nichols, Liberty Property Trust
- Kevin Quinn, Immaculata University
- Betsy Niedziejko, Fulton Bank
2016 ANNUAL MEGA-MIXER & BIZ EXPO

Brought to you by The Chamber Alliance of Chester County

THURSDAY, NOVEMBER 3, 2016
at CHURCH FARM SCHOOL
1001 LINCOLN HWY, EXTON, PA
5:00 P.M. – 7:00 P.M.
FREE TO ATTEND. OPEN TO PUBLIC.

Table Top Only - $125
Table With Electric - $150
+ $10 Linen Fee (if needed)

○ Over 700 ATTENDEES
○ 80+ VENDORS
○ Connect with Exhibitors
○ Network with Leading Professionals

Contact Julia Taylor for more information

CCCBI.ORG
America works better when Americans vote. But Americans can't vote unless they are registered!

In 2012, an estimated 51 million U.S. citizens were not registered to vote.¹

1 in 8 voter registrations were inaccurate or invalid in 2012.¹

Four years ago, nearly 1 in 4 eligible citizens were not registered.¹

Employee Voter Registration Week is an effort to shrink the number of unregistered eligible private sector voters.

How can we make a difference?

1. Employers: Communicate about registering to vote.
2. Employees: Learn about the issues.
3. Employees: Research the candidates.
4. Everyone: VOTE!

Together, employees vote and make a difference in this year’s election.

EVRW is powered by BIPAC, a nonpartisan, membership-driven, organization dedicated to helping private sector employers and employees engage in the political process.

This run IS personal. We run to fight against a ruthless opponent and line five kilometers with the names of those who combat cancer each day and for those that we’ve lost…participants’ parents, neighbors, friends, spouses and children. As we run by each name, we send strength for the battle ahead. No one fights alone. The Team CMMD Foundation’s 3rd annual This Run’s Personal 5K Run and 1-Mile Walk will be held November 5th in Downingtown. The 2016 race will draw nearly 1,500 area runners and walkers united in the fight against cancer. Last year, thanks to the participants in this event and our generous sponsors, the Team CMMD Foundation was able to fund family assistance, scholarships, and community outreach programs for those affected by cancer.

This Run’s Personal 5K is one of Team CMMD’s biggest fundraising events. Proceeds from the race allow the Team CMMD Foundation to support over 100 families fighting cancer each year. Cancer patients often fall behind on bill payments while struggling to maintain income during their treatment. A local financial support recipient recently sent us a thank you note that read, “I have been out of work for the past six months and I have been borrowing money…when I saw your check in the mail I started to tear up.”

Other patients accrue transportation or lodging expenses throughout their care. Fundraising events such as the annual 5K have made it possible for the Team CMMD Foundation to pay mortgages, utility bills, fill gas tanks, and more. Another family wrote to us, “...so very appreciative of the kind gesture. What an awesome organization Team CMMD is. Thank you so much for providing some much needed sunshine.”

Assisting these families allows patients to focus on treatment. This support is made possible from our generous community, and we are so grateful. Make it personal – honor a cancer fighter in your life or simply support local patients. Thank you!

Register for the Event

Sponsor the Race

Watch the 2015 Video
Open House
October 16

Entrance/Scholarship Exam
October 29 or November 5

Visit Villa Day
October 6, 7, 27, or 28
November 8 or 11

Register online at www.vmahs.org
What do you do with a Hollywood celeb and a TV, radio & print buy when you want to increase client acquisition?

Open Haus is an integrated creative agency that listens and digs deep to find what moves your customers. We build brands, deliver smart ideas and fresh design to provide meaningful results.

Call 484-604-0805 or email info@openhausstudio.com to find out how we can open doors for you.

Learn what we did to attract new customers!
openhausstudio.com/psychicsource

Open Haus is an integrated creative agency that listens and digs deep to find what moves your customers. We build brands, deliver smart ideas and fresh design to provide meaningful results.

Call 484-604-0805 or email info@openhausstudio.com to find out how we can open doors for you.
Church Farm School is a place we’ve grown to love, because here there is more to be found than just classrooms and buildings, but memories and people that have been pivotal in changing us from the boys we were when we arrived into the men that we are now."

- Jeremy Shields, Class of 2016
Full Scholarship to Williams College

CHURCH FARM SCHOOL
AT A GLANCE

• 1:9 student-to-teacher ratio
• 18% international students
• 90% of families receive need-based aid
• Athletic teams for every skill level
• 100% acceptance to 4-year colleges for past six years

Since 1918, Church Farm School has been offering its exemplary college preparatory education to young men from around the Delaware Valley and Beyond

Learn more and register for our October 22nd Open House at gocfs.net.
The Paoli Hospital Auxiliary Employee Branch

Fall Harvest Fine Art Show

Featured Artist Richard Bollinger

October 21st 2016
6-10 pm for an evening at

Hillhouse

A private historical residence in Berwyn
2325 White Horse Road, Berwyn, PA 19312

$ 50 per person, limited to first 300 responses

Admission includes Reception with Artists, Open bar and Hors d'oeuvres

For more information contact: mahalaa@MLHS.org or 484.565.1380

Kathleen S. Aceto
Annette Alessi
Susan Bankert
Nancy Barch
Al Barker
Jacalyn Beam
Thomas W. Benfield
Gregory Blue
Harry Boardman
Richard Bollinger
Patricia Brandt
Dan Burstein
Joanne Legnini Carothers
Tobey Chadsey
Beth Clark
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Lore Evans
Liz Finley
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Lidia Kohutiai
Diane Lavelle
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Peter McDaniel
Gregory Meyers
Victor Mordasov
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Abby Ober
David Oleski
Suzanne Oswald
Jack Paolini
John Pompeo
Denise Sedor
Sandra Severson
Genevieve Snyder
Rob Stine
Jas Szygier
Nancy Freeman Tabas
Lin Webber
Retirement in America: Student Debt Crisis

According to the source, www.USDebtClock.org, as of October 3, 2016 the US National Debt is approximately $19,537,671,000,000 and rising every second. In many ways debt has become commonplace for our country and citizens. The most recent data from the Federal Reserve Bank of New York states that as of June 30, 2016 the aggregate household debt balance is $12.29 Trillion.

As debt seeps deeper into our lives, it becomes an accepted necessary evil to advance. If we want to buy a home, we take out a mortgage. If we want to go to school, we take out student loans with the hopes of obtaining a better paying job with an upward trajectory. With that being said, our article will focus on the Student Debt Crisis so many Americans currently face as we analyze the statistics and what that means for their ability to save long term for retirement.

Student Debt Statistics
Statistics compiled from the website: www.studentloanhero.com provide an overview of the current breakdown of U.S. Student Loan Debt. The most recent reports indicate there are:

- $1.26 trillion in total U.S. student loan debt
- 43.3 million Americans with student loan debt
- Student loan delinquency rate of 11.6%
- $37,112 was the average student loan debt for the class of 2016
- Average monthly student loan payment (for borrower aged 20 to 30 years): $351
- Median monthly student loan payment (for borrower aged 20 to 30 years): $203
- $61,223 is the average amount of student loan debt according to www.Studentloangenius.com
- $638 is the average monthly payment (www.Studentloangenius.com)

Student Loan Debt's Effect on Retirement Savings
According to an online Fortune article from May 2016, nearly 1/3 or 34% of Americans saddled with Student Debt are not saving anything for their retirement. Additionally powerful statistics are as follows:

- Nearly one in three Americans (32%) have spent money earmarked for retirement on Student Loans.
- 57% of Americans with Student Loan debt plan on spending money on student loans that they were going to use for retirement.
- More than half of Millennials are concerned about money and 53% are carrying credit card debt.

Key Takeaways
Working Americans that currently have student loan debt have a challenging road ahead of them in the present and the future. The inability to be able to save for retirement will affect America's future and when and even if they will be able to retire. It will also have an impact on businesses as employees will need to work longer leading to higher healthcare costs and salaries for tenured employees.

Since this has become such a major issue for so many Americans, some employers are now implementing different types of retirement savings programs to help employees tackle student debt. For example, the employee can make payments to their student debt and the employer could give a contribution to the employee's retirement plan. Employees can ask their employers if this type of program is available at their company.

Further Reading
For further reading about student debt and savings for retirement, please refer to the References below or contact Summit Group Retirement Planners, Inc. Representative: 267-433-1050 or dfiorenza@sgretirementplanners.com. Summit Group Retirement Planners, Inc. specializes on collaborating with employers on the design, installation, and ongoing servicing needs of their retirement programs.

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References
https://www.newyorkfed.org/microeconomics/hhdc.html
http://www.usdebtclock.org/
http://fortune.com/2016/05/06/student-debt-is-derailing-boomers-retirement/
http://studentloangenius.com/
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