CCCBI Kicks Off Membership Month

The first Wednesday of every month here at the Chamber is reserved for Business After Hours. September is no different, except that this After Hours will be the kickoff to Membership Month. It all starts with Business After Hours, Wednesday, September 4 at Penn Oaks Golf Club in West Chester. This is a free event for current Chamber members as well as prospective members. We want to offer prospective members the opportunity to attend a Chamber networking event first-hand while connecting with current members.

If you know someone who may be interested in Chamber membership, please extend an invitation to this event. If your guest then joins the Chamber on the spot, you will both receive incentives as a thank you for your support.

If you can’t make it to Business After Hours, don’t worry. We will hold our three day VIP Open House Luncheon here at the Chamber, September 17-19, 11:30 a.m. - 1:00 p.m. These VIP Open House Luncheon’s are open to all prospective members. They are designed to encourage the prospective members to come out and meet the Chamber staff, connect with current members, and learn more about membership opportunities. Current Chamber members must be accompanied by a prospective member in order to attend. All new members and member volunteers receive additional rewards and recognition as a thank you for their support.

We encourage you to contact the Chamber to learn more about how your support throughout the month will directly affect membership growth and the Chamber’s success in the upcoming year.

Business After Hours
Wednesday, September 4
5:30 p.m. - 7:30 p.m.
Penn Oaks Golf Club
150 Penn Oaks Drive
West Chester, PA 19382
Register Here

VIP Open House Luncheon
September 17, 18, & 19
11:30 a.m. - 1:30 p.m.
CCCBI Headquarters
1600 Paoli Pike
Malvern, PA 19355
Register Here

Prize Sponsors:
Lamb McElane, PC
The Devon Senior Living
ACAC
Microtel - West Chester
Wegmans - Malvern

Sponsorship Opportunities are available.

Registration is mandatory for all attendees of these events. Space is limited.

From the President
From my desk to yours...

September is an important month for the Chamber. It signifies the end of our year and provides us with a number of special events to help increase our membership so that we start our new year off in October with positive growth and momentum.

As I think about the future of the Chamber, it's easy for me to articulate why I believe our Chamber is a great business investment. I see day to day, how we are helping businesses create new relationships through our events and programs; how we are working to advocate for a fair and equitable business climate at the local, state and federal level; and how we continually provide tools for our members use to keep them informed with credible and timely information.

While it’s easy for our professional staff to quantify the benefit for all types and sizes of businesses, it always carries more clout if you hear it directly from your peers. We are fortunate to have utilized the great talent of Ron Strobel of VideoNet to help us capture real stories and examples of what it means to those in the business community to be a part of our Chamber. Check out our new YouTube Channel and click on our video testimonials so you can hear what others are saying about our Chamber.

We know we have fans of the Chamber and we know we have our work cut out for us to spread the message of why businesses that are not currently part of our organization should support the Chamber and include us as part of their investment in their business. As I mentioned last month, this is where our fans and current members can help us. A stronger chamber will pay dividends to the business community and allow our chamber to invest time and talent on meaningful and relevant programs and services for our members.

I ask again, that you consider inviting a prospect to one of our events in September mentioned below.

- September 4 - A special Business After Hours at Penn Oaks Golf Club 5:30-7:30 p.m.
- September 17, 18, or 19 - Lunch at the Chamber 11:30 a.m. - 1:00 p.m.

At these events there will be a number of incentives for businesses to join, and you will also be rewarded if your guest joins! So it's a win - win - win. We grow the Chamber; you get a gift and the opportunity to meet dozens of new businesses to help grow your network as well. Not to mention your guest will thank you for introducing them to such a dynamic organization! Call us today to see how you can help us grow our Chamber.

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 an issue of The Voice, giving your company added exposure to our membership.

The Winner for August is:

Paramount Communications

Chamber Day in Washington D.C.

Join regional business leaders on a trip to the nation's capital on Tuesday, September 10, 2013. Hear firsthand about the issues that are facing our nation and our business industry and develop relationships with key congressional members and Chamber participants as we advance the business community's agenda in Washington, D.C.

Agenda

7:40 a.m. - Private Amtrak Service: Departing from 30th Street Station for Union Station with an additional stop in Wilmington, Delaware.

10:30 a.m.- Morning Session: Briefings from the region's U.S. House Members.

1:30 p.m. - Afternoon Session: Lunch and briefings from the region's U.S. Senators.

5:05 p.m. - Amtrak Service: Departing from Union Station to 30th Street Station with an additional stop in Wilmington, Delaware.

Register via the Chamber’s website or contact Chamber President Nancy Keefer with any questions.
Whether you are at the top or working your way up the ladder, elevate your skills to the next level by attending the 2013 CCCBI Leadership Conference. Get the Edge in business by obtaining leadership skills and learning the latest business practices. This half-day event provides an excellent leadership experience for your employees and yourself.

Friday, September 27, 2013
8:00 am- 1:00 pm
Penn State Great Valley

Included Sessions:

**Session 1: Coaching in the Workplace, Joan Walsh**
What is the difference between a coach and coaching others? How can you utilize coaching strategies to assist others? In this workshop, attendees will learn how to personally provide coaching to professional and personal individuals throughout their career.

**Session 2: Energy Levels in the Workplace, Adina Laver**
We all have seven levels of energy operating within us at all times. As a leader, the level of energy that we draw upon most frequently determines the impact and effectiveness of our leadership. In this workshop, attendees will explore energy types and learn how to effectively utilize their own personal energy.

**Session 3: Leadership Mistakes you Don't Have to Make**
A moderated Question and Answer seminar capturing advice from some of Chester County's leaders. Take part in the dialogue! Come prepared with your own leadership questions. Panelists include: Denise Day, President and CEO, YMCA Brandywine Valley, Carolyn Beam, Executive Vice President, Fulton Bank, Ron Stobel, Founder and President, VideoNet Inc, Kim Hall, Executive Director, Chester County Futures.

**Agenda**
8:00 am – 9:00 am Breakfast Networking
9:00 am – 10:00 am Joan Walsh, Coaching in the Workplace
10:00 am – 11:00 am Adina Laver, Energy Levels in Leadership
11:00 am – 12:00 pm Panelist, Leadership Mistakes you Don’t Have to Make
12:00 pm – 1:00 pm Meet the Speakers, Light Lunch & Networking

Register Online

Member Cost: $70
Non-Member Cost: $85

**Individual tickets include access to three seminars, continental breakfast and lunch networking**

Limited Seating available! Register today

Sponsorship and Group Pricing available
- Ticket Bundles: Receive a discount for buying a group of tickets
  - 6 tickets $380 (save $40)
- Contact Danielle Vetter for Sponsorship Opportunities

Like our Facebook page for the latest information on seminar topics, speaker confirmation, and more.

Contact Danielle Vetter to be added to the email list to receive the most current info.
New Directors Elected to Chambers Board of Directors

The Chamber is pleased to announce new directors to its Board beginning in October. Presented to the membership in accordance with the organization’s bylaws, the Board will ratify the memberships vote at their October Meeting.

New to their leadership role on the Board (pictured above) are Mike Brown, KRMD Partners, Inc., Elizabeth Bush, Endo Health Systems, Anthony Morris, Esq., Buckley, Brion, McGuire, Morris & Sommer, LLP, Tom Petro, Fox Chase Bank, Frances Sheehan, Brandywine Health Foundation, and Linda Taylor, Independence Blue Cross

Returning to the Board to complete their terms are: Carlo Borgia, Wells Fargo Bank, Kim Brumbaugh, Brumbaugh Wealth Management, Chad Byers, Brandywine Mergers and Acquisitions, LLC, Michael Chain, Desmond Hotel & Conference Center, Thom Chiomento, Exelon Generation, Stacey Fuller, Esq., Gawthrop Greenwood, PC, Buzz Hannum, Jr., Lyons Companies, Blake Krapf, Krapf Bus Companies, Jim Lee, WaWa. Inc., Al Melfi, DNB First, Kevin Morgan, Blue Moon Florist, and William Simkiss, The Simkiss Companies.

We would like to extend our welcome to our new and returning Board members and recognize outgoing board members for their service. Leaving the Board at the end of their terms in September are: Tommy Ciccarone, Parkway, Brian DiSabatino, EDI$ Construction and Ted DelGaizo, Main Line Engineers.

New and outgoing board members will be recognized at our Annual Meeting on October 17 at Longwood Gardens.

Building Industry Shared Interest Group to Discuss Advocacy

As a member of the Chamber and a business associated with the building industry, you are invited to attend meetings of the Building Industry Shared Interest Group (SIG). You should be receiving personal invitations to attend these meetings if you are in the building industry.

On September 18 from 7:30 – 9:00 a.m. at the Chamber, the Building SIG will welcome Chamber Government Consultant, Craig Tucker, Novak Strategic Advisors, to discuss State and Federal issue impacting the building industry. He will also discuss how you can be involved in advocacy at several levels, including the tools the Chamber has available through its legislative center.

If you are in the building industry and are not receiving personal invitations, please contact Chamber President, Nancy Keefer. This is a value added benefit of your membership and we encourage you to take advantage of this special group dedicated to your industry. The Building SIG conducts five programs a year based on the input of those engaged in the SIG.
Welcoming the Chamber’s Newest Members

Joined between July 31 & August 29, 2013

Bulldog Construction Co., Inc
Jay Sector
610-383-7042

Chester County’s Best Kept Secrets Tour
Michele Scott
484-551-5175

Queen of Hearts
Signature Catering
Ashley Scioli
610-889-0477

Schneider Electric
Amy Leslie
215-443-0442

Tera Partners, Inc.
Anna Avanyan
610-550-3110

Upcoming Events

September

Wednesday, September 4
Business After Hours -
VIP Membership Kickoff
Penn Oaks Golf Club
5:30 p.m. - 7:30 p.m.

Monday, September 9
Eye On Congress Breakfast
Downingtown Country Club
7:45 a.m. - 9:30 a.m.

Tuesday, September 10
Chamber Day
Washington D.C.
7:00 a.m. - 6:00 a.m.

Friday, September 27
2013 Leadership Conference:
Get The Edge
Penn State Great Valley - School of Graduate Professional Studies
8:00 a.m. - 1:00 p.m.

October

Wednesday, October 2
Business After Hours
General Warren Inn
5:30 p.m. - 7:30 p.m.

Wednesday, October 23
New Member Orientation Luncheon
CCCBI Headquarters
12:00 p.m. - 1:15 p.m.

Thursday, October 17,
Annual Dinner 2013
Longwood Gardens
5:30 p.m. - 9:00 p.m.

Thursday, October 24
In The Loop
Microtel Inn & Suites
7:30 a.m. - 9:00 a.m.

November

Thursday, November 7
Fall Mega-Mixer & Biz Expo
(Chamber Alliance)
United Sports
5:00 p.m. - 7:00 p.m.

Click Here for a full calendar of events. To register online go to www.cccbi.org

Questions?
Please contact the Chamber at
The issue of transportation funding played a large role in numerous discussions as the Commonwealth’s budget was debated. Senate Bill 1 was voted out of the Senate with wide bi-partisan support. Unfortunately, with a significant number of Republicans expressing their opposition to portions of the legislation to their leaders, the bill never came to the floor for a vote. The legislators left for the summer leaving this legislative initiative unfinished.

The Senate Transportation Committee under Chairman John Rafferty has not let the issue go silent this summer. Over the course of three weeks, the Transportation Committee has held hearings to discuss the need for more transportation funding and the impact of the failure to pass legislation.

PennDOT Sec. Schoch spoke at the first hearing in the Capitol and warned of the dire and immediate consequences of not taking action on this legislation. The most immediate consequence would be on the missed construction season. Numerous projects would have been funded and moved along in the project letting process. Currently, the department has a budget for $1.3 billion of lettings in 2013. If the Corbett transportation plan had been adopted this number would have grown to an annual $2.6 billion by 2020.

Another near term impact is the continued reviewing of the structural integrity of the Commonwealth’s bridges. The Secretary warned that the state is currently reviewing 1200 state bridges and another 1000 local bridges. Without the projected funding in SB 1, more and more bridges will become unusable. Last week, PennDOT announced a further 1000 bridges with new weight restrictions or closures.

A final impact will be seen in the fall and early 2014 in mass transit. Several systems will see their funding cut or ended, impacting riders who use mass transit to get to work and school.

Further testimony focused on the economic impact of transportation funding. From direct construction jobs to building supply producers and other economic benefits, the lack of new funding will negatively impact Pennsylvania’s economy with job losses and reduced economic activity.

Many are looking again to the House leadership to rally the GOP and pass some form of transportation funding. Leader Turzai has been quoted recently saying that the issue will be addressed with a “laser focus.” In the meantime, his colleagues on the House Appropriations Committee discussed the need for more transportation funding at a meeting in Pittsburgh this week. They, too, agreed that the issue is front and center in the fall.

Looking forward to the return of the legislature in late September many are wondering what a compromise will look like. The Senate is publicly holding firm on a higher spending plan (with its higher tax and fee revenues). The House GOP is debating the merits of the revenue side of the plan and the overall spending rate.

Will the rising number of closed bridges, halted projects and truncated transit service move the legislators to find a solution to their impasse? The leaders of business groups, unions, and the construction trades involved in construction and repair are ready to again push for passage of new transportation spending. There is hope for the fall legislative session that this important issue will be successfully addressed.
On The Scene…
View, like and share our photos on our facebook page!

Business After Hours

Mr. & Mrs. Ron Strobel

Kathy Hanick and Stu Bran pose for a picture with Faunbrook B&B owner Lori Zytkowski.

Penn Liberty Bank - Chester County Chamber Golf Classic

Jim Rosser, Val DiGirogio, Ryan Costello, Mike Fili

The Penn Liberty Bank team. We couldn't have done it without them.

Jack Meehan knocked in a hole-in-one on the par 3, 11th.

Steve McGinn and his caddie line up the putt.
Emerging Leaders Business After Hours

Networking at Brickside Grille

Emerging Leaders Chairman Chad DeHart

Kirt Barden and Ben Zajac

The New $100 Note is coming

It only takes a few seconds to check the new $100 note and know it’s real. Learn how to identify and use the two advanced security features: the **3-D Security Ribbon** and the **Bell in the Inkwell**. It is not necessary to trade in your old-design notes for new ones. All U.S. currency remains legal tender, regardless of when it was issued.

**3-D Security Ribbon**
Tilt the note back and forth while focusing on the blue ribbon. You will see the bells change to 100’s as they move. The ribbon is woven into the paper, not printed on it.

**Bell in the Inkwell**
Tilt the note to see the color-shifting bell on the copper inkwell change from copper to green.

Please visit www.newmoney.gov For more information
Meet Your Board

Name: Bryan Burklow  
Title: CEO  
Company: Brandywine Hospital

50 Word Description of Company:
A medium sized, centrally located General Acute Care Hospital that excels in Emergency Medicine, Cardiology, Robotic Surgery, Orthopedic and Spine Surgery and Behavior Health. Brandywine Hospital is committed to high quality services and maintains 5 Gold Seal Programs awarded by the Joint Commission and a Blue Cross Center of Excellence in Spine Surgery.

What is the best leadership/management tip you have received?
Always ask yourself the “why” before you make a decision.

If you were not in the position you currently hold, what would you be doing?
I would want to be a physician and heal people.

What is one thing that you are willing to share that one might not know about you?
I am engaged to be married to the most incredible person I have ever met.

What is your favorite quote?
Very few burdens are heavy if everyone lifts.

Chester County Chamber to Host Breakfast Featuring Three U.S. Congressmen

We are pleased to host our three Washington Representatives, Congressmen James Gerlach, Patrick Meehan and Joe Pitts for an interactive breakfast at the Downingtown Country Club. Learn about the most recent regional issues circulating U.S. Congress and how they may impact your life & business in Chester County. The new format of our Advocacy Events allows for your questions to be answered!

Event Information:
Date: Monday, September 9, 2013  
Time: 7:45 a.m.- 9:30 a.m.  
Price: $35 per member / $50 per non-member with advance registration  
*Breakfast included  
Corporate table: $550 (includes company recognition/8 tickets)  
Location: Downingtown Country Club, 93 Country Club Dr. Downingtown, PA 19335

Advocacy Founder Sponsor:  
Exelon Generation

Advocacy Pioneer Sponsors:  
Endo Health Solutions, Gawthrop 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, Kreischer Miller, UPS, Wells Fargo

Spotlight Sponsors:  
Comcast  
Obermayer Rebmann Maxwell & Hippel, LLP  
Rainer & Company, Certified Public Accountants
She is stuck in the weeds. He is not a big picture person. She is not a high level thinker. These are a few of the comments we typically hear when we are asked to coach someone. What the heck does it mean? What is higher level thinking?

Daniel Kahneman, author of *Thinking, Fast and Slow*, seems to have the answer. Kahneman and his colleagues have spent decades researching how we think. He summarizes our primary thinking processes as Systems 1 and Systems 2 thinking. Higher level thinking requires a shift from System 1 to System 2.

System 1 is the mode in which we operate most frequently. When you are in System 1, you continually sense the world and gather impressions. You use those impressions to:

- Create a baseline of your experiences.
- Instantaneously check those impressions against past events and experiences to determine if they are normal or surprising.
- Make quick decisions based on your experiences and limited external information. You link the present with the recent past and with expectations about the near future, to create a snap judgment. That judgment can sometimes be very skewed.

Before reading further, click here to get a first-hand experience of System 1 thinking.

System 1 is in play when you watch the video. Intense focusing on a task can make people effectively blind, even to stimuli that normally attract attention. The task of counting is difficult and completely absorbing. Thousands of people have seen the video. About half of them miss the moon-walking bear. The video illustrates two important facts about how our minds work: We can be blind to the obvious, and, sadly, we are also blind to our blindness. System 1 is our natural, typical thinking mode as we perform our daily operational duties.

System 2 thinking requires higher-level thinking. It takes energy! System 2 thinking is capable of doubt, because it can maintain incompatible possibilities with the future state. And, sustaining doubt is harder work. System 2, takes voluntary control. It requires that we allocate attention to complex analyses, assessments, choices and concentration. System 2 thinking takes conscious effort to engage in mental tasks that take a lot of deliberate attention.

Just a few recommendations for doing more System 2 thinking:

- Assess situations based, not only on the present but, on what may happen in the future.
- Dissect events carefully. Conduct a why-why-why analysis. Ask, “Why did this happen?” With that answer in mind, ask “Why did that happen?” Continue asking “why” to provide clarity about what is below the surface.
- Practice conscious curiosity. Look at situations from different vantage points: How would a colleague view this? What would our customers say? What would a first-grader see?
- Refuse to accept the first solution/decision/action that comes to mind. Instead ask, “What else might be done?”
- Envision a future where the problem/situation/issue is fixed. What does it look like? How do people respond? Then, determine what needs to be done to make that ideal future a reality.

As Albert Einstein, a brilliant thinker, once said: *We cannot solve our problems with the same thinking we used when we created them.* With a little effort we can expand our perceptions, tap into the power of System 2 thinking, open up understanding and possibilities, and become more energetic, higher level thinkers.

Ria Hawkins, Ph.D. is President of Take Charge Consultants, Inc. Founded in 1977, Take Charge provides leadership development, executive coaching and future business planning to Fortune 500 firms and large federal agencies.
Member Spotlight

Stu Bran
Bran Advertising

Description of Company:
We’re a lean, nonfat, full-service advertising agency and graphic design firm. Since 1988, we have provided fresh, creative solutions for a wide range of clients that vary greatly in size and industry. Our focus is “creative concepts that get you noticed” – finding that unique selling proposition that makes your business stand out from your competitors.

Why did you join the Chester County Chamber of Business & Industry?
Having recently moved to the area from Bergen County, NJ, it was very important to meet other business executives and owners. After researching other chambers, I feel CCCBI has the best variety of members (in industry and size), many more opportunities to network, and the resources most beneficial for my company.

If you were not in the position you currently hold, what would you be doing?
Relaxing on a Caribbean beach! Actually, I’m doing what I always wanted to do. I decided I wanted to be an art director when I was eleven. After all these years – twenty years on Madison Avenue and twenty-five years at my own company – I still enjoy what I do because there is a different challenge every day.

What is the most important lesson you have learned in business?
ADAPT! I would not have remained in business all these years without learning new skills and technologies. So much has changed in the way we produce the end product, but one thing has remained unchanged. You still need to start with a creative idea. Through all the changes, I’ve focused on making sure my clients stand out.

Are there any other community activities that you (and/or your company) are involved in or are looking to get involved in?
I’ve always wanted to teach a college course on creative thinking and hope to connect with one of the universities in the area. In addition to mentoring students, for five years I participated in the annual portfolio review held at Montclair University, and sponsored by the Advertising Club of NJ.

I have also joined the communications and social committees in my community – Byers Station.

General Warren to Host After Hours,
Unveil New Happy Hour Offerings

Fall is just around the corner, and what better way to celebrate the season and connect with local business professionals than in the rustic charm of the General Warren Inne.

Join us for October’s Business After Hours on Wednesday, October 2, 5:30 p.m.-7:30 p.m., as we enjoy quality food, beverages, and conversation at this historic venue.

Within these 265 year-old walls you will find modern American cuisine and a new happy hour format with a special selection of draft beer. Don’t miss this installment of the Chamber’s most visible and frequently attended networking event! Space may be limited—register today. Free for Chamber members with advance registration, $10 day-of. $30 for future Chamber members.
Two Special Award Winners to be Recognized at the 2013 Annual Dinner

Our most prestigious event of the year. This Chamber tradition is held at the beautiful grounds of Longwood Gardens and brings together business and community leaders to celebrate the successes in Chester County over the past year.

We are also proud to announce the recipients of two Distinguished Service Awards:

The Executive of the Year is awarded to a C-Level Executive Leader of a company who has had a significant impact during the year or who has shown steadfast leadership to their company and the community on an ongoing basis. The award will be presented to David Moser, President of DFT, Inc. David is regarded as an astute and reserved businessman who lends careful thought to his comments and whose points always add value to the conversation. He is highly active within the Chester County Chamber, as well as other local organizations.

The Citizen of the Year is awarded to someone who has taken on a community initiative or has had a major impact on their industry through professional and community involvement. Robert Spatola, of Handi-Crafters is this year's well-deserved recipient. Robert is known for his generous attitude- not only monetarily but with his time, energy, creativity and love. He can be spotted at helping out at Handi-Crafters or handing out birthday gifts to clients and employees.

This year’s dinner will also feature the passing of the gavel from Chairman Michael DeHaven to Chair-Elect Joel Frank.

Event Information
Thursday, October 17, 2013
5:30pm - 9:00pm
Longwood Gardens, 1001 Conservatory Rd. Kennett Square, PA 19348

Please register [Online]
Member Cost: $165.00 Non-Member Cost: $200.00
Sponsorship and Advertising Opportunities available.
Contact Danielle Vetter for more information.

Proudly Presented by:

Platinum Sponsors:
Aqua, Independence Blue Cross, Exelon Generation

Gold Sponsors:
Buckley, Brion, McGuire, Morris & Sommer, LLP, Comcast

Silver Sponsors:
JAECO Fluid Systems, Inc., Lamb McErlane, PC

Signature Investors:
Endo Health Solutions, Fox Rothschild, LLP, Hankin Group, WSFS

Corporate Sponsors:
Fulton Bank, Krapf Bus Companies, Wells Fargo Bank
It’s All About YOU in our Annual Chester County Publication

That says it all. It’s all about YOU. The Chester County Chamber of Business & Industry is really all about YOU, our members.

To serve our members, promote our programs and support the local community, CCCBI publishes Chester County, an annual business directory and community profile. This handsome, four-color magazine portrays the County’s diverse resources and assets and provides valuable information on the Chamber and its members.

We are proud to partner this year with chamber member MEDIA TWO – TODAY MEDIA CUSTOM COMMUNICATIONS (M2/TMCC). Founded in 1995, M2/TMCC is part of Today Media, publisher of the well-read and well-respected Chester County magazines Mail Line Today and The Hunt.

Working with M2/TMCC we will produce a top-quality publication that serves as a powerful communications, image and branding statement.

Ad sales are the foundation of a successful publication. As we begin to work on our 2014 Chester County publication, M2/TMCC sales staff will be reaching out to Chamber members to offer the opportunity to be part of the magazine. We hope you will consider branding with the Chamber on this project by purchasing an ad when contacted by MC/TMCC.

What a great way to showcase your business. We will print and distribute almost 4000 copies of Chester County. Your ad will get lots of views and the electronic version will also be available on our website.

You can be assured of a great return on your investment.

Chamber Testimonial Videos Are Here

We would like to thank Ron Strobel and his team at VideoNet, Inc for the production of our Chamber Testimonial Videos. The videos are scattered throughout our website and can also be seen on our new YouTube Channel.

Not only are very proud of the way the videos turned out but we would like to thank everyone involved for the kind words displayed about our Chamber.

We strive to be the best and we can accomplish that with the help of our members.
Most of you are aware that lack of working capital is the single greatest reason for business failure. Getting sufficient capital to sustain yourself in the event that your revenue projections don’t work out precisely as planned should be the first order of business for any new venture.

If you’re a start-up or small business looking to raise capital for your business you know how next to impossible it is. If you lack sufficient assets or revenue history, banks, VC’s and Angel investors will not find you attractive. Add to that the fact that the number of active investors in the US is down significantly in the last five years and the problem will be getting worse before it gets better.

Fortunately, in the last three years, an approach that has been around for over 500 years has begun to gain traction. I am referring to Crowdfunding. Crowdfunding has doubled the amount that it has funded every year since 2010, and in 2013 it is on track to provide over $5 Billion to new entities. To provide even more impetus Congress and the Administration have enacted into law The JOBS Act of 2012 which looks to significantly ease the rules and regulations to allow millions of new individuals to invest in private placement opportunities. Experts are predicting that when fully implemented it will produce over $15 Billion for new entities which will put it nearly on a par with the venture capital arena.

There is much confusion and misinformation on the subject. There are so many misinformed detractors that I am reminded of a great pearl of wisdom from the German Philosopher Arthur Schopenhauer: “All truths pass through three stages. First, it is ridiculed. Second, it is violently opposed. Third, it is accepted as being self-evident.” In the U.S., Crowdfunding today is somewhere between being ridiculed and violently opposed However, to the 99% of businesses that cannot get traditional capital it holds out an opportunity to bring their great ideas to life.

Properly planned and managed it offers the fastest, easiest, and cheapest way to raise capital. However, it does take time, it will require effort and it’s not free. Currently there are five and soon to be six avenues available for crowdfunding. Each one appropriate for the nature of the project. These approaches include crowdfunding for:

- Donations
- Rewards
- Debt Obligation
- Royalties
- Equity (from accredited investors) and soon
- Equity from unaccredited investors

Crowdfunding may not be appropriate for all new ventures but you are doing your business a disservice if you do not at least research the subject.

If you could save on something wouldn’t you? Wouldn’t you want your friends or business associates to save as well?

Check out the Chamber’s Member to Member Discounts page.

Here you will find various deals offered on goods and services though the Member to Member discounts. This is a great way to build relationships with your fellow Chamber members.

If you would like to know more about how to offer the discounts please get in touch with Matt Johnson.
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, EDI 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 Fili,** Aqua
**Thomas Filippio**, Devault Foods
**Dennis Fisher,** Longwood Gardens
**Chris Franklin**
**Stacey Fuller,** Gawthrop Greenland, PC
**Sassan Hejazi,** Kreischer Miller
**Buzz Hannum Jr.,** Lyons Companies
**Dr. Robert Jennings,** Lincoln University
**Scott Kerr,** Reger Rizzo & Darnall, 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,** PharmMarket Consulting

*Director Emeritus/Past Chairman of the Board*