The Chester County Chamber Kicks-off
2012 Membership Month at Hotel Warner

If you haven’t registered for the next Business After Hours on Wednesday, September 5, 2012 you better get moving. September is Membership Month at the Chester County Chamber of Business & Industry (CCCBI). Throughout the month CCCBI will be hosting a series of networking events, luncheons, and open house receptions to connect the business community and explore the value of membership.

The month-long membership campaign will begin with a VIP Membership Kickoff and Business After-Hours on Wednesday, September 5th at the brand new Hotel Warner in West Chester. This networking event is open to both Chamber and non-Chamber members, and will provide guests with plenty of opportunities to connect and learn more about the business resources available to them through membership.

To ensure your space, pre-registration is recommended. Walk-ins are welcome. Register on-line or contact James Logan at 610-725-9100 ext.15 or by email at jlogan@cccbi.org.

Come prepared to begin growing your business with the county’s largest Chamber!

*If you are interested in showcasing your business and want to host a Business After Hours Networking event contact jlogan@cccbi.org for more information.
September represents the end of the year for the Chamber. With that comes a great deal of pressure to conclude the business of one year while planning for the future for our organization. I can share with you that there is never a dull moment here. Your chamber is constantly evolving and preparing itself for the challenges ahead. In the next month you will see new faces joining our board, an increase in membership due to our successful Membership Campaign, and a new year filled with opportunities. Stay tuned, and more importantly, stay involved.

Looking back in August I had the opportunity to present testimony to the House Policy Committee on developing policies to support job creation and economic growth. As we all know, we must be diligent in bringing jobs back to Pennsylvania and providing an environment where businesses can grow and succeed. I am sure it will come as no surprise to you that much of my feedback to the committee centered on the need to make Pennsylvania more attractive from a tax perspective when it comes to business taxes as well as less burdensome to business owners when it comes to the onerous regulatory paperwork on many levels. We will remain focused on these issues and will work with our leadership at the local, state and federal level on possible solutions and opportunities to allow the free enterprise system to succeed. A special thanks to Representative Truitt for inviting me to participate in this exchange.

Recently, I was very excited to be a part of the grand opening ceremonies at the new Hotel Warner in West Chester. What a charming hotel that came together from hard work and dedication from several of our community business leaders. We are very honored to have them host our After Hours event on September 5. You won’t want to miss this.

Lastly, a shout out to Handi Crafters who earlier this year received recognition on CNN for their collaboration with Lizbeth Lane Gourmet Cuisine. What a tremendous asset for our community. Having toured this facility, I can tell you that this is a very special place.

Until next month...

There are two opportunities in September to meet representatives from Harrisburg and Washington as you prepare for the upcoming elections in November.

On September 12 join representatives of our Chamber and the Philadelphia Chamber as we head to Washington for a day on the hill. It is a full day with an early morning train departure to Washington, followed by insightful meetings with various members of Congress on issues that are important to our region. Brian DiSabatino, EDIS attended the event last year stating, “I was surprised how much I got of out the day. I was able to mingle with colleagues from the area and had a front row seat to national policy making. It was a very rewarding day.”

On September 13, you can stay closer to home and visit with many of our endorsed candidates at our “Meet the Candidates” event at the General Warren Inn from 5:30-7:30 p.m. A nice evening of networking and getting to know the candidates will assist you in making the right decision when you head to the polls in November. This is a very informal meet and greet allowing you one-on-one time with the candidates in a fun setting.

For details on either of these events visit our website at and click through to the event on our calendar. Both events require advance reservations.

Get to Know your Legislators

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Upcoming Events

September

5 T VIP Membership Kickoff/ Business After Hours
Hotel Warner, West Chester 5:30- 7:30

12 W Chamber Day in D.C.,
Washington D.C 6:30am – 6:00pm

13 Th Lunch & Learn
CCCBI Headquarters 11:30am- 1:00pm

13 Th Meet the Candidates
General Warren Inne, 5:30-7:30 pm

18 T Made In Chester County (Part 3) - Networking & Tour
Chester County Solid Waste Authority, 7:30 – 9 am

18 T VIP Open House Luncheon
CCCBI Headquarters 11:30- 1pm

19 W VIP Open House Luncheon
CCCBI Headquarters 11:30- 1pm

20 Th VIP Open House Luncheon
CCCBI Headquarters 11:30- 1pm

21 F Breakfast with the Board
CCCBI Headquarters Time  TBD Invitation Only

October

17 W Annual Dinner 2012
Longwood Gardens 5:30 pm-9:00 pm

19 F New Member Orientation Lunch
CCCBI Headquarters 12:00pm-1:00pm

23 T Made In Chester County (Part 4)
Devault Foods,7:30– 9 am

24 W Business After Hours, Emerging Leaders
TBD 5:30pm – 7:30pm

Board Slate Presented

The Nominating Committee, Chaired by Mike DeHaven, Rainer & Company, Certified Public Accountants, has presented the following slate to be approved by the membership through the nominating process.

Nominated to continue another term on the Board are: Bill Belknap, aEoNRG, Inc.; Susan Brandt, Bentley Systems; Michael Bray, Vanguard; Kevin Broadhurst, Comcast; Brian Burklow, Brandywine Hospital; Ken Goddu, Fulton Bank; Dr. Robert Jennings, Lincoln University; Louis Kupperman, Obermayer Rebmann Maxwell & Hippel, LLP and Kristen LaDow, M & T Bank. “

Proposed to fill expired terms on the Board are: Sassan Hejazi, Kreischer Miller, Michael Fill, Aqua; Dennis Fisher, Longwood Gardens; Scott Kerr, Buckley, Brion, McGuire, Morris & Sommer, LLP; Stacey Martin, The Hankin Group; Mark Pavlovich, West Chester University and Greg Thomas, Endo Pharmaceuticals.

Thom Chiomento will serve as a Chairman’s appointee to the Board and Chris Franklin and Al Melfi will assume positions as Director Emeritus on the Board.

In accordance with the bylaws, the slate as proposed is being distributed to the membership through this publication. Additional names for candidates can be nominated by petition bearing the signatures of at least twenty qualified members of the Chamber within 10 days of this notice. If no petition is filed, the Nominating Committees slate will be forwarded to the Board for ratification at the September Board meeting.

We would like to extend our appreciation to several of our Board members whose terms will expire on September 30. Dan Astolfi, Citizens Bank; Thom Chiomento, Exelon Generation; Chris Franklin, Aqua; Al Melfi, DNB First; Tony Morris, Buckley, Brion, McGuire, Morris & Sommer, LLP; Tom Nason, Nason Construction; Paul Redman, Longwood Gardens and Cuyler Walker, Pepper Hamilton, LLP.

“These board members have been instrumental to the Chamber by providing their vision and leadership at a time when there have been many challenges” stated Chamber President & CEO, Nancy Keefer. All incoming and outgoing directors will be officially recognized at the Chamber’s Annual Dinner and Meeting at Longwood Gardens on October 17, 2012.
As you look on our website and even more closely on the event calendar for Tuesday, September 18, 2012 you will notice a very interesting event posting. Some might say it is one of the more unusual installments of the Made In Chester County series. But what you probably didn’t know is that September’s Made In Chester County event, hosted at the Chester County Solid Waste Authority (CCSWA), is more than just another stop in this four part series. Not only is the Chester County Solid Waste Authority home to a state-of-the-art waste processing center but it also plays host to hundreds of visitors each month, and not just to dump trash. Did you know that CCSWA offers a 360-Degree Panoramic view rising 80 feet above the highest point of the Welsh Mountains for its visitors? This incredible panoramic view of the Conestoga and Brandywine valleys isn’t something you will see every day. The scenic overlook was opened in July 2001. It includes a pavilion, picnic tables, walking trials and a great view of the surrounding countryside. Here are a few known facts about the CCSWA:

- The CCSWA provides an essential public service to 49 Chester County communities, over 375,000 residents and hundreds of businesses throughout the county.
- Lanchester accepts an average of 1,000 tons/day of non-hazardous municipal refuse and residuals. Over 90% of this waste is generated in Chester County.
- Portions of Lanchester’s tipping fee are directed to benefit host communities as well as county and state environmental stewardship programs. From every $58/ton fee, $2 goes to the Pennsylvania Recycling Fund, $4.25 to the Environmental View more facts on the CCSWA website

So why host a Made in Chester County event at the CCSWA? Simple, the CCSWA contributes to the economic and environmental impact in Chester County and what better way to learn more about this facility than offer a networking event and tour. Register today!

Event Information:
Date: 9/18 (Tuesday)
Time: 7:30am – 9:00am
Chester County Solid Waste Authority
7224 Division Hwy.
Narvon, PA 17555

The Behind the Scenes series is generously supported and sponsored by Wells Fargo and WSFS Bank
Small-business owners in Pennsylvania working to prevent pollution and save money may now apply for a Small Business Advantage Grant through the Department of Environmental Protection. Businesses can apply for 50-percent matching funds of up to $9,500 to adopt or acquire energy-efficient or pollution-prevention equipment or procedures.

“This program helps small businesses secure energy-efficient means to conduct their day-to-day operations,” DEP Secretary Mike Krancer said. “Becoming more energy-efficient will not only reduce environmental impacts, but also make Pennsylvania’s small businesses more competitive.”

Applicants must be a for-profit corporation, limited liability corporation, partnership, sole proprietorship or other legal entity with 100 or fewer full-time employees. The grant-supported project must be in a Pennsylvania facility owned by the applicant and must save the business at least 25 percent, plus $750 annually in energy or pollution-related expenses.

Applicants may be manufacturers, retailers, service providers, mining operators or agricultural businesses. Eligible projects include HVAC and boiler upgrades, high-efficiency lighting, solvent recovery systems, waste recycling systems and auxiliary power units deployed as anti-idling technology for trucks.

The application deadline is Sept. 26. Eligible applications will be approved on a first-come, first-served basis until funds are exhausted.

For more information and to view the application package, instructions and application form, visit [www.dep.state.pa.us](http://www.dep.state.pa.us) and click on the “Small Business Advantage Grant” button, or call 717-772-8909.

Applications must be mailed or hand-delivered to the Department of Environmental Protection, Office of the Small Business Ombudsman, Attn: Small Business Advantage, Rachel Carson State Office Building, 400 Market St., P.O. Box 8772, Harrisburg, PA 17105-8772. Faxes or electronic submissions will not be accepted.

For more information about project eligibility, contact the Small Business Ombudsman’s Office at 717-772-8909 or email epadvantagegrant@pa.gov before submitting an application.

Join Business Leaders in Washington

Wednesday, September 12, 2012
Join the region’s top business leaders for a full day of meetings with Congressional members in Washington.

Presented in conjunction with the Philadelphia Chamber.

See details on cost, time, travel by [clicking here](http://clicking here)
**Board Member Profile**

**Name:** Kimberly J. Brumbaugh  
**Title:** Financial Services Representative  
**Company:** Brumbaugh Wealth Management Group

Brumbaugh Wealth Management Group, an office of MetLife is a financial services firm who specializes in multi-generational planning working with individuals, owners of closely held businesses, executives of public companies and families with special needs dependents. BWMG’s professionals help coordinate all of your advisors and provide recommendations, especially for the retirement years.

**What is the best leadership/management tip you have received?**  
Communicate clearly with your team. Listen first. Attempt to understand rather than to be understood. Schedule some “buffer time” for planning—you are not helping anyone if you are running at a frenetic pace and don’t have time to stick to your strategic plan. Be flexible and ask for feedback.

**If you were not in the position you currently hold, what would you be doing?**  
Volunteering for a non-profit full time that helps people in need.

**What is the one thing that you are willing to share that one might not know about you?**  
I truly do my best to keep my priorities in order. My faith, God first; family; the business. I am very passionate about sharing my faith and leading by example.

**What is your favorite quote?**  
“Challenges are what make life interesting; overcoming them is what makes life meaningful.”  
Ralph Waldo Emerson

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**Penn Liberty Chester County Chamber Golf Classic a Success**

On Tuesday, August 21st 2012, we could not have asked for better weather- sunny, not too hot with a slight breeze. The weather was just one of the factors that contributed to the success of the Annual Golf Outing. Golfers gathered on Applebrook’s beautiful course for a day of sporting fun followed by a delicious dinner, networking, awards presentation, and raffle winners. It was truly a wonderful event, and those that attended have been raving about the day.

**Congratulations to our winners:**

- **1st place Gross:** Frank Pancoast, Steve McGinn, Kevin Morgan  
- **1st place Net:** William Simkiss, Jim Hahn, John Hahn, John Weber  
- **2nd place Net:** Pat Ward, Brian Zwaan, Tom Toscani, Todd Goodstein  
- **3rd place Net:** Steve McGann, William Latoff, Albert Mefli, Rick Weber  
- **Closest to the Pin:** Russ Galligher  
- **Longest Drive:** Shawn Blackburn

We cannot thank those who supported this event enough. Your participation, sponsorships, donations, etc. made this event fabulous!
7 Habits of Emerging Leaders

Jim Lee, Director of Store Operations for Wawa, Inc. offers his personal insights and tips on one of Stephen Covey’s “habits for success” during the Emerging Leaders Group - 7 Habits of Highly Successful Emerging Leaders training workshop. More than 70 participants attended.

Wine & Wisdom

The Women-in-Business Committee closes the Wine and Wisdom Summer series with a relaxing night at La Difference Spa in West Chester. Here they gathered advice and tips from the pros on hair and skin care and made great connections with other women.

Behind the Scenes CCHD

Margaret Rivello, County Health Director; Marianne Martelli, V.P CCCBI; and staff members from the County Health Department pose after a Behind the Scenes look and presentation of the County Health Departments Wellness Program and 911 Command Center tour.

Business After Hours at the Days Hotel

Joe Viscuso, Pennoni Associates, Inc. and Lauren Magee accept a $500 grant from Sam’s Club to benefit our Youth Leadership Program.

2012 Penn Liberty Bank Chester County Chamber Annual Golf Classic

Congrats to our 1st Place (Gross) Winners, Stephen McGinn, Kevin Morgan, and Frank Pancoast.

The golfer’s head out for 18 holes on a gorgeous sunny day at our Annual Penn Liberty Chester County Chamber Golf Classic.

After a day of golf, attendees relax and enjoy a delicious meal on Applebrook’s patio.
Navigating the Client Maze: Managing, Retaining, and Procuring Clients as a Young Lawyer

Any young lawyer practicing in Chester County must quickly learn that clients are the lifeblood of the successful practice of law. Navigating the client maze can be broken down into three dominant phases of client interaction: managing client, retaining those clients and procuring new clients.

Managing Clients

In managing existing clients, a young lawyer must always be cognizant that it is not only the end result that matters to a client but how the lawyer handles the process. From the outset, clients must be honestly and accurately apprised of the important legal issues in their case, how those issues might be resolved, and the different steps the lawyer can or will take on behalf of the client. Clients that are fully informed from the outset are more likely to be able to make the appropriate decisions about how to proceed with their case and are less likely to be surprised in the event of an unfavorable result. Just as attorneys have deadlines and people to report to, so too do clients. Keeping clients fully informed and prepared not only shows professionalism on the part of the attorney but it increases the level of service to the client and often helps facilitate better results.

Retaining Clients

In a fierce economy where clients have many options for legal representation, retaining valued clients is vitally important. Providing consistent value to clients is crucial to ensuring that those clients continue to send work to your firm and continue to trust in your legal counsel. In particular, larger corporate clients may use multiple firms for their legal services and it is crucial to ensure that the percentage of work you receive does not diminish over time. Paying attention to long standing clients’ needs and preferences allows young lawyers to ensure that they continue the high level of service which the client is accustomed to. Additionally, young lawyers must also focus on determining if a client can be served in other areas as well. For instance, in addition to handling a client’s litigation matters, one may be able to show a client their firm can assist the client in other practice areas. It is often easier to expand the scope of a firm’s representation of a client than procuring a wholly new client.

Procuring New Clients

Procuring new clients is often considered the most confusing and daunting task for a new lawyer. Initially, participating in community functions and local organizations such as the Chester County Chamber of Commerce of Business and Industry is vital to maintaining a presence in Chester County with potential clients. Maintaining a strong presence and working relationship with business in Chester County will often yield to unexpected referrals down the road. Additionally, we have found that clients look for three traits in counsel: affability, availability and ability. Clients first and foremost need an attorney that can converse with and work with easily. Secondly, clients need lawyers who are willing to be available when the client needs them. Simply be available and making time to respond to client inquiries often turns a potential client into a retained client. Finally, a lawyer’s ability must always be present. Being able to do the work efficiently and effectively is a necessary prerequisite to taking on a new client matter. Keeping mind of the three A’s, in that order, should help the young lawyer build up his or her client base.

Young lawyers must navigate the tricky world of clients. Actively working to manage, retain and procure new clients will help ensure that the young lawyer is able to provide a value to the client that benefits both the lawyer and the client.

Note: The Article Below is a Revised and Condensed Version of A Presentation given at the Pennsylvania Young Lawyers Division Annual Meeting in July 2012 by attorneys Colleen A. Preston, Andrew C. Eckert and Anthony M. Brichta from Buckley, Brion, McGuire, Morris & Sommer LLP.
If you’ve attended the Chester County Chamber’s Annual Dinner in the past, you know the character of this event. Held at the beautiful Longwood Gardens, complete with scrumptious meal stations, networking among attendees and a fountain light show to close the night, it’s no surprise that this event draws over 300 business professionals from Chester County and the surrounding area. This year, we have sponsorship opportunities at every level—Why should your company sponsor the CCCBI Annual Dinner?

- **Promote your name and your business.** Depending on the level of sponsorship, packages include everything from pre-recognition through our website and invitations, to sponsorship announcements and signage. As a sponsor, your company name will reach thousands of business representatives in the County.

- **Use the tickets included in sponsorship packages to entertain clients, reward employees, and network.** This is a truly remarkable event. Why not bring that out-of-town client to one of the most beautiful gardens in Chester County or invite employees to enjoy a night out for all of their hard work in 2012.

- **Target business professionals in Chester County.** With over 300 business representatives attending, your target audience can easily be reached.

- **Build your company’s image and show support.** By sponsoring the Annual Dinner, you are showing that you support the Chamber, their mission and accomplishments throughout the year.

Now, what are you waiting for? Sign up to sponsor this event, promote your business and support the Chamber! The sooner you sign up, the sooner your sponsorship benefits begin.

For additional information contact James Logan at jlogan@cccbi.org

The Emerging Leaders Group is now accepting membership applications for rising stars and seasoned professionals. The group hosts and produces several events throughout the year ranging from educational workshops and networking (a.m. & p.m.) events to community outreach projects. To learn more about this dynamic group click here.

Contact Danielle Vetter at 610-725-9100 for more information.

**Proudly Presented by:**

The Chester County Chamber Emerging Leaders Group hosted another successful learning workshop on Wednesday, August 15, 2012 at the Chamber Headquarters. The workshop attracted close to 70 adult learners that participated in a training workshop which featured five presenters sharing their knowledge and insights on habits that have made them successful. The workshop design was inspired by Stephen Covey’s world renowned book, *The 7 Habits of Highly Successful People*. Emerging Leaders Group committee members wanted to provide participants with steps to improve, maintain, and sustain a highly effective balance between career and home life. Guest presenters included Chad DeHart, Fesnak & Associates; Art “Ski” Swiatkowski, GMH Mortgage; Jessica Straghan, Financial Consultant; Jim Lee, Wawa, Inc.; and Paul Redman, Longwood Gardens.

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For additional information contact James Logan at jlogan@cccbi.org

The Emerging Leaders Group is generously supported and sponsored by

and Lamb McErlane PC

**Stretch Your Sponsorship Dollars**

Sponsoring the Chester County Chamber Annual Dinner

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Contact Danielle Vetter at 610-725-9100 for more information.

**Proudly Presented by:**

DNB First

Banking since 1860
In today’s competitive market, communities—like ours—compete for new dollars from visitors, individuals relocating, and companies interested in finding just the right place for their headquarters or satellite offices. They look for services, a diverse marketplace, high educational standards and amenities that set our community apart from the others they might be considering. That is why we are proud to announce that the next issue of Chester County Magazine is underway!

This plays a major part in our marketing strategy and the “face” we want to show our membership and the outside world.

Marketing our community is vital to competing, and our message must find its way to the right target audience. With over 5,000 targeted print recipients and a world class web presence, we are confident we have delivered the right formula for bringing more stability and vitality to the business and living community that is our home.

We encourage you to become a part of Chester County Magazine and begin to maximize the cornerstone of our marketing message. Jennifer Wilson from our publishing partner and member, SouthComm, will call on you soon to determine your marketing needs. To be one of the first to learn about this opportunity or to secure a prime location, please contact Jennifer today at jwilson@southcomm.com and set up an appointment so you can be ahead of your competition.
Throughout the month, we will be hosting a series of open houses to promote the Chamber and its members to the business community. These events are designed to not only grow the Chamber’s membership, but to provide both future and current members the opportunity to connect with each other, strengthen their business relationships and promote their business to the Chamber community. Prospective Members (VIP) will have the opportunity to meet directly with some of the major players in the business community (you!). Board Members, Chamber Staff and Membership Campaign Volunteers will be on hand to talk with these VIP’s and answer any questions about the organization and membership.

Our first reception will be held at our VIP Membership Kickoff and Business After Hours on Wednesday, September 5th at the brand new Hotel Warner in downtown West Chester. September’s Business After Hours is a little different than our regular monthly networking events. This month, the Chamber is opening their doors to the entire business community, offering nonmembers the opportunity to learn more about Chamber membership and the benefits available to them as a member. There is no cost for businesses outside the chamber to attend this event, but we need your help in spreading the word on this exclusive networking opportunity! Refer a friend or business to attend and if that business joins, you will receive additional recognition and incentives as a thank you for your recruitment efforts.

Later in the month we will be hosting a three day VIP Open House, where once again, members will invite and refer nonmembers to attend one of these exclusive networking receptions. Similar to last year, this event will provide regional businesses the opportunity to network with the Chamber, learn more about the benefits of membership and promote their business to the Chamber community. **In order to attend this event, all Chamber members must bring at least one nonmember as their guest.** All new members and chamber volunteers that refer a business to membership will receive rewards and recognition as a thank you for their support.

We are expecting a huge turnout at all of these receptions, but we need your help! Look at your own business network. Is there someone that you think could benefit from membership with the CCCBI? Have you mentioned the Chamber when doing business, as well as all of the resources that membership has to offer? Are there businesses you know of that have expressed interest in the Chamber but haven’t taken the plunge? Now is the time to bring them on board.

The more members that join, the stronger our organization will be in advocating, connecting and educating the business community. If you are looking to stand out in a crowd, contact the Chamber to learn more about sponsorship opportunities throughout September. Members can brand their business with one or more of the VIP receptions; this is a great way to connect and promote your business to the regional business community! To register for any of the upcoming receptions or learn more about these sponsorships, contact Lauren Magee.

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**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 August is Church Farm School

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**Curious?**

**VIP Open House**

September 18-20th • 11:30 a.m. - 1:00 p.m.

Join us at one of our open houses to learn more about the resources and connections available to your business as a member.

Price: FREE - registration is recommended for each reception - walk ins welcome.

Phone: Lauren Magee, 610-725-9100, ext. 35

1600 Paoli Pike, Malvern, PA 19355
Lmagee@cccbi.org • www.cccbi.org
National Preparedness Month (NPM) is an annual campaign to encourage Americans to take steps to prepare for emergencies in their homes, schools, organizations, businesses, and communities.

NPM is led by the Federal Emergency Management Agency (FEMA). While September is the month for recognizing national preparedness, the goal is to engage the public to make preparedness a part of their daily lives every day and not one single month. This year’s theme is “Pledge to Prepare - Awareness to Action”. The public - individuals, businesses, and organizations – are being asked to take specific action steps by doing at least one of the following:

- Learn about emergency hazards and their appropriate responses
- Make a communications plan
- Build an emergency kit

Get involved in preparedness in their community. It takes all aspects of a community – not just the government – to effectively prepare for, respond to, and recover from emergencies and disasters. This notion is better known as the “whole community” approach to emergency management. Businesses are a vital aspect of our communities and provide the citizens with jobs, services, and goods. In order for our communities be better prepared for a disaster and be better poised to respond, and in turn recover, the community must work as a whole. Businesses should pledge to be prepared to protect their investment and employees as well as plan to stay in business.

Communities across the nation are embracing the notion of government teaming up with the private sector. The main idea is to get businesses back to business after a disaster or emergency so that life can begin to resume at a normal level. To achieve this goal, government must engage the private sector to share resources, have open channels of communication, and maintain relationships. All this must occur prior to an emergency as during an emergency is not the time to exchange business cards. The County of Chester formally proclaimed September as National Preparedness Month on August 23, 2012. At this meeting a new “Partners in Preparedness” program was launched with the support of Chester County Chamber of Business and Industry and other community partners. This program synergizes National Preparedness Month objectives and the Department’s mission by encouraging organizations to better prepare their employees, services, and facilities for disasters. To learn more about the program visit www.chesco.org/des

Pledge to be prepared this September. Your organization will be in a better position to protect your investment and your people. The sooner your business gets back to business after an emergency the faster the community will be on the road to recovery. Chester County Department of Emergency Services (DES) mission it to promote and assist in providing safety and security to Chester County citizens so they can work, live, and grow in a healthy and safe community.

To learn more about establishing a relationship with Chester County DES and the Partners in Preparedness Program please contact Emergency Planning Coordinator Bill Turner at wturner@chesco.org or 610-344-4450.
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**
Daniel Astolfi, Citizens Bank
Carlo Borgia, Wells Fargo Bank
Susan Brandt, Bentley Systems
Michael Bray, The Vanguard Group
Kevin Broadhurst, Comcast
Kimberly Brumbaugh, Brumbaugh Wealth Management
Bryan Burklow, Brandywine Hospital
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Michael Chain, Desmond Hotel & Conference Center
Tommy Ciccarone, Jr. Parkway

Thomas Chilomento, Exelon Generation, LLC
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