Celebrating Women-in-Business

Chester County Chamber Annual Women-In-Business Dinner will honor local
Female Business Leader; Prominent Keynote Speaker

The Chester County Chamber of Business & Industry is celebrating our Annual Women-in-Business Dinner on Wednesday, May 14th, 2014 from 5:30 pm - 8:30 pm at Waynesborough Country Club. This event, which is held every spring, celebrates the accomplishments of women in our community.

The evening begins with cocktail networking, followed by an enjoyable sit-down dinner. Once the evening is in full swing, the Chamber will recognize the 2014 Female Business Leader of the Year. This award recognizes one woman each year for her professional achievements, initiative in the community, and leadership for other women in business. This year’s winner is Kymberly Robinson, CEO at Stratus Interactive in West Chester.

Stratus Interactive is a full-service marketing firm that fully embraces the digital world, understanding its value and implications for organizations of all sizes. For over 20 years, Stratus has helped clients engage with their target audiences in new and innovative ways. Kymberly’s career successes are truly something to be admired by women in any industry and profession. She has founded three successful companies (two of which have since merged) and always nurtures reciprocity, diligence, positivity and atmospheres where achievement is praised and encouraged. Kymberly is active within the community and various organizations, including the Chester County Chamber of Business & Industry.

The Chester County Chamber will also honor our first and only Female Chair of the Board, Aleda Loughman, former president of Somat Corp.

The 2014 keynote speaker, Carolyn Comitta, Mayor of West Chester will close the inspirational evening. Carolyn Comitta is the first ever female mayor of West Chester, a trailblazer in her industry.

*Help us celebrate the success of these and all women in the area!*

**Event Information:**
Wednesday, May 14th
5:30 pm – 8:30 pm
Waynesborough Country Club

Individual tickets are $90 per member with advance registration
Non-members will be charged $130.

Please contact Danielle Vetter for more information.
610-725-9100 x 12
"What if I told you, that your business could make charitable contribution, get up to a 90% credit against your PA CNI Tax--and possibly make your contribution up to 100% deductible with federal tax deductions--and help a local school, perhaps changing the life of a child in Chester County?

Sound to good to be true? It isn't. Just ask one of the almost 100 Chester County businesses--like DNB First, Penn Liberty Bank, Vanguard, CTDI and many smaller businesses, have participated in the past.

The PA Department of Community and Economic Development (DCED) administers tax credit programs that support two scholarship programs, to help students from low and working class families to attend a safe, successful school that meets the child's needs from Pre-K through 12th grade.

Your company can direct the contribution to the school or scholarship organization of your choice, as long as it's registered with DCED.

Please consider participating. A great source for all program information is www.newpa.com. Here are the direct links to EITC and OSTC within newpa.com. Also, I will send you (under separate cover) a couple of “talker sheets” for each program. Stay tuned.

Thank you"

Guy

Please feel free to contact Guy Ciarrocchi by email at guy@cccbi.org

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 April is:

Huston Properties, Inc

Business After Hours

Jaguar Land Rover
West Chester

Wednesday, May 7
5:30 p.m. - 7:30 p.m.
Jaguar Land Rover West Chester
1568 West Chester Pike
West Chester, PA 19382

Register now

Business After Hours is a free event for Chamber members with early bird registration.
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Contact Person</th>
<th>Phone Number</th>
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</thead>
<tbody>
<tr>
<td>Victory Brewing Company</td>
<td>Jennifer Corrigan</td>
<td>610-514-7000</td>
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<tr>
<td>Smart Park, Inc</td>
<td>Ms. Stephanie Kozak-Allen</td>
<td>610-521-1500</td>
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<tr>
<td>The Conestoga Group</td>
<td>Brad Palmer</td>
<td>610-854-1420</td>
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<tr>
<td>L&amp;J Transportation</td>
<td>James Fry</td>
<td>610-327-3100</td>
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<td>Savantis Group</td>
<td>Allan Vanderheyden</td>
<td>610-590-0132</td>
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<tr>
<td>Anytime Fitness of Chadds Ford</td>
<td>Erika Mong</td>
<td>484-840-8971</td>
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<td>Sunrise Senior Living of Westtown</td>
<td>Leslie Tull</td>
<td>610-399-4464</td>
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<tr>
<td>Express Park, Inc - South Lot</td>
<td>Ms. Stephanie Kozak-Allen</td>
<td>610-521-0900</td>
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<td>Chester County Fund for Women and Girls</td>
<td>Susan Mostek</td>
<td>484-356-0940</td>
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<tr>
<td>Humana</td>
<td>Laurie Reichert</td>
<td>866-355-8671</td>
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<tr>
<td>A Lot of Faith LLC</td>
<td>Kate Dodd</td>
<td>610-247-1924</td>
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<td>Prowell Financial Management</td>
<td>Jason Kirwan</td>
<td>484-359-4057</td>
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<td>Reino’s Design Print Mail</td>
<td>Michael Reino</td>
<td>484-527-8000</td>
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<td>Express Park, Inc - North Lot</td>
<td>Ms. Stephanie Kozak-Allen</td>
<td>610-595-0244</td>
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<tr>
<td>uFinancial Group</td>
<td>Jennifer Rider</td>
<td>610-458-7900</td>
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<tr>
<td>TLC Rescue PA</td>
<td>Michele Boehmer</td>
<td>267-282-1364</td>
</tr>
<tr>
<td>Wiggins Shredding</td>
<td>Elizabeth Resnick</td>
<td>610-692-8327</td>
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Time is running out. Get your booth now!

Click here to register for a booth and learn more about the sponsorship opportunities.

Wednesday, May 21
9:30 a.m. - 4:00 p.m.
Penn State Great Valley Conference Center
30 E. Swedesford Rd.
Malvern, PA 19355

Not interested in purchasing a booth?
The CCCBI Commerce & Business Showcase is open to the public.
Stop by and see what’s going on.

Complementary assistance transporting your materials from your vehicle provided by

Emerging Leaders Annual Barbecue

The Emerging Leaders Group hosts their 4th Annual Business After Hours Barbecue!

Join some of the region’s most aspiring young professionals over great food and drink while enjoying your favorite barbecue festivities.

This event is FREE to Emerging Leaders members when you call ahead,
$25 for future members (includes food and drink)!

Wednesday, May 28
5:30 pm - 7:30 pm
CCCBI HQ
1600 Paoli Pike
Malvern, PA 19355

Register Here!
May 6
Enroll CCCBI
Drexel University LeBow College of Business
8:30 am – 11:30 am
Register

May 7
Business After Hours
Jaguar Land Rover West Chester
5:30 pm - 7:30 pm
Register

May 9
Leadercast Chester County
The Desmond Hotel & Conference Center
8:00 pm - 4:30 pm
Register

May 14
Women Influencing Business Dinner
Waynesborough Country Club
5:30 pm - 9:00 pm
Register

May 21
2014 CCCBI Commerce & Business Showcase
Penn State Great Valley
9:30 am - 4:00 pm
Register

May 28
Emerging Leaders Annual Barbecue
CCCBI HQ
5:30 pm - 7:30 pm
Register

May 29
Enroll CCCBI - Part 2
Drexel University LeBow College of Business
8:30 am - 11:30 am
Register

June 3
Golf League Kickoff
Honeybrook Golf Club
5:00 pm
Contact Danielle Vetter

June 4
Business After Hours
Penn Liberty Bank West Chester
5:30 pm - 7:30 pm
Register

Click here for a full calendar of events.
Please log in to your member dashboard when registering for all events, both paid and free
Don’t know your login information?
Please contact Matt Johnson

June Business After Hours
Memorial Day has come and gone. Now you're back in the office. Come have some fun at the June Business After Hours at Penn Liberty Bank East Goshen

This is a great opportunity to connect with your fellow Chamber members.
Refreshments provided

Wednesday, June 4
5:30 pm - 7:30 pm
Penn Liberty Bank - East Goshen
1301 Paoli Pike
West Chester, PA 19380

Register here!
The current state of the commonwealth’s alcohol sales system is a strange mix of arcane rules and regulations difficult for the industry and the public to navigate and understand. For example, unlike neighboring states, wine and spirits can only be sold at state stores, beer has to be sold at beer distributors and only by the case, while no more than two six packs can be sold at bars that have a package license. Many people hear the term “State Store” with a sort of eastern bloc ring to it. These obscurities would certainly be tolerable if the commonwealth’s liquor sales system worked smoothly and beneficially, however the system has failed to meet the needs of the public for quite some time.

Recent polling indicates that 70-80% of Pennsylvanians support privatization. When talking about privatization of the state liquor system, most citizens are referring to making the system more flexible and convenient. Unfortunately, many of the current proposals out for public review may further complicate the system leaving the public disappointed. For example, under one of the proposals as currently written, a consumer would first have to figure out whether the grocery store where they were intending to shop was selling beer prior to the law going into effect. If it was a licensed location, chances are good that the grocery store would be selling beer, but if it was not a licensed location then it will probably not be selling beer after the passage of privatization. Another proposal makes the ability of a store to sell wine and spirits dependent upon its’ square footage. Since it is unlikely that consumers will be familiar with these various “rules,” they would find a post-privatization shopping experience confusing for a whole new set of reasons.

The Legislature is mindful of the problems created by trying to satisfy all their opponents and they are now looking at unraveling the system in a more deliberate fashion. The Republican Senate leaders, including Senator Pileggi and Senator Scarnati, are working with Senator McIlhinney, chairman of the Senate Law and Justice committee, on a scaled back plan from the one proposed by Governor Corbett or the bill that stalled in the House. They are preparing to unveil a plan that allows consumers to purchase wine and beer at grocery stores, gas stations, beer distributors and other private retailers while keeping hard liquor sales in state-run stores. Senator Pileggi acknowledges that the votes are just not there for an immediate divestiture of the retail and wholesale operation to sell wine and spirits.

The opponents to any liquor privatization plan differ depending upon which plan is being discussed. However, those consistently opposed are the United Food and Commercial Workers – the union representing the nearly 5,000 workers at the state owned stores and Mothers Against Drunk Driving, (MADD). The various plans attempt to address the issue of the displaced workers by offering a $2,000 tax credit for hiring displaced state store employees. MADD’s opposition appears more anecdotal in that despite Pennsylvania having the strictest liquor sales policies, its national rating with MADD lags states that are fully privatized or semi-privatized.

House Majority Leader Turzai, one of the Legislature’s strongest proponents of full-blown privatization, appears open to considering a more incremental approach in order to get the ball moving. It appears as though whatever reforms to the existing system that the Legislature makes, the margins will be razor thin in both the Senate and the House.
On The Scene…
View, like and share our photos on our facebook page!

2014 Foundation Auction Gala
The Great Gatsby Gala

Eric Light of Penn Liberty Bank and his wife Lisa

Donna McCorkle of JetPay Payroll Services with husband John

Guests looking over the silent auction items

Tom Wargo poses with his winning live auction item, “The Perfect Shot”

Auctioneer Bob Frame gets the crowd going during the live auction portion of the Gala.
Members gathered at the April Business After Hours held at the Chamber. This was their first chance to meet CCCBI President & CEO Guy Ciarrocchi in an intimate setting.

CCCBI VP Marianne Martelli addresses members at our latest New Member Luncheon.

Lincoln University hosted the Agricultural Community Roundtable Luncheon. We had a great turnout for this event. Thanks to PA Secretaries George Greig and Christopher Abruzzo for this exclusive Roundtable Discussion & Luncheon.

Alan Novak, Novak Strategic Advisors, Christopher Abruzzo, PA Department of Environmental Protection, Guy Ciarrocchi, CCCBI President & CEO, Joel Frank, CCCBI Chairman, Marianne Martelli, CCCBI VP, and George Greig, PA Department of Agriculture
It is hard to believe that we are now planning for the year-end celebration of the 2013/2014 Youth Leadership Program.

The Chester County Chamber Foundation is the charitable arm of the Chester County Chamber of Business & Industry. The Foundation works to enhance the quality of life throughout Chester County. Our focus is on education, workforce development, youth development and leadership programs ensuring higher levels of achievement, furthering basic skills, enrichment, promoting professional development and encouraging the pursuit of higher education.

One example of our desire to develop a program that will have an impact on the future of our community is the Youth Leadership Program (YLP). YLP teaches leadership skills to county high school students while providing opportunities to develop lasting relationships with current business and community leaders. Juniors and seniors in Chester County high schools are invited to apply for admission into the yearlong leadership-training program. YLP is unique in that it actually allows the students to obtain first hand experience observing and interacting with business leaders in their own community and focuses on getting students job-ready as well as college ready. Part of each session is devoted to working on the soft skills needed for success in life.

We believe that through the experience students will start to develop a plan for their own future success as leaders and that they will develop a strong desire to remain in Chester County after their formal education and contribute to the quality of life here in Chester County.

As guests of the Chester County Chamber, students were given the opportunity to network with business people from across the region. Speakers from all different backgrounds and disciplines share their stories and experiences at themed program days.

Highlights of the year included an etiquette luncheon with Lisa Richey, a day at Bryn Mawr Rehab, a tour of Communication Test Design, Inc (CTDI) hosted by Duane Knecht. Jerry Parsons welcomed the students for a wonderful day and shared their family’s success story.

In April, YLP traveled to Harrisburg for a personal tour of the PA Capital sponsored by Representative John Lawrence. We enjoyed lunch hosted by Pennsylvania Manufacturing Association with a special lunch guest and speaker Lt. Governor Jim Cawley.

James Logan of 360 Feedback-Solutions conducted self-awareness and leadership sessions. The students enjoyed S.T.E.M. Day at Drexel University. James T. Martini, Economist PA Department of Labor & Industry | Center for Workforce Information & Analysis, Detective Roy A. Calarese, Chester County District Attorney’s Office, Cynthia K.R. Talone of Stephano Slack, Steve Kirschner of AdvancedGeoServices, Stavrula Katsirmas, Program Coordinator, Drexel University all shared how Science, Technology, Engineering, and Math were utilized in their organizations and professions. Entrepreneurs’ Day was provided by Mike Schnitzius – Mikel Mailings, Blake Krapf - Krapf’s Bus Co., Tom Monastra - Serial Entrepreneur, Kimberly Brumbaugh - Brumbaugh Wealth Management. And the students were offered career advice from Chris Hogan, Pepsico.

Each day featured interesting, enthusiastic speakers, knowledgeable and passionate about their chosen fields.

On May 8, our 2014 Youth Leadership Students along with their parents, supporters, and sponsors will gather at Radley Run Country Club in West Chester for a wonderful celebration dinner. We will be celebrating the past year along with the promise and hope these bright young leaders possess for the future of Chester County.

Spring is the time for celebrations and the Chester County Foundation has much to celebrate. If you would like to join for our celebration or would like more information on YLP please feel free to contact Marianne Martelli at the Chamber.
Looking to try new Golf Clubs this summer? Our Third Annual Summer Golf League can provide you with that opportunity. Join us as we travel through Chester County Golf Clubs. Eight nights, eight different clubs. Full package and half package options available.

Full schedule and pricing to be published Friday, May 9th.

This year we will travel to

- Applecross County Club
- Concord Country Club
- Honeybrook Golf Club
- Radley Run Country Club
- Broad Run Golfer's Club
- Hershey's Mill Golf Club
- Penn Oaks Golf Club
- Wyncote Golf Club

Save the Date—Golf League kicks off June 3rd at Honeybrook Golf Club!!

Contact Danielle Vetter to be added to the Golf mailing list.
Stonebridge Bank is local community bank headquartered in West Chester. We have been in business for over 15 years providing a full range of banking services to individuals and businesses locally. We specialize in business lending with exceptional customer service.

**Why did you join the Chester County Chamber of Business & Industry?**
Stonebridge Bank joined the chamber because we wanted to get involved with the community by meeting local businesses and developing mutually beneficial relationships. We would like to assist chamber members with their lending needs.

**If you were not in the position you currently hold, what would you be doing?**
I really enjoy what I do now, but I could see myself working with a non-profit organization helping at-risk children. My passion in life is helping others whether it’s on a business level with banking needs or on a personal level. I feel everyone should have an opportunity to succeed and many children today are not given that chance, even though they have great potential.

**What is the most important lesson you have learned in business?**
I’ve learned that follow up and communication are key. By clearly communicating, setting expectations, and sticking to those expectations, many issues can be avoided. Regardless of the outcome, people appreciate and deserve timely and direct communication, which is important in building relationships.

**Are there any other community activities that you (and/or your company) are involved in or are looking to get involved in?**
Stonebridge Bank is a proud sponsor of the YMCA Healthy Kids Day and the West Chester Area Senior Center Great Race. I’ve also organized a team for the bank which will be participating in the March of Dimes Walk in West Chester.

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**Leadercast Chester County**

**Reminder!**
**Leadercast Chester County**
**Friday, May 9**
**8:00 am - 4:30 pm**
**The Desmond Hotel & Conference Center**
Meet Your Board

**Officers**
Chairperson of the Board, **Joel Frank, Esq.**
Lamb McErlane, PC

Chairperson Elect, **Kim Brumbaugh,**
Brumbaugh Wealth Management

Treasurer, **Ken Goddu,** Fulton Bank

Immediate Past Chairperson, **Michael DeHaven, CPA**
Rainer & Company, Certified Public Accountants

Foundation Chairperson, **Pat Ward,** Penn Liberty Bank

**Vice Chairpersons**
Business Development Division
**Kristen LaDow,** M&T Bank

Membership Development Division
**Stacy Martin,** Hankin Group

Public Policy Division
**Thomas Chiomento,** Exelon Generation, LLC

Strategic Planning Division
**James Lee,** WaWa, Inc.

**Directors**

**Bill Belknap,** aEONRG, LLC
**Carlo Borgia,** Wells Fargo Bank
**Susan Brandt,** Bentley Systems
**Michael Bray,** The Vanguard Group
**Kevin Broadhurst,** Comcast
**Michael Brown,** KMRO Partners, Inc.
**Bryan Burklow,** Brandywine Hospital
**Chad Byers,** Brandywine Mergers & Acquisitions
**Elizabeth Bush,** Endo Health Solutions
**Michael Chalin,** Desmond Hotel & Conference Center
**Brian DiSabatino**, EDIS Construction
**Michael Fill,** Aqua
**Thomas Filippo**, Devault Foods
**Dennis Fisher,** Longwood Gardens
**Chris Franklin,** Aqua
**Stacey Fuller,** Gwinthrop Greenwood, PC
**Sassan Hejazi,** Kreischer Miller
**Buzz Hannum Jr.,** Lyons Companies
**Dr. Robert Jennings,** Lincoln University
**Scott Kerr,** Kerr Law, LLC
**Blake Krapf,** Krapf Bus Companies
**Dale Krapf**, Krapf Bus Companies
**Louis Kupperman, Esq.,** Obermayer, Rebmann, Maxwel, & Hippel, LLP
**Albert Melfi Jr.**, DNB First
**Kevin Morgan,** Blue Moon Florist
**Anthony Morris, Esq.,** Buckley, Brion, McGuire, & Morris
**David Moser**, DFT, Inc.
**Mark Pavlovich,** West Chester University
**Tom Petro,** Fox Chase Bank
**Frances Sheehan,** Brandywine Health Foundation
**William Simkiss,** The Simkiss Companies
**Gary Smith,** Chester County Economic Development Council
**Linda Taylor,** Independence Blue Cross

*Director Emeritus/Past Chairman of the Board*