State of the Region
Made in America

Wednesday, May 23, 2012 • 7:30–8:00 a.m. Registration & Networking • 8:00–10:00 a.m. Program & Breakfast
Hilton Philadelphia City Avenue • Grand Ballroom • 4200 City Avenue • Philadelphia, PA 19131

Agenda

Welcome
Rob Wonderling, President & CEO, Greater Philadelphia Chamber of Commerce
Vincent Liuzzi, Regional President for Greater Philadelphia and Delaware, Wells Fargo

Regional Report
Thomas G. Morr, President & CEO, Select Greater Philadelphia

Breakfast

Panel Discussion
Michael Araten, President & CEO, K’NEX Brands, L.P.
Robert “Duane” Dickson, Principal, Deloitte Consulting LLP
Charlie Szoradi, Chairman & CEO, Independence LED Lighting, LLC
Sarah Van Aken, CEO & Founder, S.V.A. Holdings Corporation
Moderator: Brian Taff, Anchor/Reporter, 6abc Action News

Made in America Conversation
David Muir, “ABC World News” Weekend Anchor and Correspondent
Brian Taff, Anchor/Reporter, 6abc Action News

Closing Remarks

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Michael Araten, President & CEO, K'NEX Brands, L.P.

Michael Araten is the President and CEO of K'NEX Brands, L.P. K'NEX Brands has two primary business units, K'NEX, LPG (the toy manufacturing, marketing, design and distribution company) www.knex.com and The Rodon Group (a highly automated plastics injection molder with a focus on small parts used in over 100 industries, including food, beverage, consumer packaged goods, construction and toys) www.rodongroup.com. K’NEX is distributed to over 30 countries, and over 95% of the component parts are made at The Rodon Group.

Mr. Araten joined K’NEX and the Rodon Group in May 2005 to serve as their Vice President and General Counsel. He became President & COO in January 2006 and assumed his present position as President and CEO in January 2009.

Prior to joining K’NEX and Rodon, Mr. Araten served as Chief Litigation Counsel to Toll Brothers, Inc. as well as Senior Vice President and Corporate Counsel to O’Neill Properties Group. In those capacities, Mr. Araten was responsible for risk management, regulatory approvals, human resource issues and the management of over 100 law firms in 21 states. Mr. Araten also formed numerous joint ventures, led due diligence and acquisition teams, and obtained land development approvals that created over five billion ($5 billion) in new home sales and land value.

As President and CEO, Mr. Araten is responsible for all strategic and day to day operations of the company, and a member of the K’NEX Board of Directors.

Mr. Araten serves on several corporate and non-profit Boards, including ALMO Corporation (a national distributor of home appliances and consumer electronics www.almo.com, 911Safety, LLC (a national distributor of fire, marine, police and military safety equipment and uniforms www.911se.com), the Delaware Valley Chapter of the Crohn’s and Colitis Foundation of America (devoted to finding treatments and cures of inflammatory bowel diseases www.ccca.org), and Save An American Job, LLC (devoted to the mission of creating and growing jobs in the United States www.saveanamericanjob.com).

Mr. Araten holds a B.A. in Political Science from Stanford University, and a J.D. from the University of Pennsylvania. He is currently a member of Vistage (the world’s largest CEO member organization; their mission is making CEOs better leaders through better decisions and better results www.vistage.com).

He resides in Blue Bell, Pennsylvania with his wife, Ellen and their two children.

Robert “Duane” Dickson, Principal, Deloitte Consulting LLP

Duane Dickson is a Deloitte Consulting LLP principal in Deloitte’s Manufacturing practice. He specializes in providing services in support of projects that involve corporate and competitive strategy, Mergers & Acquisitions (M&A), performance improvement and supply chain strategy, working primarily with the chemical, advanced materials, industrial products, consumer packaged goods, medical devices and safety equipment industries.

Duane has more than 30 years of operating and consulting experience involving strategy-led transformation programs, M&A, growth and innovation and portfolio analysis/segmented value capture.

Duane also has extensive operating company experience as a senior executive. He has led major transformation programs in four major chemical companies, all yielding in excess of $200 million in profitability and more than $1 billion of shareholder value. As a former VP/General Manager of a $1 billion division of an industrial chemical company, he led the complete restructuring of the division, drove significant profitability improvement and co-developed synergy capture plan and asset divestiture plans in support of a large merger. Also, as a former VP Corporate Ventures (M&A), Duane developed significant experience in transaction support, negotiation, JV (Joint Venture) management, divestitures and corporate development. He has also led Corporate Strategy and Global Marketing for a global manufacturer of medical products.

Duane holds a bachelor's degree in Business Administration from Southern Methodist University. He also completed the Advanced Management Programme at London Business School. He has been published in the Wall Street Journal for a leading-edge point-of-view on chemical industry cyclicality, receiving coverage on the front page.

Thomas G. Morr, President & CEO, Select Greater Philadelphia

Thomas G. Morr is the President and CEO of Select Greater Philadelphia (Select), a regional economic development marketing organization created to promote the Greater Philadelphia region as a premier business location. Prior to joining Select, Mr. Morr served as the Managing Partner of the Greater Washington Initiative. Under his leadership, Greater Washington saw a marked growth in economic development including 88 businesses that relocated to the region.

Mr. Morr held numerous leadership roles while in Greater Washington, including Senior Vice President for WEST*GROUP MANAGEMENT LLC and past president of both the Washington Airports Task Force and the Washington Dulles Foreign Trade Zone. He has also served as a congressional counsel.

Mr. Morr is a member of the CEO Council for Growth, the board of directors for Select Greater Philadelphia. He also serves on the Executive Committee and Board of the Philadelphia Convention and Visitors Bureau and has served on the Board of the Smithsonian Institute National Air and Space Museum.

Mr. Morr earned his law degree from American University in Washington, D.C. and a Bachelor of Arts degree from Ohio University.

David Muir, “ABC World News” Weekend Anchor and Correspondent

David Muir is the weekend anchor for the flagship ABC News broadcast “World News” and reports from the scene of major news events around the world for all ABC News broadcasts and platforms, including “World News with Diane Sawyer,” “Good Morning America,” “20/20” and “Nightline.” Mr. Muir also reports extensively on the economy, including for World News’ continuing series, “Made in America.”

A multiple Emmy-award winning correspondent, Mr. Muir has reported from Egypt, China, the Middle East, South America, Eastern Europe, South Africa and throughout the United States. Most recently, Mr. Muir reported from Tahrir Square during the revolution in Egypt; from Fukushima, Japan following the tsunami and nuclear accident; and from Kenya and Somalia during the famine. Here at home, Mr. Muir reported from Joplin, Missouri in the hours after the tornado and from Tucson after the shooting of Congresswoman Gabrielle Giffords.

Mr. Muir joined ABC News in August 2003 as anchor of the overnight news program “World News Now” and quickly moved on to become one of the network’s lead correspondents on domestic and international news. Muir has anchored “World News” from Cairo to London to Beijing.

Prior to joining ABC News, Mr. Muir distinguished himself as an award-winning anchor and correspondent for WCVB-TV, the ABC affiliate in Boston. He spent a month in the Middle East reporting on the war in Iraq, helping to earn the station the prestigious National Headliner Award. He spent several weeks in Florida reporting on the 2000 presidential election recount, and reported extensively on the sexual abuse scandal within the Boston Archdiocese. Muir joined WCVB-TV after spending five years as an anchor and reporter at WTVH-TV in his hometown of Syracuse, New York.

A magna cum laude graduate of Ithaca College, Muir attended the Institute on Political Journalism at Georgetown University and studied at the University of Salamanca in Spain.

Charlie Szoradi, Chairman & CEO, Independence LED Lighting, LLC

Charlie Szoradi brings multiple decades of hands on experience to the culture of sustainable living and cost-savings for property design and remodeling. He focuses on ‘high performance’ architecture, and in the early 90s he wrote his Masters of Architecture thesis on sustainable design, entitled ‘Eco-Humanism’. Charlie is a LEED AP (Leadership in Energy and Environmental Design - Accredited Professional), a Certified Building Performance Institute (BPI) Energy Auditor, and he has taken an eco-leadership role at the national and regional level. In 2009, Charlie was elected to the Board of the Sustainable Business Network and selected as a member of the Green Economy Task Force, with direct participation on the Capitol Hill Delegation. He is also the founder of the two sister entities GREENandSAVE and LED Saving Solutions, which were chosen as the finalists of the Sustainability Awards and won the 2011 Green Business of the Year Award by the Main Line Chamber of Commerce. Charlie led the team, wrote the primary claims, and developed the key figures for the July 21st, 2012 Patent Filing for: LIGHT ENGINE DEVICE WITH DIRECT TO LINEAR SYSTEM DRIVER. The patent file has 20 different claims and over 30 figures. From the cover profile of Inventors Digest Magazine to the Energy Expert for US Magazine, Charlie has simply dedicated his career to cleantech innovation.
Charlie was inspired by the potential of making environmentally sensitive architecture accessible to mainstream Americans. Rather than just defaulting to techniques from 1970s technology and aesthetics, he created a platform to produce active/passive integrated systems. The design solutions focus on function, style, significant cost-savings, and environmental sustainability. Charlie encourages the adaptive re-use of existing structures and materials, all while maintaining an overall aesthetic that appeals to the traditional as well as contemporary aesthetics. Charlie, his wife Cynthia, and their son have recently completed the transformation of a formerly inefficient 1950s residence that they were able to ‘re-use’ and transform rather than tear down. The home focuses on saving money as well as the environment, and it is one of the most energy efficient homes in America.

Charlie is a sought-after leader and speaker on adaptive re-use and sustainable design with appearances at a diverse range of leading institutions such as the Green Building Council, Brain Reserve Think Tank, and the Wharton Business School. He has served multiple years as the Senior Lecturer at the University of the Arts, where he has created programs such as Urbitec, which focus on innovative product design through recycling and re-use. He has also been featured in a documentary film that received the Director’s Award at the Black Mariah Film Festival. The film specifically profiles his vision and follows the process of adaptive re-use in converting a massive 22,000 square foot abandoned church complex into a mixed-use residential and commercial property. Charlie has also served as a consultant to the Philadelphia Office of Recycling across many years. He created the education kiosk program and the website as the cornerstone of the interactive marketing initiative.

Over his academic and professional career, Charlie has traveled extensively throughout Asia, Africa, Central and North America, and Central and Eastern Europe, where he has studied specifically how people build cost-effective and environmentally sensitive homes and communities. Charlie grew up in Washington, DC and graduated from St. Albans School for Boys. He then earned his undergraduate degree in Architecture from the University of Virginia and went on to earn a Master of Architecture from the University of Pennsylvania. Charlie is a registered architect and currently lives in Greater Philadelphia with his wife and son in their self-sustaining home that inspired the development of ‘GREENandSAVE’.

Brian Taff, Anchor/Reporter, 6abc Action News

Brian Taff is the co-anchor of Action News at 4pm, and contributes reports to all editions of Action News. He joined 6abc in October of 2009.

Prior to arriving at Action News, Brian served as anchor and editor of Capital Tonight, a nightly news and interview show seen all across upstate New York. In that role, Brian covered news of statewide significance, and conducted live, long-form interviews with every major politician and newsmaker in New York State, winning the Associated Press Award for “Best Interview” two consecutive years. Under Brian's watch, the show he created as a once-weekly, half-hour program seen in Albany, expanded to a nightly, hour-long program syndicated live in 9 of New York's 10 television markets - often not simply covering headlines, but generating them as well. As anchor of Capital Tonight, Brian broadcast live from all across the country, including from the National Political Conventions in 2004, and 2008.

Prior to hosting Capital Tonight, Brian served as weekend anchor and reporter at Capital News 9 in Albany, a 24 hour news channel owned and operated by Time Warner Cable. Through that experience, Brian anchored extended live coverage of several of the Capital Region's most significant news events.

Brian began his career in broadcast journalism at WVII-TV in Bangor, Maine. A graduate of Boston College, Brian is proud to be a part of the Action News family covering the day to day events of the Delaware Valley, where much of his family has long called home.

When not at work, Brian enjoys spending time on the water. When Mother Nature makes boating along the Jersey Shore impossible, he can be found skiing or simply enjoying life outdoors!

Sarah Van Aken, C.E.O. and Founder, S.V.A. Holdings Corporation

Sarah Van Aken is the C.E.O. and Founder of S.V.A. Holdings Corporation, an ethical and vertically integrated private label apparel business located in Philadelphia, Pennsylvania.

With a strong educational and industry background in design, apparel and business management Ms. Van Aken founded the company in 2005. By 2008, she had two successful clothing brands that were manufactured in a proprietary factory in Bangladesh. As the industry, economy and her life changed in 2008, Ms. Van Aken began to envision a new type of apparel company, one that was socially responsible. Considering all aspects of sustainability including: How and by whom garments are made; What they are made with; Carbon footprint reduction; Considered design; And community impact.

The award winning company is now comprised of four private apparel brands; Van Aken custom shirts, Van Aken Signature custom hospitality uniforms, VA Private Label garment manufacturing services and SA VA women’s ready-to-wear. Each of the company’s brands integrates high design aesthetic and quality construction with socially responsible business practices and community building through; local job creation, sustainable & recycled raw materials, community partnerships and garments produced in our Philadelphia Garment Center. Through S.V.A. Holdings Corporation Ms. Van Aken continues to further her mission to build the most socially sustainable apparel business in the United States.

Ms. Van Aken resides in Philadelphia. She holds a Bachelor of Fine Art from the University of Delaware and has a background in garment sourcing and production in New York City. She is currently a Designer Critic for Kent State University and Virginia Commonwealth. She has recently been awarded the “Community Impact Award” from the Women’s Opportunity Resource Center; and The Greater Philadelphia Chamber of Commerce’s “Young Entrepreneur of the Year 2012.”
State of the Region Partners

Camden County Regional Chamber of Commerce provides branding for businesses of all sizes throughout Camden County and Southern Burlington County. Our 700+ member companies attend over 120 events annually. The six local Chambers of Commerce; Cherry Hill-Camden-Gloucester Township-Winslow Township-White Horse Pike-Mount Laurel enjoy a single membership rate for membership in all. Our unique On Line Regional Business Directory offers a member-controlled full page listing with map to locations, links to member sites-email-social networks. The Chamber offers connections to business relationships, local municipalities and all levels of government within our markets.

The CEO Council for Growth (CEO Council) is a group of key business and civic leaders committed to Greater Philadelphia’s growth and prosperity. The CEO Council recommends and advocates policy initiatives and conducts analysis and programs to improve business growth and enhance the competitiveness of the Greater Philadelphia region. This focused, consistent and sustained effort to expand the Greater Philadelphia region provides leadership to advocate for the improvement of the region’s transportation infrastructure, assure a steady and talented supply of quality workers, enhance the culture of entrepreneurship and accelerate commercialization. The CEO Council is an affiliate of the Greater Philadelphia Chamber of Commerce, in cooperation with the New Castle County Chamber of Commerce and other area chambers.

The DVIRC is an economic development organization established in 1988. We focus exclusively on the region’s manufacturing community to grow business value by providing direct services in four key areas: Consulting Services, Executive Network Groups, Training/Education and Talent Development. We believe growing business value improves the standard of living and quality of life for those that live and work in the region. Our Consulting Services practice includes a highly skilled, multi-disciplined team of content experts that provides results-driven top line growth and operational improvement services. In 2010 alone, DVIRC generated over $80 million in value-added impact for our clients, and, we achieved a 4.8 out of 5.0 ranking in customer satisfaction. In addition to providing customized services to manufacturers, we also help them connect with regional, state and federal resources for a variety of business needs.

As the premier advocate for the business community, the Greater Philadelphia Chamber of Commerce works to attract, retain and grow jobs for companies and residents of the region. We represent 5,000 member companies in southeastern Pennsylvania, southern New Jersey, and northern Delaware. Join us at greaterphilachamber.com.

The mission of the County Chamber is to create business development opportunities for member companies and to advocate for a strong economic climate in New Castle County. The Chamber seeks to be the premier resource for business growth by providing programs and services that contribute to the success of our members. In fulfilling this mission we create “member value” by offering specialty services and pricing; ensure exposure and connection to business opportunities for our members; provide representation on major issues of public policy effecting our members; facilitate an environment whereby our members can recruit and retain qualified employees for their businesses; build alliances that foster utilization of members’ resources, talent and expertise; and deliver timely communication so that members can be proactive in growing their businesses. The County Chamber also provides a unique health insurance program for its members.

The Philadelphia Industrial Development Corporation (PIDC) is Philadelphia’s city-wide economic development corporation. Founded in 1958 as a non-profit, joint venture between the City of Philadelphia and the Greater Philadelphia Chamber of Commerce, PIDC plans and implements real estate and financing transactions that attract investment, jobs and tax ratables to the City of Philadelphia.

Wells Fargo & Company (NYSE: WFC) is a nationwide, diversified, community-based financial services company with $1.3 trillion in assets. Founded in 1852 and headquartered in San Francisco, Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 stores, 12,000 ATMs, the Internet (wellsfargo.com), and other distribution channels across North America and internationally. With more than 270,000 team members, Wells Fargo serves one in three households in America. Wells Fargo & Company was ranked No. 23 on Fortune’s 2011 rankings of America’s largest corporations. Wells Fargo’s vision is to satisfy all our customers’ financial needs and help them succeed financially.

Select Greater Philadelphia (Select) is an economic development marketing organization dedicated to attracting companies to the Greater Philadelphia region. Select assists companies interested in the vicinity by providing detailed information about the 11-county area and a one-stop connection to numerous resources that help companies make informed decisions about locating to the region. Through global marketing efforts, Select works to promote the region’s key assets to help build the area’s economy. The Greater Philadelphia region encompasses northern Delaware, southern New Jersey and southeastern Pennsylvania.