

\$ Inquirer INFLUENCERS of FINANCE

Philadelphia Media Network, publisher of the Philadelphia Inquirer, Daily News and Philly.com, is pleased to bring you the 2018 Influencers of Finance winners in the following categories: Alternative Investment, Bankers, CFOs, CPA and Wealth Managers.

Everyone has their eyes on the economy these days, and rightly so. People are more careful and watchful with their money than ever before. When people influence their perspective fields enough to make an impact on the sector, many take notice.

In January, PMN solicited nominations through its core products including print, digital, email and social media to attract a pool of candidates for consideration. Honorees were selected based on professional accomplishments, community involvement and their overall impact on our region.

SPECIAL THANKS TO OUR PANEL OF JUDGES WHO REPRESENT INDUSTRY EXPERTS:



LYNNE ALFONSI
President of the Board
Philadelphia Association
for Financial Professionals



GIOVANNA MCKINNEY
President
Philadelphia Financial
Executives International



KEVIN MURPHY
Chapter Chair
The Financial Executives
Networking Group (FENG Philadelphia-
Downtown, PA Chapter)

Event Sponsor:



Panel Sponsors:



A SPOTLIGHT ON THE 2018 INFLUENCERS OF FINANCE WINNERS

Winners will be celebrated
at an awards program

Wednesday, April 25
11:00 am – 2:00 pm
Ballroom at the Ben

Program will feature networking, tax reform panel discussion sponsored by Ballard Spahr, Deloitte and EY, as well as an awards program publicly recognizing these financial leaders.

To register, visit:

philly.com/financeevent

This is the first of five influencer programs (Finance, Law, Education, Healthcare and Real Estate).

To nominate an industry leader for another program, visit:
philly.com/pmnevents



Congratulations to
Ira Brown and the
Inquirer Influencers
of Finance Award

Winners from your friends
at M&T Bank.

M&T Bank
Understanding what's important®

MEET THE 2018 INFLUENCERS OF FINANCE



PHILLIP S. BARNETT
SVP & Chief Financial Officer
PECO

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

I have worked with the Exelon Corporation for 15 years, and for the past 10 I have been serving as the CFO for PECO. I was the SVP of Corporate Planning for Exelon and VP of Finance for Exelon Generation. I worked for GE Capital as the CFO for three of the company's business operations: GE Capital Bank Switzerland, GE Small Business Solutions and TIP Intermodal Services. Throughout my career, I have been surrounded by great business partners and finance teams, who have partnered in my effort to deliver strong financial performance and high service levels with a keen focus on continuous improvement by streamlining processes; leveraging technology; and capitalizing on M&A opportunities.

COMMUNITY INVOLVEMENT:

At PECO, we are committed to giving back to the customers and communities we serve. My wife and I embrace this philosophy wholeheartedly. I serve on the Board of Directors for the Philadelphia Zoo and Urban League of Philadelphia. Previously, I served on the Board of Directors for Philadelphia Works and the National

Adoption Center. I also volunteer through various PECO-sponsored events in support of organizations across Bucks, Chester, Delaware, Montgomery and Philadelphia counties. However, I am most passionate about doing work to improve urban education, as I believe the academic success of our youth will most significantly impact our local communities in the future. That is why I am involved with Horizons for Youth, which provides funding for private education and mentoring programs for disadvantaged inner-city youths.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

My oldest sister was a CPA, and one of my best friends' family owned a handful of small businesses. As a result, I did a variety of jobs for them. I was always intrigued at their creativity, how well they treated employees, their attention to detail and how they could be so successful in multiple different business ventures. Their entrepreneurial spirit certainly influenced my interest in finance.

SAND OR SNOW? WHICH DO YOU PREFER AND WHY?

Although most utility employees despise inclement weather like snow, I prefer it, because I love to snow ski with my wife and kids.



IRA BROWN
President, Philadelphia and Southern New Jersey Region
M&T Bank

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Ira Brown is M&T Bank's Regional President for the Philadelphia and Southern New Jersey Market. He has served in this position since 2010. Responsibilities include managing the Commercial activities of the Bank, as well as working with the Wilmington Trust institutional and wealth management teams. Mr. Brown has been with M&T Bank for over 19 years, and has over 35 years of experience in banking. During the M&T Bank-Wilmington Trust merger in 2011, Brown helped guide the efforts to bring the renowned wealth advisory and investment management capabilities of Wilmington Trust together with the legacy and strength of M&T Bank. He was instrumental in the successful merger and integration of Hudson City Savings Bank, guiding M&T's efforts to combine staff and resources creating one of the leading banks in the Philadelphia and Southern New Jersey markets. The acquisition of Hudson City in 2016 added about \$19 billion in loans and expanded M&T's franchise by 135 branches in New Jersey, New York and Connecticut. Founded in 1856, M&T is now one of the top 20 largest banks in the nation.

COMMUNITY INVOLVEMENT:

Mr. Brown serves on the M&T Charitable Foundation, which contributed over \$1.4 million last year to 200 not-for-profit organizations, schools and healthcare-related entities in the Philadelphia and SNJ markets. Mr. Brown is also helping to lead a significant anti-bullying campaign with four Philadelphia charter schools. Mr. Brown also serves on the Boards of the Central Philadelphia Development Corporation and the Pennsylvania Bankers Association.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

I started in a retail banking training program out of college, almost by accident. Fortunately, I connected with a strong mentor who helped me expand my experience within the industry, and take measured risk. Following her advice, I gained exposure to multiple lines of business, learned the complexities of banking and was able to earn a leadership position in this market.

DESCRIBE YOUR LEADERSHIP STYLE IN THREE WORDS.

Delegation, consensus, decisive.



DOMINIC C. CANUSO, C.F.A.
Executive Vice President and Chief Financial Officer
WSFS Financial Corporation

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Dominic C. Canuso has played a pivotal role in WSFS' strategic focus of optimizing recent acquisitions that expanded the Bank's retail and commercial banking presence in southeastern Pennsylvania, and wealth management acquisitions to supplement the Company's growing wealth portfolio and fee-income generating businesses. Dominic led a corporate team to upgrade the financial systems of the organization. Oracle recently recognized Dominic and the implementation team presenting them the 2018 'Change Agent of Finance' Award.

COMMUNITY INVOLVEMENT:

As a father of three young kids, Dominic is the Treasurer of the Board and a member of the Board's Executive Committee for Delaware Alliance for Nonprofit Advancement (DANA) in Wilmington. In 2001, Dominic co-launched 'Cruise for the Kids,' an annual young professionals' fundraiser and awareness event at the Children's Crisis Treatment Center (CCTC) in Philadelphia, which is in its 17th consecutive year. Proceeds from the event allow CCTC to provide behavioral health services to Philadelphia's children who experience

learning and behavioral challenges due to abuse, neglect or after witnessing extreme violence. In addition, Dominic is on the Advisory Board for Villanova University's Innovation, Creativity, and Entrepreneurship (ICE) Institute.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

I was 13 in 1987 when Black Monday occurred (when the stock market fell over 500 points, or 22%, in one day), and was captivated by the impact it had on my parents, older siblings, and adults around me. I was inspired to understand how the stock market worked, how companies were valued, and what drove return on investment. My parents were involved in various self-owned businesses and encouraged and supported my curiosity by including me in many real and material business decisions. By 14, I had a subscription to Value Line and my own brokerage account with early purchases of Merck and Disney, followed thereafter with an early investment in AOL.

WHAT'S THE BEST DECISION YOU'VE EVER MADE?

To be a father and share the love, learnings, and opportunities that my parents offered me. Second was to stay in the Philadelphia/Wilmington area, where I grew up and spent my entire life.

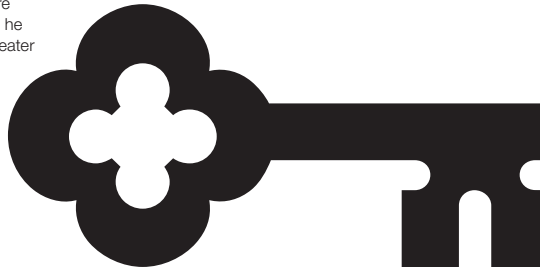
Celebrating the people who make a difference in our community.

We congratulate Robert Kane Jr., KeyBank Market President, for being honored among the Influencers of Finance by the *Philadelphia Inquirer*.



Robert is an integral part of the KeyBank team, and we're proud of the positive impact he continues to have on the Greater Philadelphia community.

Congratulations to Robert and the 2018 honorees.



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MEET THE 2018 INFLUENCERS OF FINANCE



ALAN COHN
Co-Founder, Co-President
Sage Financial Group

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Alan oversees the firm's investment management services, and finances, while working with his brother, Stephen, on strategic planning and the growth of Sage's advisory service offerings. He has over 30 years in the financial services industry and has been named one of the most influential people in the investment world by The Wall Street Journal and SmartMoney Magazine, one of the top 40 business leaders under the age of 40 by the Philadelphia Business Journal, and was recognized by Philadelphia Magazine as one of "100 People to Watch." He is co-author of The Sage Guide to Mutual Funds (HarperCollins). Alan is regularly recognized as a FIVE STAR WEALTH MANAGER by Philadelphia Magazine. He and Stephen founded Sage Online in 1995 and Sage Real Estate Group and Cohn Management Group in 2002.

COMMUNITY INVOLVEMENT:

Alan is an active member of the Ben Franklin Technology Partners' Board of Directors, the Jewish Federation of Greater Philadelphia Investment Committee, and the Philadelphia Youth Basketball Development Committee.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

I enjoy helping people achieve their goals and I have always been fascinated by finance and statistics.

WHAT OTHER BUSINESS WOULD YOU OPEN TOGETHER?

Any business that we open would be centered around helping others. At its core, every business we have started has helped individuals achieve their personal and financial goals and we expect any potential new business to have the same mission.



STEPHEN COHN
Co-Founder, Co-President
Sage Financial Group

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Stephen oversees the firm's wealth management teams and business development, while working with his brother, Alan, on strategic planning and the growth of Sage's advisory service offerings. He has over 30 years in the financial services industry. He has been named one of the most influential people in the investment world by The Wall Street Journal and SmartMoney Magazine, one of the top 40 business leaders under the age of 40 by the Philadelphia Business Journal, and was recognized by Philadelphia Magazine as one of "100 People to Watch." Stephen co-authored The Sage Guide to Mutual Funds (HarperCollins). He and Alan founded Sage Online in 1995 and Sage Real Estate Group and Cohn Management Group in 2002.

COMMUNITY INVOLVEMENT:

Stephen was past Chairman and continues to serve on the Board of Directors for Alex's Lemonade Stand Foundation and is a founding board member and current Chairman of the Foundation Board of Directors at Mastery Charter School.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

My father David, with whom Alan and I confounded Sage almost 30 years ago, was in the financial industry while I was in high school. He encouraged me to major in Finance in college, which I did. I thoroughly enjoyed the subject and after graduating from college, was fortunate to have the opportunity to start a financial business with my dad and brother. The driving purpose of Sage is to help people make smart investment and financial decisions.

WHAT OTHER BUSINESS WOULD YOU OPEN TOGETHER?

Any business that we open would be centered around helping others. At its core, every business we have started has helped individuals achieve their personal and financial goals and we expect any potential new business to have the same mission.



SEAN COLEMAN
Chief Credit Officer
FS Investments

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Mr. Coleman began his career at Wasserstein Perella & Co., where he helped manage mergers and acquisitions ("M&A") and buyouts for the firm's private equity fund. After business school, Mr. Coleman joined the Energy & Power Group at Goldman Sachs. He later co-founded Commonwealth Principals, a merchant bank investing in, acquiring and founding IT/Business services companies. He and his partners executed two strategic consolidations of private companies. He was a co-founder of one, Luminant Worldwide, playing a key role in its IPO. He was also instrumental in the creation of Condor Technology Solutions, which went public on the NASDAQ. Mr. Coleman brought his experience in corporate finance, M&A and business building to Golub Capital, where he was tapped to lead the effort to take Golub Capital BDC public (NASDAQ: GBDC) and served as the company's Chief Financial Officer. Mr. Coleman joined FS Investments in 2013 to drive the effort to list FS Investment Corporation on the NYSE and take a leadership role in managing FS's private-credit focused funds. He is a key player in the joint venture deal, announced late last year, between FS and KKR to form an \$18 billion middle-market alternative

lending platform. He was also instrumental in the deal announced last year between FS and EIG to form a joint venture to manage FS's \$4.0 billion energy-focused BDC.

COMMUNITY INVOLVEMENT:

Sean actively contributes and volunteers for the FS Foundation's work with the Vetri Community Partnership. Mr. Coleman also serves on the Advisory Council for the Philadelphia Chapter of the Greenlight Fund – a national organization operating at the intersection of local, community needs and social innovation. He is an active member of his local church and donor to the universities for which he is an alumnus.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

In college, I really knew nothing about business so I joined an investment bank, thinking it would give me exposure to a broad variety of businesses and people.

WHAT IS YOUR THEME SONG?

I Won't Back Down (Tom Petty)



Glenmede congratulates our
Chief Operating Officer

LAURA A. WILLIAMSON

and salutes all of The 2018
Inquirer Influencers of Finance

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THE KEY TO GENDER DIVERSITY IS ALL IN THE RETENTION STRATEGY

BY JULIA RIES

Over the last few decades, women have been making incredible strides in several historically male-dominated industries. From law to tech, science, and medicine, it finally appears as though businesses are pushing for equality and transitioning away from archaic models. However, when it comes to the world of finance, there is still a lot of work to be done.

Research has proven that gender diversity drives innovation and success by bringing together various perspectives and decision-making strategies. In fact, a study by EY revealed that businesses under the

leadership of women experienced 15 percent more profit on average. Why, then, are only 15 percent of partner or management level positions at financial services firms filled by women?

Many firms have already put significant efforts into attracting more women to improve gender balance over the past few years. So much so, that when it comes to entry-level positions, approximately 50 percent of the roles go to women. However, many women in the financial sector leave the industry in the middle of their careers due to the lack of opportunities that lay ahead of them. The problem, it seems, isn't so much as to how to recruit women in the financial sector – it's how to keep them there.

So what can private equity firms, hedge funds, and trading floors do to build a more gender-neutral workforce from entry-level positions all the way through to senior management?

PRIORITIZE MENTORING

Firms need to develop strong mentorship programs, in which women are paired with executives who can train them on how to advance their career. Such programs will help firms retain and advance high-performing females and build a gender-

balanced leadership.

RESOLVE THE PAY GAP

Business leaders need to acknowledge and address the cultural factors and invisible biases that drive the pay gap. By providing visibility and transparency into their pay and compensation models, firms can begin to create a more inclusive and advantageous culture for women.

DEVELOP A TALENT PIPELINE

Because so many women dip out in the middle of their careers, junior-level workers may have trouble looking ahead and understanding which steps they can take to be promoted into senior leadership. By creating a talent pipeline, developing retention strategies, and providing women with leadership training, companies can help female workers grow from entry-level positions to management and all the way through to the executive level.

ENCOURAGE FLEXIBLE WORK ARRANGEMENT

Flexible work arrangements have been proven to enhance productivity and increase the attraction and retention of talent. However, there is still quite a stigma attached to flexibility in the workplace, as it can be perceived as a career-limited

option. Oftentimes, flexibility is not offered to professionals in the middle of their career, which is exactly when it would help retain and advance women into senior leadership.

BALANCE THE COSTS AND BENEFITS OF WORKING

Many professionals feel as though they have to make sacrifices in their personal lives as they advance in the professional lives. For many mid-career women, the costs (think spending time with family, cultural expectations, and childcare costs) tend to trump the benefits (like income, value, and opportunities for promotion). Firms must give women more opportunities and reasons to stay at the job. Clear advancement paths, greater recognition of their value, and more rewards and perks are a great place to start.

The world of finance has made significant progress over the past decade in regards to attracting and recruiting female employees. Firms need to now invest in the career development of their female talent pool in order to solve for the disparity at the top. Doing so will have a profound impact on the future success, growth, and performance of companies in the financial sector.

TRADE WARS

BY GARRETT MILEY

President Donald Trump believes that trade wars are good and easy to win.

That is why he has decided to impose sizable tariffs on steel and aluminum of 25 percent and 10 percent, respectively. While winning a trade war is subjective in many cases, the real effects are felt further from the winner's and loser's tables.

The Commerce Department expressed concern in their public statement back in February when the Business Roundtable urged the President to not take action on tariffs citing fears of foreign retaliation and damage to the domestic economy.

They urged the President to consider a different approach to deal with his concerns over the steel and aluminum industries because of their fear of what the tariffs could ultimately do to the stock market and financial institutions on our home soil.

Initially, after the President's announcement, many stocks took big losses due to the fear and uncertainty surrounding the impending trade war between China and the United States but many rebounded later in the day after the initial concerns dwindled and confidence in the United States' relationship with China was restored after several statements from both parties.

The tariffs on more than \$50 billion dollars in goods announced by both China and the United States could have lasting effects on companies in the industrial space. Quick recoveries after their initial dips don't necessarily tell the whole story. When costs rise over time not only will industrial companies suffer but so will consumers of all kinds when they are forced to pay more for the goods that they're accustomed to having. Or, as history tells us, many consumers won't be able to enjoy the goods that they've become accustomed to or reliant upon.

At the height of the Cold War, President Lyndon B. Johnson imposed the "Chicken Tax" on brandy and smaller trucks (specifically to target Volkswagen Type 2s or the "VW Bus") to combat France and Germany's tax on American chicken. Ultimately, there were a lot of losers of the chicken war. American automobile manufacturers were impacted as a result of the tariff because they were not forced to compete on as high of a level with European manufacturers. French and German citizens were forced to pay high prices for American chicken. There is no doubt that American brandy drinkers also suffered.

The same could happen to the American steel industry. While the industry has struggled to modernize throughout the last few decades, hefty tariffs imposed on Chinese steel and aluminum could have unintended consequences which set back American steel even further from the 21st century. Win, or lose.

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MEET THE 2018 INFLUENCERS OF FINANCE



SUZANNE DAUGHERTY
Senior Vice President, CFO
and Treasurer
PJM Interconnection

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Suzanne is the first female chief financial officer, and longest running CFO, at PJM Interconnection. When she first came to PJM in 1998, she spent nine months on a project that changed PJM's transaction fee structure that generates nearly all of PJM's revenues. She also led the charge to establish the stated rate plan at PJM, first put in effect in 2006, which allows PJM to charge its members for its services based on fixed, long-term rates. Her problem-solving and analytical skills also extend beyond finance – in 2006, after receiving her MBA from the Wharton School of Business, she was chosen to manage a project that established a duplicate control center for PJM, which operates 24 hours a day, 365 days a year to further enhance grid reliability.

COMMUNITY INVOLVEMENT:

Suzanne serves on the executive board of directors for Pope John Paul II High School and is the chair of the finance committee of the board. In this capacity, she is passionate about making fees affordable for the students.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

I was always interested in math and enjoyed analytical problem solving but wasn't sure whether engineering or business was the right path for me. I am grateful that my high school guidance counselor suggested I visit several universities with both business and engineering programs to explore my options. One of her recommendations led me to Lehigh University. I sat in on a business class at Lehigh and it just felt like home. I ended up attending Lehigh on a full academic scholarship and earned my Bachelor of Science in business administration with a major in accounting.

WHAT WAS YOUR FIRST CAR? WHAT IS YOUR DREAM CAR?

My first car was a brown 1976 Chevy Chevette, a family hand-me-down. It wasn't pretty, but having no car payment when I graduated from college enabled me to pay back all my student loans. As for my dream car, I am driving it! It's an Audi Q5. It's a practical, all-weather vehicle, and the seat warmers are an added bonus!



DANIEL K. FITZPATRICK, CFA
President of Citizens Bank, Mid
Atlantic Region, Head of National
Industry Verticals Banking
Citizens Bank

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

My specialty has been consistently growing my businesses very rapidly (annual growth in excess of 20%) while deepening client relationship with prudent credit stewardship. The key to this success is building strong teams of professionals and cultivating leaders and leadership qualities in our colleagues who share a passion for customer satisfaction.

COMMUNITY INVOLVEMENT:

While I have served on many boards in PA, including the Philadelphia Chamber of Commerce (past Chairman); the Allegheny Conference (Pittsburgh Chamber); the Union League of Philadelphia; the Philadelphia Museum of Arts Corporate Board and the Franklin Institute's board, my personal passion has been education and workforce development in order that we cultivate and grow a diverse and inclusive workforce in PA and the Philadelphia region. That is why I have served on the LaSalle University Board; the Wistar Institute; the Drexel University College of Engineering Advisory Board; the Philly Works Board (the workforce investment board); the Archdiocesan School Board; the Father Judge Advisory Board; the Urban Affairs

Coalition; and Philadelphia Academies Inc. Mayor Kenney has also asked me to represent the business community to serve on the Nominating Committee for the new school board.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

I took my first Accounting and Finance classes at LaSalle University and had great professors who made these technical disciplines come alive and be fun and relevant. I appreciated having technical knowledge which had a value to help people and companies. From there it was the interaction with people that made me love the career path. I have had the opportunity to know and advise so many great entrepreneurs and stewards of wonderful family owned and public companies. It is definitely the relationship and people orientation of Citizens Bank that makes my job rewarding.

WHAT IS THE MEAL YOU CAN EAT EVERYDAY OR FAVORITE RESTAURANT AND WHAT DO YOU ALWAYS GET?

As a true native Philly boy, I do really love cheesesteaks and soft pretzels, but Beth and I have the good fortune of living next to Zahav, which has become our favorite.



JOHN GRADY
President
*Philadelphia Industrial
Development Corporation*

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

For nearly 30 years, I have been involved in public-private partnerships that attract investment, development, and business growth to Philadelphia and the region. That work has included development along the Camden waterfront and the acquisition and redevelopment of the Navy Yard. We have been able to reposition PIDC's business-lending platform to engage with more small business owners and new investors to make more than 350 business loans representing more than \$150M of lending to local business. These loans have been made in 97% of the city's ZIP codes, with more than 50% to minority-owned business and more than 30% to woman-owned businesses.

COMMUNITY INVOLVEMENT:

I am a Trustee at La Salle University and Roman Catholic High School; a Distinguished Alumni Fellow at the Fels Institute of Government at the University of Pennsylvania; and as a Director of the Chamber of Commerce for Greater Philadelphia, the Philadelphia Convention and Visitor's Bureau, the Collegiate Consortium for Workforce and Economic Development and the East Falls Development Corporation. I am also active at St. Bridget's Parish as a Eucharistic minister, Lecter and member of the Parish Finance Council.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

Most of my early career was engaging in between the public and private sectors on planning and managing economic and business development initiatives. I learned quickly that an understanding of both project finance and commercial lending was critical to being effective and credible.

WHO WAS/IS YOUR BIGGEST INFLUENCE AND WHY?

Without a doubt, my biggest professional influence has been Walt D'Alessio, PIDC's longtime Chairman and former chief executive. Walt has dedicated his entire career to advancing Philadelphia's business growth and investment and the modernization of our city and its economy from the 1950s through today. His professional example in terms of his dedication, ethics, credibility, skill and reputation are an example for anyone interested in the growth and development of Philadelphia and these are exceeded only by his personal commitment to supporting good people and causes and his availability as a mentor.

Powering partnerships.

PECO invests more than half a billion dollars each year into our infrastructure and new technologies to provide our customers with the safe and reliable service they deserve. Phillip Barnett's strategic leadership ensures that PECO is able to grow today and evolve with our customers' expectations tomorrow.

PECO is proud to partner with The Philadelphia Inquirer in celebrating this year's Influencers of Finance, and especially PECO's own CFO, Phil Barnett.



MEET THE 2018 INFLUENCERS OF FINANCE



CAROL HUNT
Vice President of Finance
Pennsylvania Convention Center Authority

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:
I have worked on operational and capital plans to secure funding for a major expansion; cash management of the \$562 million expansion project; transitioning funding and reporting responsibilities from the City to the Commonwealth; and overseeing the financial transition from a publicly managed to a privately managed facility.

COMMUNITY INVOLVEMENT:
My board roles at Avenue of the Arts and Magee Rehabilitation Hospital reflect two things that I'm passionate about - the City of Philadelphia and improving the quality of life of persons with disabilities. I have been representing the Convention Center on the Avenue of the Arts Board of Directors since 2011. I have served on the Finance/Audit Committees, the 20th Anniversary Gala Committee and am supporting the upcoming 25th Anniversary "Building a Bright Future: Developing the Avenue of the Arts of Tomorrow" celebration. I am also a member of Magee's Board of Trustees, where I serve on the Finance and Audit Committees and participate in many of the hospital's fundraising events including the capital campaign for the

Creative Therapy and Healing Garden, which opened in 2017 and the new Music Therapy program.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?
I'm from a blue-collar family. I was the first to attend college so when I decided to major in business administration, my focus was really on finding a job rather than starting a career. I was very detail-oriented and analytical and I excelled at math so accounting seemed a good fit. I started out in auditing, which was a good basis for my next position as controller and from that experience I began to learn that well-run finance departments require a very varied skill set and that financial professionals really touch every aspect of a business.

WHAT IS YOUR FAVORITE BOOK ON LEADERSHIP?
My favorite is Six Degrees of Connection by Liz Dow, CEO of Leadership Philadelphia, because it highlights local leaders and their impact on the city, has a focus on community and public service, and contains several insightful self-assessment tools that you can revisit year after year.



ROBERT KANE, JR.
Market President
KeyBank

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:
Robert (Bob) Kane was integral in leading the transition from First Niagara to KeyBank, introducing Key to the greater Philadelphia market. Bob and his team more than doubled the commercial loan portfolio under First Niagara and then grew the portfolio by an additional 10% during the transition from First Niagara to KeyBank.

COMMUNITY INVOLVEMENT:
Bob is an integral part of Key's charitable giving committee, and serves as a board member and chair of the public relations committee for Philabundance and leads employee volunteer days. Bob also serves on the advisory board of Devereux, a leader in advanced behavioral health, and the Charles Ellis Trust for Girls, which helps young women in Philadelphia prepare for postsecondary success. He also serves on the Corporate Council for The Philadelphia Zoo, and on the board of directors for the Chamber of Commerce for Greater Philadelphia, Philadelphia Convention and Visitors Bureau (PHLCVB), The World Affairs Council and the Pennsylvania Bankers Association.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?
I started off my "business career" as a Philadelphia Inquirer paperboy at the age of nine. I served 60 row houses and never carried a collection book. I kept track of who paid and who hadn't in my head. I also had a lawn service and snow removal business that I would cross sell my paper clients (neighbors). I realized in my junior year of college that being an Accountant would probably not fit my personality, so after learning about equity raising and municipal finance while working at the NASD, I decided to take additional Finance classes towards an MBA at night while working as a Commercial Banker.

DESCRIBE YOUR IDEAL WEEKEND.
My wife of 36 years and I are blessed to have our four adult children and three grandchildren living within 20 minutes of our home. We generally see everyone during the course of a weekend. Denise and I have an active social life, which often includes enjoying dinner with friends. When the weather cooperates, we always find time for a round of golf at St. David's Golf Club together or with our friends.



CHRISTINE MCGINLEY, CFP CPM
Managing Director -
Wealth Management
UBS Financial Services

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:
My career highlight is working with wonderful families to guide them through their financial decisions. Although it is a privilege to be recognized by Barrons, Forbes and the Financial Times, it is much more rewarding to be the trusted advisor to individuals throughout their life cycle events.

COMMUNITY INVOLVEMENT:
I am currently the treasurer of Pennsylvania Assistive Technology Foundation. I participate in our volunteer efforts with Food Bank of South Jersey and Cathedral Kitchen.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?
I was always a saver who had an early interest in the stock market. This interest fueled my career path and academic goals. I see finance as a means to achieve life goals.

WHAT IS ON YOUR NIGHTSTAND?
My cell phone, laptop, the latest James Patterson book.

A SPOTLIGHT ON THE 2018 INFLUENCERS OF FINANCE WINNERS

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MEET THE 2018 INFLUENCERS OF FINANCE



LORI F. REINER, CPA
Partner-in-Charge,
Philadelphia Practice
EisnerAmper LLP

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Lori F. Reiner is the Partner-in-Charge of EisnerAmper's Philadelphia practice and a member of EisnerAmper's 12-person Executive Committee. Lori has received Temple University's Fox School of Business Accounting Achievement Award; Girl Scouts of Eastern Pennsylvania's 2017 Take the Lead Award; SmartCEO Brava; Pennsylvania's "Best 50 Women in Business"; Small Business Administration's "Women in Business Advocate"; Jewish Federation of Greater Philadelphia's "Young Leadership Award"; and the Philadelphia Business Journal's "Women of Distinction" and "40 Under 40" Awards.

COMMUNITY INVOLVEMENT:

The organizations Lori supports include: Greater Philadelphia Chamber of Commerce (GPCC); Board of Directors, Pay It Forward Initiative, Member of the Member Services Committee; Life Sciences Pennsylvania; Chair for Life Sciences Future; Alliance for Women Entrepreneurs, Board Member and Treasurer; Philadelphia Alliance for Capital and Technologies (PACT), Selection Committee Member; Committee of Seventy; Board of Directors; Philadelphia-Israeli Chamber of Commerce; Board of Directors; Pennsylvania Women's Forum; Treasurer; The Forum of Executive Women; Former Chair of the Board of Directors and Finance Committee, Member of the Engagement Committee; Germantown Academy; Finance Committee

Member, Former Member of the Board of Trustees and Audit Committee Chair; American Heart Association, Go Red for Women; Former Chair of the Executive Leadership Team and Member of the Executive Leadership Team; Abramson Center for Jewish Life; Board of Directors; Jewish Federation of Greater Philadelphia; Former Board of Trustees and Women's Philanthropy Board; Women's Way; Former Member of the Board of Directors; American Institute of Certified Public Accountants (AICPA); Member; Pennsylvania Institute of Certified Public Accountants (PICPA); Member.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

At the age of five, Lori would cut out forms from the newspaper and pretend people needed to come to her for her expertise, and, in turn, she was paid in Monopoly money. Lori went on to receive her BBA in accounting from Temple University. She had an internship at an accounting firm in her junior year and from that point on knew she wanted her career to be in public accounting.

WHAT WOULD YOU CHANGE ABOUT YOUR CAREER PATH?

Four years into her career, the national accounting firm where she worked went out of business. Lori often wonders what her career trajectory might have been if that firm had stayed together. Perhaps with different mentors and development experiences, she would have ultimately chosen a different accounting specialty or industry focus for her practice.



JEFFREY M. SCHWEITZER
President and CEO
Univest Corporation

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Jeff Schweitzer joined Univest Corporation in 2007 as executive vice president and chief financial officer. In 2014, he became President and CEO of Univest Corporation, as well as CEO of its subsidiary, Univest Bank and Trust Co. Since his tenure as CEO began, the bank's assets have more than doubled from \$2.2 billion to \$4.6 billion. In addition to organic growth, this increase was the result of two major acquisitions - Fox Chase Bank and Valley Green Bank, which expanded Univest's presence to the Philadelphia market. Jeff led the team to furthering Univest's presence in the Lehigh Valley and entering the Lancaster market and championed the growth of the Insurance and Wealth Management lines of business with the acquisition of Sterner Insurance Associates and Girard Partners, Ltd. With the addition of more than 250 employees since he began his role as CEO, Jeff has remained committed to maintaining and enhancing the unique culture that has been created during Univest's 141-year history. In 2017, Univest donated \$1.8 million and its employees volunteered more than 19,000 hours.

COMMUNITY INVOLVEMENT:

Jeff actively supports For Pete's Sake Cancer Respite Foundation, and is a member of the Pennsylvania Bankers Association, and serves on the Board of Directors for Penn Foundation and the Perkiomen Valley School District Education Foundation. He served on the Pennsylvania Bankers Public Affairs Committee (PaBPAC) and as a board member of the North Penn and Indian Valley Boys and Girls Club and the Montgomery County Lands Trust.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

When I started an Ernst & Young, I was assigned to the Financial Services Group. There, I was able to see the impact that banks, wealth management firms and insurance companies can make on businesses and individuals' lives to help them achieve their financial dreams.

WHAT'S A LITTLE KNOWN FACT ABOUT YOU THAT NOT A LOT OF PEOPLE KNOW?

I was born on the island of Oahu in Hawaii and my parents, my brother and I moved back to northeastern Pennsylvania three and a half weeks after I was born.



DEMETRIUS SIDBERRY
Head of Investor Relations
Hamilton Lane Incorporated

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

I am a Principal and the head of investor relations at Hamilton Lane, a Bala Cynwyd-based global alternative investment management firm with approximately \$424 billion in assets under management and supervision (as of 12/31/17). Prior to Hamilton Lane, I spent several years executing buyout transactions with New York City-based private equity firm ICV Partners. I began my career as an investment banker with UBS in New York City, where I was a member of the Global Consumer Products and Retail Group and advised global consumer and retail clients on mergers and acquisitions, equity and debt financing transactions.

COMMUNITY INVOLVEMENT:

I'm involved in a number of community-focused organizations, including Big Brothers Big Sisters (Independence Region) and Cristo Rey Philadelphia High School as a volunteer. Over the last several years, I've served as a mentor (or 'Big') to Big Brothers Big Sisters students and have also been involved with Hamilton Lane's internship-based partnership with Cristo Rey, an independent, Catholic college preparatory school in Philadelphia for students of all

faiths who could not otherwise afford a private education. I'm also a member of the Board of Visitors for my alma mater, the University of North Carolina Wilmington.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

During my first semester of college I was a pre-med major with my mind set on attending medical school. That was in 2001, before 9/11 and the subsequent financial market downturn. In the months following 9/11, I became fascinated with the ebbs and flows of the financial markets and how they can impact and be impacted by world events, politics, sentiment, etc. It was at that point that I shifted my focus to business and finance, hoping to someday have a career on Wall Street and play a role in those financial markets. Nearly 17 years later and with experience ranging from M&A advisory to principal investing, to currently leading the Investor Relations efforts for a newly-public company, my fascination with the financial markets continues.

WHAT'S YOUR FAVORITE VACATION SPOT?

Martha's Vineyard.

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Jeane M. Vidoni
President and CEO
Penn Community Bank

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MEET THE 2018 INFLUENCERS OF FINANCE



JOHN M. SKLENCAR
President and Founder
Physicians Private
Client Group

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

In 2010, I formed Physicians Private Client Group to better serve the needs of medical practices and professionals. In 2014, Medical Economics recognized me as the best Financial Advisor for Physicians. In 2016, Dental Practice News recognized me as the best Financial Advisor for dentists. Other firms that have recognized me include Hartford Insurance Co, GT Global Investments, American Funds, and the Oppenheimer Funds.

COMMUNITY INVOLVEMENT:

I currently serve as Secretary on the Warwick Township Water and Sewer Authority Board. I am a founding charter member of the Greater Jamison Business Association and the AOH Officer Daniel Boyle Division 88. I am a member of the American Friends of Italy, which hosts an Annual Gala to raise funds for various Philadelphia youth schools. I served as Treasurer for the Warrington Youth Football organization and was instrumental in initiating the annual Disney trip to raise funds to build a new snack stand, clubhouse and locker rooms and help move the club from Barnes field to Turk Road.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

In 1938, at the age of 8, my dad and grandfather emigrated from Lubisia, a small potato village in Northeastern Slovakia, to flee communist control. At 14, he borrowed his uncle's ID and enlisted in the US Navy. He was on the USS Bonhomme Richard aircraft carrier in the Pacific Ocean during the Korean War for nine months before my grandparents knew where he was. My father never had much formal education, but had a US Steel union job for over 25 years. He was a successful saver and investor and provided a good life for his family, despite losing 90% of his pension through the bankruptcy of his long-time employer. When I graduated college in 1982, the country was in a recession and President Reagan placed a hiring freeze that prevented the IRS from converting my Drexel Internal Auditing co-op into a fulltime position. A Drexel schoolmate interviewed with John Hancock and suggested I do the same, and that is how I began my career in the financial services industry.

WHO WOULD YOU LIKE TO SWITCH PLACES WITH FOR ONE DAY?

Richard Branson - He seems to enjoy life, is successful, very adventurous and does a lot of fun things in wonderful locations throughout the world.



MATTHEW TOPLEY
CIO-Partner
Fortis Wealth

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Matt Topley's professional highlights begin at Turner Investment partners, where he started as trader assistant and rose to trade the firm's largest products and run the \$1.5 billion dollar hedge fund division. Matt was a partner in the firm for over 10 years and was integral in the company's growth from \$1.5B to \$30B. Currently, Matt is CIO at Fortis Wealth in King of Prussia Pa. Fortis has a 100-year history as a family office services business and did not manage money for families until Matt came on board as CIO 3 1/2 years ago. The firm now has \$350m under management.

COMMUNITY INVOLVEMENT:

Matt and the partners at Fortis are one of the prime corporate partners of For Pete's Sake Cancer Respite Foundation. Matt also serves on two prominent Philadelphia area boards, BLOCS and Holy Family University. When Matt joined BLOCS in 2008, they were giving \$2m in scholarships to urban students to attend successful Catholic schools and now they are giving \$35m in scholarships. A large contingent of

BLOCS scholars are part of our independent mission school network in Philadelphia where 80% of the students are non-catholic, 76% are African American, 36% live below the poverty level and 80% are in families earning less than \$50,000 per year.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

Growing up without money was my biggest motivation to get into finance initially. After a visit to the Philadelphia Stock Exchange floor in the 1990s, I was immediately hooked on the action. But after a long stint on a very busy trading desk, I decided to use my experience and expertise in finance to help families achieve their life and legacy goals.

WHO WOULD YOU REPLACE ON THE \$100 BILL AND WHY?

My father, Bud Topley. He is the everyday working-class man. He drove a garbage route for the family farm before he went to high school each day and entered the U.S. Army at age 17 - all 125 pounds of him, giving it everything he had while stationed in Italy.



JEANE M. VIDONI
President and CEO
Penn Community Bank

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:

Jeane became Chief Administrative Officer at First Federal of Bucks County in 2006. Seven years later, she was named the first female president and CEO of First Federal. When the bank unified in 2015 with First Savings Bank of Perkasie to form Penn Community Bank, Jeane was named president and CEO. Under Jeane's leadership, Penn Community Bank opened two new branch locations and added 30 new jobs. That growth was recognized with the 2017 Economic Impact Champion of Commerce award from the Lower Bucks County Chamber of Commerce.

COMMUNITY INVOLVEMENT:

Penn Community Bank donates up to 5 percent of its net profits each year. A firm believer in servant leadership and community service, Jeane represents Penn Community Bank by serving on the board of directors of the Bucks County Opportunity Council as president, on the advisory board for Habitat for Humanity of Bucks County, and on the executive committee for United Way of Bucks County. In 2017, Penn Community Bank was honored for its commitment to community service by several organizations, including the Community Award

from Bucks County Community College, the Spirit of Habitat Award from Habitat for Humanity of Bucks County, the Live United Award from United Way of Bucks County, and the Corporate Citizen of the Year Award from Family Service Association of Bucks County.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?

From my very first job - selling ladies' accessories at Bamberger's (now Macy's) part-time in high school - I realized that understanding the basic principles of finance were vital to achieving financial independence. I got my first banking job in 1983 at First National Bank of Allentown and loved it. Today, I am proud to say that financial literacy that empowers people to reach their financial goals is at the heart of Penn Community Bank's mission. After 35 years in the business, I know that when people thrive, local communities thrive, and that benefits all of us.

WHAT ADVICE WOULD YOU GIVE TO YOUR 18-YEAR-OLD SELF?

Think big, practice continuous improvement, and don't be afraid to question the status quo. (For that, I thank my middle school teacher, Ms. McCarthy, who gave me a pep talk after one too many detentions for talking back to those in authority.)

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MEET THE 2018 INFLUENCERS OF FINANCE



LAURA A. WILLIAMSON
Chief Operating Officer
The Glenmede Trust
Company, N.A.

PROFESSIONAL ACCOMPLISHMENTS/CAREER HIGHLIGHTS:
I started my career at Ernst & Young, where I like to say I got 8 years' worth of experience in half the time. I then joined Glenmede, where I have built my career over the past 25 years. At first I was responsible for the Accounting team, then gradually took on bigger roles and was named CFO in 2001. At the same time, Glenmede experienced significant growth and today oversees more than \$40 billion in assets under management. In my current role as COO, I am responsible for Finance and Accounting, Human Resources, Back and Middle Office Operations, Technology, and Facilities. In 2017, Glenmede marked the 4th consecutive year of record earnings. I'm proud to be a contributor to the management team who led the way to this accomplishment.

COMMUNITY INVOLVEMENT:
Through Glenmede's participation in the educational improvement tax credit, I was introduced to Philadelphia Futures, which is now the focus of my personal volunteer time. Supporting low-income, first-generation-to-college students, more than 70% of the organization's students attain a college degree. During my time on the Board,

Philadelphia Futures merged with White-Williams Scholars. I co-chaired the ensuing strategic planning process and served as President through the plan's implementation. I am also a Director and Investment Committee member for The Barra Foundation, which invests in innovation to inspire change that strengthens communities in the greater Philadelphia region.

WHAT INFLUENCED YOUR DECISION TO GET INTO FINANCE?
After Accounting 101 at Bucknell University, I was hooked! The logic and balance of the discipline resonated with me. Early in my career, I learned how I could bring insight to business problems through my acuity with numbers. I've been building on that foundation ever since — through the Wharton MBA, at Glenmede, and in my nonprofit work.

WHAT DOES YOUR RETIREMENT LOOK LIKE FOR YOU?
Imminent! I will celebrate my 25th anniversary at Glenmede this fall, and earlier this year announced my plans to retire. I'm an avid traveler and plan to see more of the world while staying connected to Philadelphia and my volunteer and philanthropic interests.

CRYPTOCURRENCY

BY ANDREW ALBERT

The past year or so has been a tumultuous one in the finance industry. Between the ups and downs of the stock market, tariffs, trade wars and general uncertainty, professional investors and private citizens have had their share of stress.

One factor in the uncertainty and stress came from the emergence of cryptocurrency as an investment. Sure, cryptocurrency, such as Bitcoin, has been around for years, but it was never so prevalent as it became in the fall of 2018.

SO, WHAT IS CRYPTOCURRENCY EXACTLY?
A lot of people have heard the term but are unsure of what is or how it works. Consider this a crash course.

WHEN DID CRYPTOCURRENCY START?
Cryptocurrency, in its current state, came to be in 2009 with the invention of Bitcoin. It was created by Satoshi Nakamoto as a

digital form of cash. It was intended to be an entirely peer-to-peer form of payment, but has evolved a lot since then. You could buy Bitcoins for a few cents initially. And if you did, you are probably pretty wealthy today.

Today, there are over 1,000 different cryptocurrencies available for use, with the top choices being Bitcoin, Bitcoin Cash, Litecoin, Ethereum and Ripple.

WHY DID CRYPTOCURRENCY GET SO POPULAR?

Select corners of the internet had been using cryptocurrency for some time before it became popular last year. But what really made the mainstream take notice of the online currency was when its value jumped astronomically in the fall of 2017. On Dec. 12, 2016, a single Bitcoin was worth \$780.47, which was a great improvement over the pennies it was worth seven years earlier.

But just one year later, on Dec. 11, 2017, Bitcoin topped out at a price of \$17,549.67. The peak set the market into a craze, and had experts wondering just how high it could climb. It has since regressed in price down to close to \$6,000 per coin.

HOW IS CRYPTOCURRENCY USED?

There are a bunch of ways that people use cryptocurrency, with many more popping up as it is more commonly accepted. According to coindesk.com, retailers like Expedia, Microsoft, Overstock and more will accept Bitcoin as a form of payment. There was more interest in using cryptocurrency to purchase things online before "transaction fees and volatile price movements made it less attractive as a means of exchange," according to coindesk.com.

Cryptocurrency has evolved from an online exchange to a legitimate investment. There are few stocks on the market that have ever provided the return on investment that Bitcoin did over the last year and a half, and more and more investors are recognizing that and betting on the future of the industry.

HOW ARE THE TRANSACTIONS SECURED?

The internet can be a scary place, especially in 2018. Data is being exchanged like never before, and it is easier than ever for people to get their hands on your data (see Facebook and Cambridge Analytica). So what is stopping some hacker from getting into your cryptocurrency and stealing your

investment? Blockchain is.

According to csonline.com, Blockchain is "a digital log file, cryptographically protected, that secures online transactions." It is known as virtually unhackable, so it is starting to be utilized in places beyond just cryptocurrency. It is less expensive than bank transaction fees, which also makes it an attractive way to send and receive currency.

HOW MUCH SHOULD I INVEST IN CRYPTOCURRENCY?

Nobody can say but you, of course! But if you are looking to add cryptocurrency to your financial portfolio, it is probably best to ask a financial advisor just how big of a risk you are willing to take. Sure, Bitcoin rose over 2,000 percent in just a year, but it has also fallen over \$10,000 in value in the following five months.

All investments are a risk, but there is an added component of not knowing what the future holds for the industry as a whole.



MEET THE 2018 WINNERS THIS WEDNESDAY

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APRIL 25, 11:00 am – 2:00 pm

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Co-Founder & CEO
La Colombe Coffee



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