



# DANIEL T. CEGLIA

Thirty-eight years experience in corporate and startup, expansion, new business development, financial management and strategic planning have given Dan an appetite for new opportunities. He has successfully created, acquired and sold several businesses including a multi-million dollar corporate acquisition through an LBO, while using conventional and creative funding methods for other business ventures.

Having completed the BSEE program at Drexel University in 1968 he also completed numerous college courses and private seminars on subjects ranging from corporate law, labor law and relations, strategic planning, management training, etc., including Tom Peters' Skunk Camp.

Dan's career in the electrical construction industry started in 1962 as a draftsman/project manager, and in 1977, as an avocation, his entrepreneurial spirit moved him to start a chain of retail establishments in office buildings which continues to operate successfully.

After advancing through the ranks of operations in two union electrical construction organizations, he became chief electrical engineer and estimator for a major firm in 1980, operating multiple offices in the greater Delaware Valley. Dan acquired the firm through an LBO arrangement and profitably increased revenues from their 1983 pre-acquisition level of 15.5MM to 40MM in 1986 with 400 employees. Negotiating with various business suitors resulted in the sale of the company in 1986 to a subsidiary of an international electrical construction firm based in France. Dan was retained under a multi-year contract as President and CEO of the organization.

In the fall of 1991, under a five-year strategic plan, Dan built a new business into one of the largest franchised printers in the greater Philadelphia metropolitan area, and became president of the mid-Atlantic owners association. He completed his plan with the sale of the business in July of 1996.

As of January 1, 1999, Dan acquired a manufacturing firm that had been in operation for over twenty years. The business plan calls for growth over the next five to seven years approaching multiples in the triple figures leading to a possible IPO. In March of 2000, as part of the business plan, a second manufacturing company was acquired in Sarasota, FL.

A co-founder of the Philadelphia Chapter of the Chief Executive Officers Club, Dan was instrumental in the February 1995 launch. He currently serves on several non-profit boards, including The Philadelphia Leadership Foundation.

As a pilot for thirty-eight years, including three years in global covert aerial operations, Dan continues to maintain a passion for aviation as a member of several organizations

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