



Daniel T. Ceglia

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Originally enrolled as an Architectural Engineering student at Drexel University, and while working for an electrical construction firm in Philadelphia, Dan switched to electrical engineering and became a licensed electrical contractor in the state of New Jersey in 1973.

His entrepreneurial instinct led him to open a retail business in the Deptford Mall in 1976, later selling it to an employee. Concurrently he opened a chain of convenience stores located in the lobbies of buildings throughout Camden and Burlington counties. As the chain grew he sold individual locations to interested parties and continued in the electrical construction industry.

Originally brought in as Chief Engineer/Estimator in 1980, Dan structured a leveraged buyout of a 70 year old Philadelphia electrical construction firm in 1983. Within the first six months of ownership, the CFO embezzled \$680,000 in payroll taxes, forcing the company into the bank's "workout" unit. Dan successfully fought to retain and reorganize the company quintupling annual revenues to the mid eight figure level with 700 employees. In 1986 he negotiated a "merger/buyout" with a French international firm and was retained as CEO until leaving in 1990.

He began making acquisitions and executing "turn-a-rounds" in companies located throughout the country. Serving as President and/or CEO for several companies he became an operations leader in entrepreneurial and global business development. A highly sought-after advisor in corporate leadership development, Dan has launched or acquired a number of companies throughout his career. He was profiled in *Money Magazine* for his business skills and development strategies executed in the manufacturing, construction, health records, transportation, chemical products, wholesale/retail and printing venues.

In 2006 Dan became Chairman/CEO of Strategic Business Management Group, LLC, a consulting and executive mentoring firm facilitating in the Philadelphia-South Jersey market and continues to retain a few international clients. The firm's primary focus is on assisting Owners, CEOs, Presidents and Senior Management in reestablishing firm business practices resulting in increased profitability. Simply stated, SBMG executes successful business tune-ups while mentoring key management.

Reaffirming an earlier commitment as a Rotarian, in 2007 he joined the Audubon-Haddon Twp-Oaklyn Rotary Club. After serving three consecutive years as President and one year as Assistant Governor, Dan was honored to have been selected as the Governor of District for 2013-14, which includes fifty one (51) clubs and 1200 members in all six counties of South Jersey. He was the 2012 Chair of the New Jersey Vocational Assembly comprised of owners and executives from over 5000 businesses in New Jersey and has traveled throughout Europe and Asia for business purposes.

He has been on the coadjutant faculties of Temple and Rowan Universities, co-founded the Philadelphia Chapter of The CEO Club, is a certified facilitator and served as a Director on multiple corporate and non-profit Boards. As a pilot and after serving in the USAF, he continues to maintain a passion for General Aviation.