

Business

Chambers honor community leaders

Caccione, Matosky take Exton Region Chamber of Commerce awards

Wednesday, May 6, 2009

By SARAH E. MORAN, Special to the Local News

EAST WHITELAND — The Exton Region Chamber of Commerce on Tuesday named two Chester County businessmen as its Small Business Person of the Year.

They are Nick Caccione, owner of the Riverstone Café and Winner's Circle Sports Grille in West Whiteland, and Matt Matosky, president and chief executive of Lionfield Technology Solutions Ltd., a computer consulting firm in Uwchlan.

About 100 people attended the chamber's annual luncheon, held at the Sheraton Great Valley.

"Nick Caccione is the sort of fellow who works hard in his business but also takes the time to give back to his community," said Robert Johnston, president and chief executive of the Exton Region Chamber of Commerce.

When Megan Bates, a server at his Riverstone Café, was killed in a car crash involving a drunken driver, Caccione founded "Hearts for Megan," an annual event that has raised more than \$44,000 for Mommy's Light, a Chester County-based charity that Bates' parents selected in her honor.

About Matosky, Johnston said, "He's the kind of guy who goes out of his way to help someone else. He really understands the technology that's available and how it applies to business. Matt easily communicates how technology works in a way that customers and others understand."

Caccione said he was "overwhelmed" by his selection. "I was so sure I wouldn't win, I had no remarks prepared," he said with a laugh.

Caccione bought the Riverstone Café and Winner's Circle Sports Grille from its previous owners in 2007. (He also bought a third location, another Winner's Circle, in Edgmont, Delaware County, just off Route 3.) He's worked at the West Whiteland location since 2001 and is intimately involved in every aspect of the business.

Sales are decent but touched, around the edges, by the recession, Caccione said. Revenues are down 2 percent to 5 percent and people are more cautious about eating out. During the week, the restaurant is definitely quiet but weekends are still busy, he added.

In addition to offering small plates at smaller prices than big entrees (something Caccione has done since before hard

economic times hit), he is trimming costs wherever he can.

For instance, he switched his phone service, saving \$300 a month. And he no longer buys bar glasses with the Riverstone/Winner's Circle logo on them. "The logo was more expensive than the glass itself," he said.

He employs about 100 people and revenues exceed \$3 million a year at his three locations.

Caccione lives in Uwchlan with his wife and 9-year-old son.

Matosky's Lionfield Technology Solutions has nine employees; he is looking to hire two more as soon as possible.

Sales have grown 20 percent a year since he started the company in 2000. His technical experts, who install servers, maintain data security and storage and e-mail systems for companies with 50 or fewer computer users, are fully booked until July.

"I don't really understand why we're doing so well," said Matosky, who lives in Douglassville, Berks County, with his wife and 14-year-old daughter. "But I'm not looking a gift horse in the mouth."

He was elated to receive the award, he said, and quite surprised, too.

Matosky chairs the Combined Career and Technical Education Advisory Committee of the Chester County Intermediate Unit, is a member of the Exton Chamber's Business and Education Partnership, and actively supports CAT Pickering Campus, Phoenixville

The 44-year-old Matosky and his brother Richard are also partners in CASCOR Inc., a warranty claims processing firm for auto fleets. They started that business 15 years ago. Together, they own the building where both companies are housed.

To contact correspondent Sarah E. Moran, send an e-mail to semoran219@msn.com.

URL: <http://www.dailylocal.com/articles/2009/05/06/business/srv0000005271823.prt>

© 2009 dailylocal.com, a **Journal Register** Property