

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



Senator Pat Vance assists Gaudenzia with a ribbon cutting in the dedication of their West Shore Outpatient Program.



Senator Pat Vance and Representatives of the Member Mentor Committee help Scott Shirley (C) celebrate Uplifting Athletes Inc. dedicate their new corporate headquarters in Camp Hill.



Chamber President Ed Messner poses with Klare (L) and Dan (R) Sunderland of Sun Motor Cars. Klare has been a Chamber member for more than 40 years.

New Chamber Program Will Help Members Save Money on Electricity

The West Shore Chamber has taken a preventative measure to help mitigate the cost of electricity rates. When the local electric utility rate caps are lifted in January 2010, the cost increase is estimated to be up to 25% for small businesses and 44% for mid-sized businesses. Acknowledging the impact this will have on all members' bottom lines, the Chamber is offering an opportunity to join an electricity purchasing pool to reduce energy costs.

With this major business concern on the horizon, the Chamber has enlisted the services of member OnDemand Energy Solutions to create an aggregated buying pool. When purchasing any commodity, there is power in numbers. By pooling electricity needs, businesses will be able to obtain electricity at a lower rate than what is available to individuals. OnDemand, licensed by the Public Utility Commission, has placed the most load into third party supplier contracts than any other consultant in the state since 1999.

"I don't see any downside to partnering with the OnDemand program," said Larry Bashore, President of Edward L. Heim Company and a member of the Chamber's Board of Directors. "It will certainly be of interest to many small-to-medium-size businesses. OnDemand is recognized as a quality provider of this service by our local utility company."

Chamber members who have commercial accounts with PPL will qualify to participate. To allow members to learn more about this new Chamber Electricity Program, a series of educational opportunities will be available. On April 14, John Bodine, Director of Business Development for OnDemand, will host four one-hour workshops to meet with Chamber members and answer questions. Please check www.wschamber.org and Chamber email reminders for additional educational opportunities as they are confirmed.

Experts who follow the electricity market are predicting that prices will be at a three-year low this spring. This means that members who join the program in April will likely see the most savings. Contact the Chamber today to learn more about how your business can benefit by saving money on your electric bill. Call 761-0702 or email wschamber@wschamber.org for more information.

The Employee Free Choice Act Debate: Who Will Manage Your Business?

Tuesday, March 31, 5 - 7 p.m.
Mechanicsburg Middle School
1750 S. Market St., Mechanicsburg

Panelists include Gene Barr, Vice President/Government and Public Affairs, PA Chamber of Business & Industry; Bill George, President, PA AFL/CIO; Susan Staub, President, Pennsylvanians for Right to Work; and Charles Beckley II, Associate, Beckley & Madden Law Firm.

April 14
Electricity Aggregation Information Sessions

April 16
Chamber Night with the Harrisburg Senators

April 21
Chamber Mixer at Integrity Bank

April 22
Back to Basics with the Directors

April 30
Culinary Pairing in a Business Environment

The **bolded** businesses in the Business News section are Chamber members.

Belco Community Credit Union announces the following: it will continue to operate under a community charter after a recent Pennsylvania Supreme Court ruling in its favor; Belco, GM and Chrysler have teamed up to create the Credit Union discount available through June 30; Emmor Boslet is being honored with a "Women of Distinction" award by CUNA Brokerage Services; and on February 22 Belco participated in the 21st annual "Battle of the Banks" competition where over \$16,000 was raised for the S. June Smith Center.

Property Management has begun management on the following: Letort Meadows Homeowner Association in Carlisle Borough; and Redbud Court at Northwoods Crossing in Susquehanna Township.

ActionCOACH announces that David Johnson has joined the business coaching firm. To learn more, visit www.actioncoachpa.com.

Reclamere, Inc. announces the launching of its updated website, www.reclamere.com. Reclamere Inc. has been awarded membership in The Information Technology Sector Coordinating Council. For more information visit: www.reclamere.com or call 814-684-5505.

Whitaker Center for Science & the Arts announces the launch of its first official online guestbook. For information, tickets, or to write about a Whitaker Center experience, visit whitakercenter.org.

Orrstown Bank was nationally recognized for its contributions to the community at the American Bankers Association National Conference for Community Bankers in Phoenix, AZ. on February 17. Additionally Orrstown was awarded a Certificate of Recognition for Think Pink Checking where \$17,000 was donated to Pennsylvania Breast Cancer Coalition.

Frampton Kimmel Group announces the opening of their third branch location located in Huntingdon, PA. For more information call 236-0480.

Keystone Staffing is offering Temp-to-Hire at a special rate. The contract has been reduced from 640 to 500

(Continued on next page)

Director Profile - Lynn Stickler



Lynn Stickler is a Senior Account Executive for Journal Publications, Inc., a print, online and event specialist. Lynn says she "loves helping businesses grow through marketing and branding their image." To Lynn helping businesses is "quite rewarding, especially to see all size businesses gain market share and compete in our business community." As a member of the Chamber Board of Directors, Lynn hopes to "serve my community by learning more and then contributing."

In Lynn's profession, connecting with business men and women is vital to success. She believes the Chamber connects her in a multitude of ways "whether it is face-to-face at an event" or "through written communications like the newsletter." One of her favorite networking events is "Business & Industry Night, because it's such a great evening of who's who in central Pennsylvania." Lynn additionally serves on the Indian Creek Recreation Club's Board. Her hobbies include reading, vacations, and spending time with family.

Limited Time Map Opportunity

The West Shore Chamber is currently producing a new edition of the popular Greater West Shore Area Street and Road Map and has limited advertising space available. This map is produced exclusively for and distributed by the West Shore Chamber as an informative, colorful, and useful resource for businesses, visitors, tourists, residents and newcomers.

By placing your business on the map, your message has the potential of reaching 5,000 customers in print, and will feature in a new online interactive map for two full years. The new opportunity of placing a highlighted pinpoint at your location and a listing of your business's contact information allows you to reach customers and build referrals for as little as \$249. The online interactive map displays your contact information, zooms in on your location and links directly to your web page, driving customers to your physical location and increasing your website's viewership.

Don't delay; showcase your company today by calling 1-800-807-6805 and place your business on the map!

Economic Woes Common Thread At Joint Chamber Legislative Forum

Chamber members were presented an opportunity to hear from state government officials regarding the issues that affect the business community at the February Legislators' Forum, co-hosted by the West Shore and Harrisburg Regional Chambers of Commerce. Senators Folmer, Piccola and Vance fielded questions concerning education, healthcare, the Pennsylvania budget, and the Federal Economic Stimulus Package. No matter what the topic discussed, budget cuts, lack of funding, and the economy were the underlying themes.

Senator Piccola, new Chair of the Education Committee, talked about new directions in Education. He also warned constituents that the legislature needs to be very careful how federal stimulus package money is allocated. "If we spend the money now," Piccola said, "what will we do with the "economic tsunami" that happens when the money stops?"

Senator Vance spoke about the need to develop assisted living and home health care. Vance also said that the one place the stimulus package is good is with the apportioning of money towards transportation. Senator Folmer agreed and stated "infrastructure is the core issue of government".

The West Shore Chamber Governmental Affairs Committee is closely monitoring what is happening on state and federal levels. For more information on bills the Chamber is tracking, log on to www.wschamber.org and click on Legislation/Advocacy.



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The Employee Free Choice Act: Who Will Manage Your Business?

Are you willing to hand your business decisions over to the government? Passage of the Employee Free Choice Act (EFCA) could demand just that. Most people are familiar with the loss of the private ballot portion of the EFCA, often referred to as "card check". Fewer people are aware of, arguably, the most potentially damaging part of the bill; the EFCA would replace the current system of collective bargaining with government binding arbitration.

Under the new law, both sides would have 90 days after the card check signatures are verified to reach a contract agreement. After another 30 days, either side can request a mediator. Then, a government arbitrator is brought in. The arbitrator's decision is then binding for two years. This is an exceedingly tight time frame, especially for small businesses that are collectively the largest source of new jobs in the country. These businesses may find themselves required to cope with unionization negotiations, and hiring a professional consultant at a cost they can ill afford to bear.

Binding arbitration standards remain unaddressed. Standards have not been set for: the qualifications and background of the panel, its scope of powers, any review of decrees on matters of fact and law, a set of relevant considerations for the arbitral decrees, rules concerning disclosure of what information can be requested, and any recourse available for decisions that might be contrary to a competitive business model. A government official, who may have limited or no knowledge of your industry or business, would be in charge of making the decisions of wages, hours and benefits, as well as management rights and outsourcing. Further, even if two rival businesses are both subject to arbitration, their competitive balance could be profoundly shifted if their arbitral decree imposes heavier obligations on one over the other.

Former Pennsylvania Congressman Pat Toomey stated, "That's one of the basic problems with EFCA: It treats all businesses and communities the same, regardless of the nature of local economies or the needs of local workers."

The West Shore Chamber opposes the EFCA. This is one of the most important pieces of business legislation your business may ever encounter. The Chamber urges you to write or e-mail Senators Bob Casey, Jr. and Arlen Specter, and Congressmen Tim Holden, Tim Murphy and Todd Platts. Support your Chamber and tell them you oppose the Employee Free Choice Act and government intervention into your business.

For more information on the EFCA, or how to get in touch with your legislators, please email sandy@wschamber.org.

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RETTEW recently welcomed former State Senator Gibson E. Armstrong to its board of directors, and promoted Timothy A. Falkenstein from senior biologist to group manager in the firm's Lancaster environmental services group.

Mid Penn Bancorp, Inc. announces Rory G. Ritrievi has been named President and Chief Executive Officer of Mid Penn Bancorp, Inc. and Mid Penn Bank. He will also serve on the Board of Directors of both companies. He can be reached by phone at 692-2133 or by email at rritrievi@midpennbank.com. Kevin W. Laudenslager, formerly Executive Vice President and Chief Financial Officer of Mid Penn Bank, will continue to serve as Vice President and Treasurer of Mid Penn Bancorp, Inc. and was named Northern Region President and Chief Operating Officer of Mid Penn Bank.

NAI CIR announces that Richard M. Kleiman, Justin M. Shoemaker and Daniel J. Alderman have been named to NAI Global Elite, a group comprised of the organization's top performers and top producers. To learn more visit www.naicir.com.

Landmark Commercial Realty, Inc. handled the following lease transactions: 32,069 sq. ft. of industrial space at 270 Silver Spring Rd., Mechanicsburg; 4,600 sq. ft. of retail space in the Lower Allen Shopping Center, Camp Hill; 2,500 sq. ft. of commercial space at 225 N. 2nd St., Harrisburg; 2,082 sq. ft. of office space at 4813 Jonestown Rd., Harrisburg; 1,760 sq. ft. of office space located at 845 Sir Thomas Court, Harrisburg; 1,720 sq. ft. of commercial space at 5521 Carlisle Pike, Mechanicsburg; 1,200 sq. ft. in Plaza 5000, Unit #6 located at 5000 Linglestown Rd., Harrisburg office space at 2000 Linglestown Rd., Harrisburg; and the lease renewal at 3401 N. Front St., Harrisburg; For more information call Chuck Heller at 731-1990

Join the **Harrisburg Stampede** on March 28 at 7 p.m. at the Farm Show Complex to watch them **STAMPEDE** over the Baltimore Mariners. Tickets are available online at www.harrisburgstampede.com. For group rates contact Vickie at 443-851-3658. Upcoming games: April 4: Greenville, SC and April 11: Columbus, GA.

(Continued on next page)

Join the **American Diabetes Association's** Tour de Cure on May 30 at Yellow Breeches Middle School. Form a corporate team, or join an existing team to experience a unifying activity that enhances employee morale and promotes a health lifestyle while raising critical funds to support diabetes education, advocacy and research for a cure. Visit www.diabetes.org or call Tim at 657-4310 x 4617.

Classic Drycleaners welcomes new Manager, Martha Bates who has over 20 years of drycleaning experience, to the 655 N. 12th Street, Lemoyne location. Rental Space is available at 420 Market Street, Lemoyne. This 1,000 sq. ft. space has frontage to Market Street and off-street parking. Call Paula Kostick at 730-6777 x103.

The Cleve J. Fredricksen Library will hold a book sale April 24-25. Donations may be left at the Reference Desk at any time or brought to the Community Room on April 23. All proceeds benefit the Library, including the teen and summer reading programs.

Did you know the West Shore has two Laughter Clubs facilitated by Ha Ha **Helen Szollosy** of **LAFOLOT.com**? Upcoming dates are April 16 and April 22 from 6:30-7:30 p.m. Visit www.lafolot.com for locations. Call 542-6127 to book a laughter workshop, talk or program for your company or organization.

Montour Home Comfort Services-A Division of Sunoco Inc. invites you to discover Propane, which is clean, safe energy for the future. Sign up for new propane or oil delivery service and receive an additional discount on your first delivery. Call 564-1440 for details by June 30.

Allenberry Resort Inn and Playhouse will be showing "Forever Plaid" an entertaining musical mix of the 1950's and 1960's from March 25 - April 26. Call 258-3211 or visit www.allenberry.com for more information.

Asphalt Maintenance Solutions of Central PA, Inc. reminds members that now is the time of year to check parking lots or driveways for needed repairs, seal coating, or line painting needs. Call 610-0758 for a free estimate.

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Last Chance to Register for Business Women's Forum

Don't miss out on the last chance to register in advance for Business Women's Forum, the largest one-day professional development conference and tradeshow event for women professionals in Pennsylvania. Register early and take advantage of a 25% savings over the day of event pricing. Schedule an office outing for five or more colleagues and save 45% or more with group discount rates.

Business Women's Forum provides excellent business education through breakout sessions taught by top-notch professionals in their fields as well as the opportunity to network with fellow businesswomen while browsing the trade show. Be there on Thursday, April 2, at the Farm Show Complex, Harrisburg.

Business Women's Forum is hosted by the Greater Carlisle Area, Harrisburg Regional, and West Shore Chambers of Commerce in partnership with the following Chambers of Commerce: Gettysburg Adams Area, Greater Chambersburg, Hanover Area, Lebanon Valley, Mechanicsburg, Shippensburg Area, and York County.

Generate Leads by Exhibiting at Business & Industry Night 2009

Highlight your business at the Chamber's 59th Annual Business & Industry Night, the largest Chamber event of the year, and become part of the cast by exhibiting in "A Night on Broadway". Business & Industry Night will take place on Thursday, October 1 from 3 - 7 p.m. at the Radisson Penn Harris Hotel & Convention Center. Since its inception in 1950, Business & Industry Night has become the most anticipated show in the area, bringing a full house of potential customers directly to you.

Showcase your business, products, and services at this extraordinary event. Boost sales, create awareness, and have the competitive edge in your industry. Exhibit spaces are available at the discounted price of \$550 before April 1, and \$600 after. This event only comes around once a year, so become part of this incredible business-to-business networking experience today! Exhibit spaces are limited. Contact Tammy McCrae at 761-0702 for more information.

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New Members

The following new members were acknowledged and approved by the Chamber's Board of Directors at their March meeting.

A.P. Williams, Inc.

Andrew S. Williams
2324 Paxton Church Road
Harrisburg, PA 17110
540-3902
Building/Construction

Alexander Building Construction Company

Stephen Wilt
315 Vaughn Street
Harrisburg, PA 17110
720-5491
Building/Construction
www.alexanderbuilding.com

Aroogas Grill & Sports Bar

Gary Huether
1300 Camp Hill Bypass
Camp Hill, PA 17011
730-9464
Restaurants
www.aroogas.com

Family Physician Associates Inc. of New Cumberland

Edee Herigan
1900 Bridge Street
New Cumberland, PA 17070
774-7041
Health Care

Highmark Direct

Darcy Ruch
1800 Center Street
Camp Hill, PA 17089
302-7814
Insurance
www.highmarkdirect.com

Homewood Suites Hotel - Harrisburg West

Brett Sechrist
5001 Ritter Road
Mechanicsburg, PA 17055
796-8600
Hotels/Motels
www.harrisburghomewood.com

Law Offices of Robert M. Walker, LLC

Robert Walker
3461 Market Street
Suite 103
Camp Hill, PA 17011
761-1200
Attorneys
www.rmwalkerlaw.com

OfficeFurnitureSaver.Com

Frank Anthony
1215 Cornwall Rd.
Lebanon, PA 17042
821-1184
Office Equipment/Supplies/Furniture
www.officefuturesaver.com

OnDemand Energy L.P.

John Bodine
300 Corporate Center Drive
Suite 130
Moon Township, PA 15108
699-9968
Utilities
www.ondemandenergy.com

Paychex Inc.

Dan Takacs
500 Nationwide Drive
Suite 200
Harrisburg, PA 17110-3322
526-4000 x3073
Financial
www.paychex.com

Sales4You

Deb Brown
6200 Charing Cross
Mechanicsburg, PA 17050
877-2305
Consulting
www.deborahlbrown.com

Smarsh Chiropractic

Thomas Smarsh
3514 Trindle Road
Camp Hill, PA 17011
763-1222
Health Care
www.health123.cc

Sovereign Benefits Consulting

Lawrence Cooney
1215 Manor Drive, Suite 200
Mechanicsburg, PA 17055
795-8666
Insurance

Today's Chiropractic

Scott Good
5521 Carlisle Pike
Mechanicsburg, PA 17050
497-1229
Chiropractors

Tursack Incorporated, A Consolidated Graphics Company

Diann Roffe
701 Hemlock Road
Morgantown, PA 19543
222-2259
Printers/Publishers/Graphics
www.tursack.com

Word Processing Services (WPS) Solutions

Scott Liddick
14500 Byers Road
Hagerstown, MD 21742
456-1977
Image Management
www.wpssolutions.com

Robert M. Walker, Esquire

announces the opening of **Law Offices of Robert M. Walker, LLC**, a firm that provides comprehensive representation of small businesses and individuals. Lori Richard has joined the firm as a Paralegal/Settlement Coordinator.

Keystone Photography Studio & Gallery

will feature the works of Daniel Zampogna from April 1 - May 2. Fellow Chamber members can receive a 25% discount on any Gallery item during the show. Hours are Tuesday - Saturday 10:00 a.m. - 6:30 p.m. For more information call 761-0900 or visit keystonephotos.com.

Deborah Pajak of Weinken & Associates

received her Certified Divorce Financial Analyst CDFA designation. For more information call her at 763-7684.

The Shippensburg University Small Business Development Center, SBDC

, offers an abundance of skill building seminars this month. For a full listing and to register visit www.shipsbdc.org or call 477-1935.

Leadership Cumberland

Class of 2009 is holding a free Public Issues Forum on the benefits of energy efficiency on April 16 at 6:30 p.m. in the Rector Science Complex at Dickinson College. A Leaders@ Lunch will take place May 5, 12:00 - 1:30 at the **Radisson Penn Harris Hotel & Convention Center**. For more information call 258-9500 or go online at www.leadershipCumberland.org.

CAMPBELL Commercial Real Estate Inc.

announces the following transactions: **Art Campbell** represented **Duquesne University** in the sale of a 13,000 SF bldg. at 1007 Mumma Rd. in Wormleysburg; the sale of the VFW on Hummel Ave., Lemoyne; and represented the Buyer, in the purchase of a 1,200 sq. ft. office condominium at 220 Cumberland Parkway in Upper Allen Twp.

New Hope Ministries

is holding its annual sale of geraniums and other spring flowers to benefit the families they serve. All orders are due by April 6. For more information call Molly Helmstetter at 432-2087 x203.

Pyramid Construction Services, Inc.,

a Quandel Enterprises Company, has recently begun renovations for the Capital Area School for the Arts, located in the Strawberry Square complex in downtown Harrisburg. Additionally

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they have begun construction on a new **Members 1st Federal Credit Union** branch located in the new **Giant Food Store** on Lingelstown Road in Harrisburg.

Neill Funeral Home will collect Bibles, Easter or Passover cards, and jelly beans to send to our military overseas. To donate such items may contact Shelley at 564-2633, or drop items off at either Neill Funeral Home location, at 3501 Derry Street, Harrisburg, or 3401 Market Street, Camp Hill. If possible, please call ahead to ensure there are no services at that time. The deadline for donations is March 27.

Benatec Associates, a division of Century Engineering, Inc. announces that Barbara Woleslagle Weedon, P.W.S. has joined the staff of Century Engineering, as Senior Environmental Specialist.

Member Renewals

Thank you to the following members who continued their support of the business community by recently renewing their annual membership investment.

41 - 50 years

Yale Electric Supply Company

31 - 40 years

Veronique's Antiques

21 - 30 years

Cumberland Services Inc.

11 - 20 years

Card Express Inc. T/A The House of Cards

Cumberland County Library System

GANCOM Reprographic Services

Hershey Harrisburg Regional Visitors

Bureau

Madeira Chiropractic

Sign-A-Rama (West)

6 - 10 years

Bethany Village

Blooms by Vickrey Flowers & Gifts

James B. Murdoch Insurance Group Inc.

Janney Montgomery Scott Inc

Munn's Diamond Gallery

Odessa Design Inc.

Quality Cleaners

W.E.B. Contracting Inc.

1 - 5 years

Aerotek

Altland House Hospitality Group

Atlas Roofing Corporation

Community Networking Resources

Crown Trophy

Gold's Gym Camp Hill

HealthAmerica, A Coventry Health Plan

PA House of Representatives

Phantom Entertainment

Pierson Computing Connection Inc.

StanO & Associates

The Goddard School

Valley Green Golf Club

Fantastic Turnout for Chamber Open House & Mixer

The West Shore Chamber Open House & Mixer held on February 19 was a successful celebration with more than 200 members in attendance. The Chamber would like to extend a special "thank you" to sponsor Kessler's Inc. for providing a delicious lunch. The Chamber would also like to recognize Kathie's Christmas for providing the beautiful art in the boardroom, Integrity Bank for baking cookies, and the Disabled American Veterans for allowing members to park in their lot.

Tom McKee of Wachovia Securities was the winner of the 50/50 raffle, generously donating a portion back to the Chamber. The Chamber also extends special thanks to Board members Jennifer Buehler, Autumn Lang, Geir Magnusson, Jeian Rauchut, Tammy Shearer and Kipp Stetcher who were top sellers of the 50/50 tickets.

The Chamber would additionally like to recognize the following Door Prize Donors: Capital BlueCross, Carleton Communications, Central PA Rehab Services, Commerce Bank, Don Jacobs Insurance Services Inc., Erdman Anthony & Associates, Highmark Caring Place, Integrity Bank, Launching Lives, Neill Funeral Home, The Second Mile and Silver Spring Golf Course.



Members enjoy business building at the West Shore Chamber Open House & Mixer.



Mitzy Jones and Kathy George pose for a photo while enjoying lunch provided by sponsor Kessler's Inc.



Members peruse the Chamber wall of fame and collect fellow member business cards at the Open House & Mixer.

THE SHORT OF IT

- The Chamber would like to recognize the passing of Louis Killeen. Lou was very helpful to the Chamber while with SCORE, Service Corps of Retired Executives. Our thoughts are with his family at this difficult time.
- Jeff Beinhaur, owner of Concerto Networks, is Lead Coach for some of the ski teams at Ski Roundtop. Congratulations to his boys team of 11 and 12 year-olds who placed 5th in the top ten for the overall state championships, and his girls team who finished 4th in the state. Jeff's daughter was invited to race in New Hampshire after her own stellar performance at the State Championships.

UPCOMING EVENTS

- ▶ **4/2 - Business Women's Forum**, 7:30 a.m. - 4:30 p.m., Pennsylvania Farm Show Complex, 2300 N. Cameron St., Harrisburg - Become part of the largest one-day women's professional development seminar. Registration is \$150, and group discounts are available.
- ▶ **4/14 - Electricity Aggregation Information Sessions** - Learn how the West Shore Chamber of Commerce can save your business money on your electric bill by attending one of four information sessions about a new Electricity Aggregation Program. Morning and afternoon sessions are available. Learn about this program which will allow members with a commercial designation on their electric bill to join an electricity pool and obtain electricity at a reduced cost. These information sessions are free to attend. Bring a copy of your recent electric bill.
- ▶ **4/16 - Chamber Night with the Harrisburg Senators**, 5:30 p.m., Commerce Bank Park, City Island, Harrisburg - Bring your family for a picnic dinner prior to the Senator's opening game against the Reading Phillies. Tickets are \$20/adults and \$10/children 12 and under and include both the picnic and the game.
- ▶ **4/21 - April Networking Mixer**, 5 - 7 p.m., Integrity Bank, 3345 Market Street, Camp Hill - Build business through quality networking with fellow Chamber members. There is no cost to attend.
- ▶ **4/22 - Back to Basics with the Directors: "Marketing AND Public Relations....Make Both Work for You,"** 8:00 - 9:30 a.m., West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill - Join Bob Saline APR, President and CEO of PRworks, and Lynn Stickler, Account Executive, Journal Publications, for this informative seminar on how to utilize marketing and public relations for your business. The cost is \$20/member and \$30/perspective member.
- ▶ **4/30 - Culinary Pairing in a Business Environment**, 5 - 7 p.m., Boiling Springs Tavern, Front & First Streets, Boiling Springs - Participate in a unique event at Boiling Springs Tavern and learn about proper business dining etiquette and wine and food pairings. The cost to participate is \$40 per member.

For more information or to register for the preceding events please visit the events calendar at www.wschamber.org.

Chamber Offers Golf Outing Opportunities

The West Shore Chamber Spring Golf Outing provides ideal sponsorship opportunities for businesses of all sizes and budgets. This high-quality event, to be held on June 1, promises a perfect afternoon featuring a networking lunch, 18 holes of golf, a first class awards dinner, and much more. This year the Chamber is hosting only one golf outing, so don't let this opportunity pass you by.

Sign up for any exclusive sponsorship starting at \$1,000 and receive registration for four (a \$700 value) along with exclusive signage and display opportunities. Other recognition is provided to these higher sponsors via gift bag inserts, program and newsletter recognition. Available sponsorships include: Main Tournament Sponsor, Dinner Sponsor, Give Away Sponsor, Hole-in-One Sponsor, Beverage/Snack Sponsor, and Cart Sponsor.

Non-exclusive sponsorship opportunities are available to enable your business to purchase low-cost advertising. The new Bag Insert Sponsorship is the most cost effective, allowing your business to place a Chamber approved item into gift bags that will be distributed to all attendees.

As a Chamber member, if you want it, you got it! Customized sponsorships are available. If you would like to draft your own sponsorship, the Chamber can find a way to work with you and your budget to fit your needs! Call Leigh-Ann Reitze today at 761-0702 for more information on how this outstanding outing can give you the advertising advantage you need.

Member Mentor Networking Tip of the Month

I'm not getting any leads.

Hmmm, have you ever given one? Not all Chamber members that you meet at networking events will be able to help you, nor will you be able to help them. While it takes some time before the two-way street of referrals is paved, Chamber members have a head start working within a group that is Friendly, Principled, Connected, and Professional.



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Become a part of the West Shore Chamber of Commerce **Job Shadow Database**. Interact with a local student and have a hand in the future of your workforce.

*To participate
email Leigh-Ann Reitze
at leigh-ann@wschamber.org
or call 761-0702.*

CONNECTIONS

Connections is published monthly by the West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill, PA 17011.

Phone: (717) 761-0702 | **Fax:** (717) 761-4315

Email: wschamber@wschamber.org

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