

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



Desiree Woof, owner of Sass Salon & Day Spa, celebrates the grand opening of Mr. Sass Barber Shop with fellow West Shore Chamber members on February 23.



Chamber members Mandy Payne, Nancy Gundy, Lauren Strunk and Sue Hetrick network at the Chamber Winter Open House and Mixer.

Chamber Adopts New Dues Structure

One of the many parts of the West Shore Chamber's Strategic Plan for 2010-2012 is to revise the membership dues schedule. This will better align the cost of serving a member with the member's investment. This new structure is still based on the number of full time employees at each location, but now there are separate structures for Non-Profits, Education and Municipality categories. This new dues structure can be viewed on the Chamber's website at www.wschamber.org as part of the online membership application.

Companies that have multiple representatives at different locations must enroll each location individually. Each will benefit through a full listing included in both the print and online directory to better promote each location.

You recently received a Membership Verification form by email from the Chamber. Please make every effort to complete and return it promptly. We ask that you make any changes to your company's membership listing in writing, either by email or faxing the form back with the changes. All requests will be updated in the online directory within five business days. The Chamber will also contact you prior to your renewal month to update your membership information.

If you have any questions contact Donna Zywiec at donna@wschamber.org or call 761-0702.

CCED and West Shore Chamber Begin Economic Development Partnership

The West Shore Chamber is pleased to announce a new, valuable resource for its members. The Chamber has entered into a dynamic partnership with Cumberland County Economic Development (CCED) to promote greater accessibility and awareness of its economic development tools and services, including a wide array of low interest loan programs. Through this partnership, both the Chamber and CCED strengthen their commitment to promote and facilitate business for the community.

CCED Executive Director, Omar Shute, a member of the Chamber's Economic Development Committee, recognized the opportunity to expand CCED's outreach. "This partnership will help us deliver new services faster to the West Shore business community, thus creating more economic development and job opportunities," said Shute.

Programs are available to assist both start-up and existing businesses of all sizes with a variety of funding opportunities. These include the Cumberland Small Business Fund, Small Business First, Cumberland County Industrial Development Authority PEDFA-T, PEDFA-TE, and Small Issue Bond, Cumberland Revolving Energy Loan Fund, and Small Business Administration 504, and the new Tourism Infrastructure Loan Program.

For more information about how this partnership may benefit your business, contact Sandy Allison at 761-0702.

April 12

Business Women's Forum

April 21

Wine Tasting & Culinary Pairing

April 29

April Networking Mixer - Integrity Bank

The **bolded** businesses in Business News are Chamber members. If you would like to submit business news, send your 20-word announcement to businessnews@wschamber.org by the first Friday of every month.

SF & Company CPAs and Business Advisors announces that Arleen Steiner, CPA, CVA, CFF, has been granted the Certified in Financial Forensics (CFF) credential by the American Institute of Certified Public Accountants.

Orrstown Bank announces that it has filed a shelf registration statement on Form S-3 with the Securities and Exchange Commission. If approved, it will allow the Company to raise capital up to an aggregate of \$80 million, through the sale of common and preferred stock, debt securities, warrants and other securities.

Brown Schultz Sheridan & Fritz announces the following: the firm was recently ranked the #2 CPA firm and #4 tax-preparation firm in the 2010 Book of Lists published by the **Central Penn Business Journal**; the appointment of Deborah S. Bowman, CPA, as Firm Administrator; and Alys B. Snoke, CPA, Manager, has been awarded the designation of Certified Government Financial Manager (CGFM).

Integrity Bancshares, Inc., the parent company of **Integrity Bank**, reported an increase in earnings of 20% for 2009.

The Vickie's Angel Walk 2nd Annual Valentine Day Dance was held on February 27. All proceeds raised benefited Vickie's Angel Walk which is a 501(c)3 non-profit with the mission to help central Pennsylvania families fighting cancer who struggle to pay their bills.

M&T Bank announces the following: Kevin Curtis has been appointed as the Wealth Advisor for the Carlisle and the West Shore markets; Michael George has been appointed as Area Manager for the northern and central and western Pennsylvania areas; the bank took multiple honors in the Greenwich Associates 2009 Small Business Banking Excellence Awards as one of only three banks cited for excellence in at least 8 of 10 national categories.

(Continued on next page)

Director Profile: Robert Lauriello



Robert Lauriello, Director of Civil/Municipal Engineering Services at RETTEW Associates Inc., is the Vice Chair of Community & Economic Development for the Chamber in addition to being on the Chamber Board of Directors. Rob chose his field because "it has provided a wonderful mix of field work, engineering design and business experiences".

Rob considers "the Chamber to be a vital asset to the west shore". As a Board Director he hopes to "provide value to the Chamber and our members through participation, volunteering and knowledge of my experiences". He is "continually inspired by the achievements of my fellow Chamber members". Rob often takes the opportunity to network with fellow members and learn more about issues and opportunities by attending networking activities via events and mixers. This provides him with "an opportunity to meet with people from businesses of all types and sizes". His favorite events are "Business & Industry Night for the condensed networking," and "golf outings to have a day to network while enjoying a good round of golf".

Speaking of Golf...

For the last few months, the West Shore Chamber's Golf Committee has been diligently planning this year's Annual Golf Outing which will be held on Monday, May 17, at the Carlisle Country Club. The committee has elected to reduce the registration price to \$150 per golfer. The decision to lower the registration fee by \$25 and to reduce the fees for sponsorship options is in response to the budget challenges members face.

This prestigious, client-impressing event features lunch, 18 holes of golf, high quality gifts, and a first-class awards dinner. This will be the Chamber's only golf outing this year, so don't miss out on this fun networking opportunity. Registration and a networking lunch will begin at 11:30 a.m., with a shotgun start at 12:30 p.m.

Be sure to save the date now for this popular event. You'll have a wonderful afternoon - from fun contests on the course to a delicious awards banquet - the West Shore Chamber Golf Outing is well worth your time and will be a fantastic venue to entertain clients.

The West Shore Chamber Golf Outing provides ideal sponsorship opportunities for businesses of all sizes and budgets. Customized sponsorships are now available. If you would like to draft your own sponsorship, the Chamber will develop a sponsor package to fit your needs.

Sign up for a golf package today and bring your prospective and current customers. This is a great way to network, show your appreciation and build your business. For more information, contact Leigh-Ann Reitze at 761-0702, or register online at the Chamber events calendar at www.wschamber.org.

Golf Packages available:

Tournament Package - \$2,500 (exclusive)

Hospitality Package - \$2,000 (exclusive)

Gift Package - \$2,000 (exclusive)

Cart Package - \$1,500 (exclusive)

Photo Package - \$1,500 (exclusive)

Flag Package (2) - \$1,500 (Front 9 exclusive package and Back 9 exclusive package)

Hole-in-One Package - \$1,500 (exclusive)

Beverage Package - \$1,000 (exclusive)

Games Package - \$1,000 (1 each)
(Go for the Green, Beat the Pro, Putting Contest)

Tee Sign - \$100 (unlimited)

Bag Sponsor - \$500 (exclusive)

Promo Inserts - \$50 (unlimited)

Discount Packages:

Foursome & 1 tee sign\$650
Twosome & 1 tee sign\$350

Patron Package:

(2 foursomes and program recognition)..... \$1,100

Business Women's Forum Offers Quality Professional Development

Business Women's
FORUM
LEAD • INFLUENCE • DISCOVER

The Regional Business Women's Forum co-hosted by the Carlisle, Harrisburg and West Shore Chambers of Commerce, offers quality professional development in addition to first-rate networking opportunities. The event will be held on April 12 at the Radisson Penn Harris Hotel & Convention Center.

This year's breakout sessions offer a wide variety of educational opportunities that provide

breakthrough business knowledge, powerful connections and industry insight. Topics include:

- The Top 5 Things to Secure Your Financial Future
- The 7 Blunders of the Modern [Business] World
- Dealing with Generational Differences in the Workplace: Realities of the 21st Century
- Work-Life Balance – Positive Practice for Hard Times
- No Pressure Networking: How to Transform Your Everyday Conversations into Ideal Clients, Quality Referrals, & Great Opportunities
- The Art of the Heart When Delivering Bad News
- What to Do if You Suspect Employee Misconduct with Technology
- Lose the Schmooze: Networking with Genuineness... and Without Fear and Loathing
- Saving Money, Saving Taxes – Ideas for Cutting Costs & Keeping the Cash for Your Business
- Is it Good to be a LinkedIn/TwitFace?
- Who You "Be" is Not What You "Do" for Living: A New Perspective on Self-Concept
- He Says/She Says: The Truth about Gender Communication and How to Get Everything You Want
- Developing Positive Assertiveness
- Maximizing Your Ability to Fund Your Entrepreneurial Dream

Sessions are expected to fill up quickly so members are encouraged to register early to secure their first choices. The cost to attend is \$150/members and \$290/prospective members and registrations can be made at www.businesswomensforum.com.

Save the Date for the West Shore Chamber's June Business Conference

The West Shore Chamber of Commerce will host a half-day business conference on June 15 at the Radisson Penn Harris Hotel & Convention Center. This new event, being developed and coordinated by the Chamber's Program Committee, will provide members with a quality professional development and networking opportunity, and will cover topics such as management, business financing and marketing. The final agenda and topics will be determined at this month's Committee meeting, so watch for more information in your Chamber newsletter and email reminders.

Sponsorships for this high-profile event range from \$1,000 to \$5,000 and are now available. Contact Tammy McCrae at 761-0702 for more information on the event and sponsorship opportunities.

GET IN GEAR

If you don't rejuvenate your messages, they quickly grow tired. That's why you can count on us to perk up your projects!



717.731.9456
KonhausMarketing.com

Konhaus Marketing
& Communications
Personalized Marketing Solutions

*You'll
Love Us*

Cordier Antiques & Fine Art is now accepting consignments for the spring 2010 antique and fine art auction. They are seeking quality consignments of fine art, silver, jewelry, ceramics, rugs, decorative arts, furniture, rare collectibles and toys.

RETTEW Associates Inc. promoted three long-time leaders to vice president: Robert M. Lauriello, PE; Yves E. Pollart, PE, BCEE; and Lonnie R. Young.

Keystone Human Services is raising awareness about Susquehanna Service Dogs. For more information visit www.keystonehumanservices.org/ssd.

First Choice Rehabilitation Specialists has partnered with Metabolic Rx to provide an exercise and diet program recommended and supervised by healthcare physicians. This program is for individuals who experience pain with exercise and/or have metabolic conditions. For more info contact **Barbara Moody** at 370-1120 or visit www.firstchoicerehab.com.

NAI CIR announces the following: **Ida McMurray** handled the lease renewal of 3,150 SF at 6130 Old Jonestown Rd. Harrisburg; The **Bill Gladstone** Group handled the transaction of a lease renewal at 1029 Mumma Rd., Wormleysburg, and a 28,492 SF at 914 S 13th St., Harrisburg; **Craig Rahn** represented the owner in the sale of 1,965 SF of office space at 6049 Blue Bird Ave, Lower Paxton Township.

ActionCOACH of Central PA is the local home of ActionCOACH Thom Finn who received recognition as ranking in the Top 100 Coaches in the World and Top 10 Coaches in the US for the month of January, 2010.

Harrisburg International Airport (HIA) invites Chamber members to its invite-only MDT Chicago Challenge homecoming celebration. The MDT Chicago Challenge will follow two contestants chosen by WRVV (97.3 The River) as they race from Harrisburg to the Windy City and back in a single day. One traveler will fly directly from Harrisburg while the other will travel through Philadelphia International Airport. During the day, both journeys will be documented via online video at youtube.com so viewers can see firsthand how HIA lives up to its MDT airport code.

(Continued on next page)

Patrick Huffman, president of **The Warrell Corporation**, was honored with the NCA's 2010 Distinguished Service Award at a ceremony during the State of the Industry Conference in Miami.

AmeriChoice Federal Credit Union employees sold Haiti Relief Donation Cards at the teller lines of all offices, giving members and staff the opportunity to make a donation. As an added bonus, the credit union vowed to match the first \$500 raised. In less than two weeks, the credit union raised over \$1,000.

Kathy George, Owner of **Cedar Cliff Subway** is a candidate for The Leukemia & Lymphoma Society's (LLS) Man & Woman of the Year campaign. She asks that fellow members support her efforts to help LLS in its efforts to find a cure for blood cancers and to assist patients and families as they battle this disease. Every dollar raised is a vote for Kathy.

EDS Credit Union has changed its name to **InTouch Credit Union**. There are currently 19 branches within the U.S. with two more scheduled to open in 2010. Local membership is now open to all of Cumberland County. Please call 763-6017 with any questions.

J. Michael Brill & Associates, Inc. has taken top honors at the Pennsylvania Land Surveyors' 2010 Conference by earning four first and three second place awards.

New Hope Ministries is accepting applications for its 2010 Scholarship Program to help financially needy students from the Dillsburg, Dover, Mechanicsburg, Camp Hill, Lemoyne, New Cumberland, Wormleysburg, Enola and East Pennsboro communities. Scholarship applications must be received by April 30, 2010.

BELCO Community Credit Union will host two free educational seminars in March. The two seminars are "Build a Basic Budget: The 5-Step Spending Plan" and "Home Buying 101". All seminars are open to the public to attend. For more information call 232-3526.

Allenberry Resort Inn & Playhouse will be showing Cole Porter's "Anything Goes" from March 17 to April 18. For reservations, call 258-3211 or visit www.allenberry.com.

(Continued on next page)

Governor's Budget Calls for "Fairness" in Corporate Tax System

In his proposed FY 2010-11 PA state budget, Governor Rendell's business tax reform package includes lowering the Corporate Net Income Tax rate from 9.99 percent to 8.99 percent, closing the so-called "Delaware loophole", adopting a single sales factor plan, and removing the cap on net operating losses. His hope is to improve Pennsylvania's competitiveness, help current businesses in the State to expand, and to attract more start-up and technology firms.

The Governor believes PA business tax rates are higher than they need to be because too many firms do not pay their fair share. It is estimated that a surprising 71% of PA companies subject to the tax pay no Corporate Net Income taxes in Pennsylvania because the "Delaware loophole" allows businesses to shift income and profits to no- or low-tax states. If the Governor's plan is adopted, Pennsylvania will become the 24th state to use "combined reporting". Closing this loophole would enable PA to lower its corporate net income tax rate.

Under the single sales factor system, Pennsylvania would calculate taxes based on the share of a company's sales that take place in Pennsylvania, creating new incentives for employers to expand.

Finally, by eliminating the cap on net operating loss deductions, the Governor hopes to attract new companies, including technology and biotech firms, who may not record profits for the first few years of operation. Pennsylvania would then join 44 other states that do not have a dollar limit on net operating losses carrying forward.

While these tax reforms may be inferred as positive ones for the business community, much controversy surrounds the Governor's new sales tax proposal. This proposal, which lowers the sales tax rate from 6% to 4%, makes taxable 79 categories which currently are not. In recent discussion, the Chamber Governmental Affairs Committee saw this as a potential hardship to many small businesses.

Chamber "Meet the College Presidents Forum" Sparks Local Debate

"Thank God for health care or we (colleges) would be number one on the hit list," remarked Dr. Melvin Schiavelli, Harrisburg University of Science and Technology at the West Shore Chamber Meet the College Presidents Forum on February 24. The quip came in response to a question from attendees concerning the high cost of higher education and led to an informative discussion between the eleven college representatives and the audience. Local reporters took the discussion to print in articles that appeared in The Patriot News and on-line, prompting further comments from area readers.

Dr. Schiavelli and his colleagues said that the cost of an education is not a sticker price. It is important to be aggressive and to negotiate the best price for your student. Colleges want good students and can offer financial packages that include a mix of grants, scholarships, subsidized and unsubsidized loans to qualified applicants. Financial advisors are also available at the institutions to offer help with the sometimes daunting task of filling out the financial forms necessary to apply for aid.

This educational forum, held at The National Civil War Museum in late February, was made possible through sponsorship support from Daley Zucker Meilton Miner & Gingrich LLC.



Steven Miner and Kathleen Misturak-Gingrich of event sponsor Daley Zucker Meilton Miner & Gingrich LLC pose with Education Committee Co-Chair Diane Grove and Chamber President Kathleen Mangan after the successful 2010 Meet the College Presidents Breakfast Forum held on February 24.

New Members

The following new members were approved by the Chamber's Board of Directors at their March meeting. Thank you to sponsors Phil Shenk and Gary Scicchitano.

ADP

Jonathan Bailes
930 Century Drive, Ste 102
Mechanicsburg, PA 17055
343-2504
Payroll
www.sbs.adp.com

Blue Ridge Country Club

Conrad C. Lickel
3940 Linglestown Rd
Harrisburg, PA 17110
545-5593
Clubs

Buchanan Ingersoll & Rooney

Kimberly Sokoloski
17 N. Second Street
15th Floor
Harrisburg, PA 17101
237-4861
Attorneys
www.bipc.com

Coaching ADDvantages

Lynne Edris
6124 Charing Cross
Mechanicsburg, PA 17050
877-9853
Coaching
www.coachingaddvantages.com

Deloitte

Angela Bentzel
300 Corporate Center Drive
Camp Hill, PA 17011
651-6301
Consulting
www.deloitte.com

Fleagle's Painting LLC

Ryan Fleagle
621 E. Orange Street
Shippensburg, PA 17257

377-6201
Painting
www.fleaglespainting.com

Gemini 5 Designs

Bill Leachman
250 Torway Road
Gardners, PA 17324
677-4117
Website Hosting/Design
www.gemini5designs.com

GHC Solutions Inc. dba GHC Marketing Group

Gary Charette
507 Barbara Drive
Mechanicsburg, PA 17050
645-4826
Consulting
www.ghcsolutionsinc.com

Haas Printing Company Inc.

Tim Haas
1000 Hummel Avenue
Lemoyne, PA 17043-1740
761-0277
Printers/Publishers/Graphics
www.haas-printing.com

Holtgate Podiatry

Chris Gatesman
717 Market Street, Suite 101
Lemoyne, PA 17043
731-1133
Health Care
www.holtgatepodiatry.com

Pennsylvania Newspaper Association

Scott Rogers
3899 N Front Street
Harrisburg, PA 17110
703-3068
Newspapers
www.pa-newspaper.org

Personal Mortgage Advisors is pleased to announce that Christine Gehr has joined the firm as a mortgage originator. Chris, who brings a wealth of mortgage industry experience to the table for her clients, can be reached at 761-8716.

The Center for Independent Living of Central PA (CILCP) was acknowledged at the 11th Annual **Central Penn Business Journal's** Nonprofit Innovation Awards for its Living Well With A Disability Fitness Center.

Carlisle Country Club is preparing for the fast approaching summer season. Membership opportunities include Dining, Social and Golf. A full service banquet facility stands ready to cater any type event. For more information contact Club Manager, Kris Shultz or visit our website at www.carlislecountryclub.org.

Capital Area Pregnancy Centers/Life Choices Clinic will present abstinence education classes in the following schools over the next several weeks: Carlisle, Middletown, Milton Hershey, Harrisburg, Dauphin County Tech and Red Land High Schools, as well as Big Spring, Lamberton and Camp Hill Middle Schools.

Art Campbell represented the parties in an office lease at the newly renovated Business Journal Center and the lease for 6,400 +/- SF of medical space at 810 Sir Thomas Court in Harrisburg.

Patrizio Couture is offering a \$20 discount on tuxedo and suit rentals for proms and weddings. Patrizio has competitive pricing and can match all dress colors. Call Patrick Basom at 798-0149 for your appointment today.

The **American Diabetes Association** invites members to Take the Ride of Your Life and join hundreds of friends and co-workers who participate in the annual Tri County Tour de Cure to help prevent and cure diabetes. This cycling event gears up at Yellow Breeches Middle School in Boiling Springs on Saturday, May 22. A mountain bike challenge will take place Sunday, June 6. For more information visit www.diabetes.org/tour or call Tim at 657-4310, extension 4617.

(Continued on next page)



Pennoni
PENNONI ASSOCIATES INC.
CONSULTING ENGINEERS
PROVIDING ENGINEERING SERVICES SINCE 1966
1215 Manor Drive, Suite 100, Mechanicsburg, PA 17055
Ph: 717-975-6481 | Fx: 717-975-6480 | www.pennoni.com



For Your Business:
Electrical
and
Mechanical
Contracting
717-737-2224
www.seccoinc.com

For Your Home
Plumbing
Electrical
Heating
Air Conditioning
Water Treatment
717-737-5309
www.seccohome.com

When You Need An Expert At Your Door, It's Got To Be SECCO!

Shippensburg University Small Business Development Center

will host a free workshop on how to do business with the federal government on May 12 from 9 a.m. to 2 p.m. at the SBDC. If you're a small business firm who wants to expand your business by selling to the federal government, this workshop will teach you how to: register; find opportunities; market your firm; and much more. Visit www.ship.edu/SBDC/Workshops for more info.

High Industries Inc. announces Jeffrey D. Smith has been promoted to President and Chief Executive Officer of High Industries Inc. effective April 1. In this role, Mr. Smith is responsible for providing the leadership and overall direction to High Steel Structures Inc., High Concrete Group LLC and High Steel Service Center LLC. He will also serve as co-chair of the Executive Committee of the **High® Companies**. Mr. Smith currently serves as Executive Vice President of High Industries.

Debbie Smith-Voight, owner of **Smith Custom Framing & Fine Art Gallery** has been cast in the part of Vivian Bearing in Hershey Area Playhouse's production of WIT. Dr. Bearing has stage 4 metastatic ovarian cancer and is being treated with aggressive and experimental chemotherapy. To create awareness, Debbie will shave her head publicly as a fund raiser for **Vickie's Angel Walk** on April 1 at 1p.m. in front of her shop at 190 Reno Avenue, in New Cumberland. Please support Debbie and Vickie's Angel Walk with your donation.

AllBetterCare Urgent Care Center is opening in Mechanicsburg and invites Chamber members to attend a ribbon cutting and reception to learn more about the Center's new concept in health care accessibility and convenience. The event takes place from 5 to 7 p.m. on April 8 at 6481 Carlisle Pike, Mechanicsburg. For more information visit AllBetterOnline.com.

Konhaus Marketing and Communications is sponsoring Keith Parsons, motivational speaker, on April 1 at Mechanicsburg Middle School and on April 15 and May 14 at Mechanicsburg High School. Keith's presentation is called "0.98 Seconds" and serves as a powerful and living testament to the dangers and consequences of substance abuse. For more information visit www.keithparsons.com.

Member Renewals

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

60-69 Years

Rolling Green Cemetery Company

50-59 Years

Allenberry Resort Inn & Playhouse

20-29 Years

Lawns Unlimited Inc.

10-19 Years

First National Bank

integra Print & Image

Messiah Village

Pennsylvania-Delaware District Council

Red Lobster

WHP CBS 21 / CW 15

5-9 Years

Bethany Village

Flinchy's

Intentional Choices LLC

James B. Murdoch Insurance Group Inc.

Janney Montgomery Scott Inc.

M F Rockey Moving & Storage Co.

Odessa Design Inc.

PA Central Federal Credit Union

PA House of Representatives

StanO & Associates

Taylor Data Concepts

1-4 Years

Aerotek

Altland House Hospitality Group

Atlas Roofing Corporation

Camp Hill United Methodist Church

Community Networking Resources

Compassionate Senior Care

Sheryl M. Delozier, State Representative

88th District

Susquehanna Valley Surgery Center

T.G.I. Friday's

Consider Serving on a WS Chamber Committee

As a member of the West Shore Chamber of Commerce, you have the opportunity to serve on a variety of committees. This is an excellent way to network with other members, serve the community, and address business interests and issues. Committee members, in cooperation with the Chamber Board of Directors, are decision makers for Chamber programs, policies and positions.

Please review the committee choices available to you at: <http://www.wschamber.org/committees.shtml>.

Most committees meet monthly while others serve at the call of the Chair. To join a committee, email your interest to wschamber@wschamber.org or fax back the downloadable form on our website to 717 761-4315 indicating which committees interest you. If you served on a committee in 2009, please indicate if you wish to remain on that committee in 2010.

Networking Tip of the Month

From the Membership Mentor Committee

Ask open ended questions in networking conversations. This will help encourage discussion and show others that you are interested.



West Shore
Chamber of Commerce

Inspiring Business

We offer solutions to meet your employee benefits needs through **ChamberChoice!**

For more information, contact ChamberChoice at 1-800-377-3539.

ChamberChoice

Business & Industry Night 2010 - Booths Now Available!

Want to be a high-roller? Showcase your business by exhibiting at the Chamber's 60th Annual Business & Industry Night "An Evening in Monte Carlo".

Business & Industry Night will take place on Thursday, October 7 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, attracting a full house of potential customers. Members can promote their businesses, products, and services at this extraordinary event by reserving an exhibit space. Prepare to boost sales, create awareness, and have the competitive edge in your industry by reserving your booth early.

This event only comes around once a year, so be a part of this incredible business-to-business networking experience by registering today. Members receive a discounted rate of \$550 by reserving before June 4, and \$600 after. Exhibit spaces are limited. Contact Leigh-Ann Reitze at 761-0702 for more information.



Do You Enjoy Wine? Come to a "GRAPE" Networking Event

The Women in Business Roundtable invites all Chamber members to participate in this event where attendees will learn about wine and food pairing in a business environment on April 21 from 5:30 to 7:30 p.m. at Silver Spring Golf Course.

Event partners Sir D's Catering, Event Central Rental & Sales, and Silver Spring Golf Course are joining forces to plan a wonderful evening full of great food and wine in a networking atmosphere. Christopher Mildner of Southern Wine and Spirits will be presenting wine education to pair with heavy hors d'oeuvres served tapas style.

Business dining is often an important component of business relationships. Deborah Saline of PRworks Inc. will be providing insight into dining to impress a new client, building an existing relationship, or saying "thank you" to a customer. Special thanks to event sponsors Joseph James Jewelers and M&T Bank.

The cost to participate is \$35/member and \$45/prospective member and includes food, beverage and business dining tips. The registration/cancellation with refund deadline is Friday, April 16.

CHAMBER SHORTS

■ **The Public Relations & Marketing Committee** is seeking testimonials from members about the value they receive from their membership. These testimonials, with your name and company, will be featured in Chamber publications. Please contact Mary Clayton at mary@wschamber.org with your testimonial today.

■ **Would you like to do business with the Chamber?** The Chamber periodically solicits proposals for goods and services valued at more than \$1,000, by posting them on www.wschamber.org/rfp.shtml. Proposals will only be accepted from Chamber members.

■ **Review your business' online listing** today by visiting www.wschamber.org and searching the membership directory. If you would like to make changes to your 20-word business description, email Donna Zywiec at donna@wschamber.org or 761-0702.

■ **Chamber Partner Cumberland County Economic Development (CCED)** announces that the Tourism Infrastructure Loan Fund (TILF) is available to eligible applicants. For more information contact Sandy Allison at sandy@wschamber.org or 761-0702.

■ **The Chamber Board of Directors** voted to support efforts to secure funding for replacement of the bridge on Orrs Bridge Road.



Paula Kostick (L), General Manager of Classic Drycleaners and Laundromats, poses with Chamber President and CEO Kathleen Mangan (R) after receiving her winnings from the Chamber's 50/50 drawing conducted at the Winter Open House.

CONNECTIONS

Connections is published monthly by the West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill, PA 17011. The Chamber reserves the right to edit and evaluate all materials submitted for publication.

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

Email: wschamber@wschamber.org

Website: www.wschamber.org

Bill DeVore, Chairman of the Board
Rick LaVanture, Vice Chair of Administration
Rob Lauriello, Vice Chair of Community & Economic Development

Andrea Dietz, Vice Chair of Member Services
Rhonda Hebbard, Vice Chair of Programs
Bob Saline, Vice Chair of Public Relations & Marketing
Aaron Grumbling, Treasurer
Jennifer Buehler, Assistant Treasurer
Chick Zoll, Immediate Past Chair

DIRECTORS

Larry Bashore	Jeian Rauchut
Deborah Brown	Diann Roffe
Crystal Clark, Esq.	Gary Scicchitano
Chris Frampton	Tammy Shearer
Autumn Lang	Phil Shenk
Geir Magnusson	Kipp Stecher
Robert Manbeck	Lynn Stickler

Kathleen M. Mangan, President & CEO
Tammy McCrae, Executive Vice President

Editor: Mary Clayton

UPCOMING EVENTS

Members can register to attend Chamber events through the online events calendar at www.wschamber.org.

➤ **4/12 Business Women's Forum**, 8:00 a.m. - 4:30 p.m., Radisson Penn Harris Hotel & Convention Center, 1150 Camp Hill Bypass - The Regional Business Women's Forum co-hosted by the Carlisle, Harrisburg and West Shore Chambers of Commerce offers quality professional development in addition to first-rate networking opportunities. The cost to attend is \$150/member and \$290/prospective member and registrations can be made at www.businesswomensforum.com. See article on page 3.

➤ **4/21 Wine Tasting & Culinary Pairing**, 5:30 -7:30 p.m., Silver Spring Golf Course, 136 Sample Bridge Road, Mechanicsburg - Attendees will learn about wine and food pairing in a business environment. Thank you to sponsors M&T Bank and Joseph James Jewelers and event partners Sir D's Catering, Event Central Rental & Sales and Silver Spring Golf Course. The cost to attend is \$35/member and \$45/prospective member and includes food, beverage and business dining tips from Deborah Saline, PRworks Inc. Registrations can be made at www.wschamber.org. See article on page 7.

➤ **4/29 April Networking Mixer**, 5:00 - 7:00 p.m., Integrity Bank, 3345 Market Street, Camp Hill - Mix and mingle with area business men and women while enjoying the hospitality of sponsor Integrity Bank. There is no cost to attend and registrations can be made at www.wschamber.org.