

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



Joyce Shellenberger celebrated the grand opening of Dream Travel Services, Inc. with the Chamber Board of Directors after their June 16 meeting.



Erin Carlin (far right) is pictured with YTI Career Institute staff at their Evening Networking Mixer on June 21.



Bill DeVore presents a congratulatory certificate to Belco Community Credit Union President/CEO Lonny Maurer at their Grand Re-Opening celebration on June 10.

West Shore Chamber Foundation Community Picnic & Crabfest

The West Shore Chamber of Commerce Foundation invites you and your family to enjoy a fun-filled day in the sun at the 1st Annual Community Picnic & Crabfest! Join us on August 21 and spend a quality afternoon with your family, neighbors and co-workers while enjoying a variety of outdoor activities, entertainment and an all-you-can-eat picnic buffet, which includes blue crabs.

The following are just a few ideas of how to make *our picnic your picnic*:

- Treat your employees to a great day with their families.
- Challenge your group to a game of volleyball or a miniature golf tournament.
- Support our community. Proceeds benefit the West Shore Chamber of Commerce Foundation, a nonprofit 501(c)3 organization dedicated to developing and providing educational programs to residents of the greater central Pennsylvania region.

The price to take part in this affordable day of fun for you, your family and your co-workers is \$30 per person in advance, \$15 for children ages 3-10 and \$40 at the door (children 2 and under are free). Register online by visiting the Events Calendar at www.wschamber.org or for more information contact Kim Metzger at 761-0702.

Thank you to sponsor Wells Fargo Insurance Services and supporting sponsors Don Jacobs Insurance Services, PRworks Inc., Sherk Athletic Equipment Co., United Water, Urology of Central PA and VNA of Central PA.

West Shore Chamber of Commerce Launching Try It Local

The West Shore Chamber of Commerce is launching Try It Local, an online discount program that highlights local retailers, restaurants and more. Try It Local gives the community even more reason to explore businesses and opportunities in central PA while supporting the local economy, area companies and the Chamber.

Chamber members are able to participate in the Try It Local discount program at no cost and retain 70 percent of total sales on the day of their deal, a much higher margin than what is typically offered by the national brand programs.

Here's how Try It Local works:

- A local business offers a product or service at a minimum of 40 percent off. Deals could include discounts at local retailers, restaurants, bars, salons, dry cleaners, attractions and special events.
- The deal is released by the Chamber through email, on Facebook, Twitter and at TryItLocal.com/CentralPA.
- The featured business is charged no up-front costs for running a deal and collects 70% of each day's total sales, less a 2% fixed credit card fee.
- Buyers click to purchase the offer, print the voucher and redeem it.

We hope you are as excited as we are about this new program! To join Chamber members like Sir D's Catering or to submit a deal offer, visit www.TryItLocal.com/submit-your-deal. For more information, contact Tammy McCrae at 717-761-0702.

Aug. 9

Exhibitors Seminar

Aug. 21

Community Crabfest

Aug. 30

Networking Mixer

West Shore
Chamber of Commerce

Inspiring Business

AUGUST NEWSLETTER SPONSOR
TRY IT LOCAL

Committee Spotlight: Membership Committee

The Membership Committee supports the Chamber's effort to attract new and retain existing members. Members of this committee also serve as Member Mentors who help to facilitate networking with new members and requests feedback on membership benefits.

Member Mentors play a critical role in engaging new, prospective and current Chamber members. They attend as many events as possible and help to initiate business-building relationships. The members of this committee are invited to business ribbon cuttings and certificate presentations. They take an active part in supporting all members by visiting their locations.

Membership Committee participants also make calls to randomly selected members monthly. The results of the contacts are returned to the Chamber along with their feedback, which is then used by the Chamber's staff to address issues, improve publications, events and offerings, and follow up with specific member's needs. Any members that are unable to be contacted are placed back into the mix for the next month's calls. The purpose of these calls is to let you - our members - know we care about you and your business and want to do our best to help you succeed. When you receive a call from a member of the Membership Committee, please take a moment and let them know what the Chamber can do to better serve you. Help us be the BEST CHAMBER we can be!

The Membership Committee meets the second Wednesday of every other month and is chaired by George Book, with vice chair Kevin Zinn. For more information or to join the Membership Committee, contact Chris Gehr at 761-0702 or chris@wschamber.org.

Show Your Chamber Pride In-House and Online Chamber Debuts Online Membership Plaque

Members display the Chamber's plaque and membership static sticker in their offices for good reason - to signify to their customers, clients, friends and associates that they enjoy membership in the West Shore Chamber and the business community. Your membership plaque and static sticker have meant "business" for more than 60 years and offer instant credibility. Now, for those looking to build their credibility online, the Chamber is proud to announce the creation of an online Chamber membership plaque.

We encourage members to place the Chamber's online membership plaque on their homepage, social media pages and blogs. After all, your website is your storefront to the world. Why wouldn't you want to celebrate and be recognized as an elite member of the West Shore business community? Placing the West Shore Chamber online membership plaque on your website is just as easy as placing it in your physical site.

Display your Chamber membership plaque proudly. It's good for your business, your reputation and your bottom line. If you need a new membership plaque, extra static stickers, or a copy of the online Chamber membership plaque, contact Mary Clayton at 761-0702 or mary@wschamber.org today.

Chamber Supports Early Childhood Education and Care

The West Shore Chamber of Commerce recognizes the importance that quality early childhood care and education has on our current and future business community's workforce and economic development. Based upon economic research, we know that the benefits to our local community include job creation, a better-educated workforce and a stronger and more cost effective educational system.

The West Shore Chamber of Commerce recognizes that before age five, children establish the building blocks of their academic and social skills. Therefore, improving children's lives in their earliest years is not only the right thing to do, but also what businesses need to succeed. We believe that students supported by quality childhood care and education enter our education system ready to learn. Early educational influences and social experiences supported through family and community create an environment of improved academic achievement and higher graduation rates. Learning readiness is a precursor to student success within our school systems. Successful educational experiences result in a more employable workforce, thus promoting sustainability and an economic advantage for our region.

The West Shore Chamber supports and encourages policies that:

- Invest in high quality early care and education programs that stimulate learning in a safe and nurturing environment;
- Educate parents about how to provide an environment that helps a child prepare to enter school ready to learn;
- Provide resources to families to meet their basic needs so that children are raised in a safe and nurturing environment; and
- Continue to research the impact of early care and education to identify best practices and promote programs with proven results.

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Chamber to Help Members "Take Care of Business"

If you want to sharpen your professional skill set, mark November 10 on your calendar for "Taking Care of Business: A Professional Development Conference". Attendees will learn from industry-leading professionals in the areas of marketing, sales, networking and more. Sponsored by United Concordia Dental, this half-day business conference is designed to offer quality education and ample networking.

Six breakout sessions will offer a variety of educational growth opportunities. They are:

- **Gayle Bolinger** from **Brown Schultz Sheridan & Fritz** will explore how to address the growing challenge of fraud prevention.
- **Anne Carnathan** from **Universal Media, Inc.** will share 12 ways to find high-potential customers and drive new business.
- **Chris Frampton** from the **Frampton Kimmel Group** and **Rhonda Hebbard** from **Luxor Events & Marketing** will share one of their successful business strategies - how to build and maintain a business owners group.
- **Miles Miller** from **Lead UP.Biz** will offer an advanced networking training consistently asked for by members.
- **Bob Saline** from **PRworks, Inc.** will help attendees develop their own marketing plan from concept to roll-out across various mediums.
- **Lindsey Fund** from **Thomas, Thomas and Hafer, LLC**, will address the growing challenges that managers face when it comes to electronic communications.

The conference will take place from 8:00 a.m. to 1:00 p.m. at the West Shore Elks Lodge and includes a continental breakfast and hot lunch. The cost to attend is \$50 for members and \$75 for non-members. Visit www.wschamber.org/businessconference.shtml for more information and to register. Special thanks to presenting sponsor United Concordia Dental and supporting sponsors Comcast Spotlight and Central Penn Business Journal.

Chamber Announces Online Coupon Capability

Coupons are among the most efficient money saving methods. However, the advantages of coupons are vast and they are not limited to their money saving abilities. Businesses who utilize coupons have placed themselves in a win-win situation - the person who redeems the coupon gets a greater perceived value of your product/service and your business builds its clientele. As Chamber members, you are always encouraged to do business with fellow members in our community. We are delighted to announce that the Chamber now has a member-to-member online coupon section.

This new way to promote your business is free as a benefit of your Chamber membership. To create a coupon just login to the Chamber's members only website at www.wschamber.org and click on "add a coupon". Enter your member-to-

member promotion or sale information. Submitted coupons will be sent to the Chamber for approval and will be listed online within three business days. Available coupons can be found with a link on the front page of our website and also in the members profile page. You don't have to worry about removing the coupon after the expiration date; it will automatically be removed after the expiration date you set when creating the coupon. For more information on this new opportunity, contact Donna Zywiec at donna@wschamber.org or 717-761-0702 with any questions.



PA5766 - WSC(N0611)

Window Unit TOO Loud? Trade It In!

Learn More... DuctlessCooling.com/trade-in

SECCO
Home Services

737-8100
Mon-Fri 7A-7P & Sat 8A-4P

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.

Cumberland Valley Visitors Bureau announces the following: a winner each month will be chosen for a Win-a-Getaway. Enjoy a Golfer's Delight Weekend with overnight accommodations at the Kanaga House B&B, golfing at Cumberland Golf Club and **Rich Valley Golf** and gift certificates to The Pizza Grille. The winner will also receive a \$25 Sheetz Gas Card. For more info, visit www.visitcumberlandvalley.com.

Herbert, Rowland & Grubic, Inc. announces the following promotions: Albert T. Brulo, P.E. to manage the firm's operations at all regional locations; Andrew M. Kenworthy, P.E. to vice president in charge of managing the firm's operations in the south central and eastern regions of Pennsylvania and adjacent states.

RETTEW announces the following: Robert M. Lauriello, PE, has been elected to the firm's board of directors. Lauriello is vice president of RETTEW's civil/municipal and transportation engineering services; the RETTEW Associates Scholarship in Geology has been awarded to Millersville University student Bradley S. Gehman, a senior majoring in geology.

Cumberland County Economic Development announces that Cumberland County Commissioners approved a resolution authorizing a Qualified Energy Conservation Bond (QECB) initiative in accordance with the American Recovery and Reinvestment Act. Under the initiative, the County will create a "green community program" that will allow businesses to finance retrofits of existing facilities for heating, cooling, lighting or other efficiency measures at reduced interest rates.

Smith Custom Framing & Fine Art Gallery was voted as Central PA's 2011 Hot List Framer and Gallery.

Park Inn Harrisburg West announces that Nikki Bowler, Government Sales Manager, has been selected to represent Carlson North American Hotels at the National Defense Transportation Association.

IMR Limited announces the following: Allen M. Fry was promoted to a Company Care Representative; Allen Gavlak, MCSE CDIA joins IMR as a Sales Engineer; and Wayne Haluska was hired as an Account Manager.

SF&Company CPAs and Business Advisors announces the hire of Jennifer Gellatly as a staff accountant.

Central Penn Business Journal on June 29 hosted "The Inside View of Health Care Reform: Bracing for the Impact," an informative program that reviewed the latest information about the legislation's impact on employers and opportunities for businesses.

Orrstown Bank announces the following promotions: Jeffrey W. Embly to Chief Operating Officer; Philip E. Fague to Senior Executive Vice President for consumer, mortgage and trust lines of business; Barbara E. Brobst to Executive Vice President in charge of Human Resources; and Jeffrey S. Gayman to Executive Vice President.

Harrisburg Area Riverboat Society is now taking reservations for the new **Aroogas Grille House & Sports Bar** Wing Night Cruise. Advanced reservations suggested, but walk-ons accepted. For more info and reservations, visit www.HarrisburgRiverboat.com.

F&M Trust announces that E. Dennis Ginder has joined the bank's management team as Senior Vice President and Risk Management Officer.

Rotary Club of West Shore announces new officers for 2012; Tom Morkin, President; and John Goodrich Vice-President-President Elect.

Cumberland Valley Visitors Bureau will continue monthly roundtables in 2011 on the 2nd Wednesday of each month at alternating times. August 10, 12:00 p.m.; September 14, 7:30 a.m.; October 12, 12:00 p.m.; November 9, 7:30 a.m.; December 14, 12:00 p.m.

Sacunas represents Commuter Services of Pennsylvania which announced its 2011 Bike to Work Challenge winners. Local resident, Nathan Thomas was the Cumberland County

New Members

The following new members were approved by the Chamber's Board of Directors at its July meeting. Thank you to sponsor Larry Roberts.

CGI Communications, Inc.

Ms. Amy Curran
130 East Main Street –
The Granite Building, 8th Floor
Rochester, NY 14604
(800) 398-3029
Communications
www.chamberofcommerce.tv

Cumberland IT Solutions

Kris Benedict
253 Brindle Road
Mechanicsburg, PA 17055
877-690-2487
Information Services
www.cumberlandITSolutions.com

digital Planet

Rick Gurba
401 E. Winding Hill Road, Suite 200 D
Mechanicsburg, PA 17055
766-1911
Information Services
www.digitalplanetinc.com

The Drexel Group

Ms. Romayne Johnson
1832 Market Street
Camp Hill, PA 17011
730-9841
Employment/Training
www.thedrexelgroup.com

H. Edward Black & Associates Ltd.

Mr. H. Edward Black
2403 N. Front Street
Harrisburg, PA 17110-1110
233-1026
Egineering
www.heblack.com

Harrisburg Area Riverboat Society

Ms. Heather Myers
P.O. Box 910
Harrisburg, PA 17108
234-6500
Non-profit
www.harrisburgriverboat.com

H.B. McClure

Ali McClure
600 S. 17th Street
Harrisburg, PA 17104
554-9205
Plumbing/HVAC
www.hbmclure

Hershey Entertainment & Resorts

Ms. Lauren Kautz
W. Chocolate Avenue & University Drive
Hershey, PA 17033
534-8669
Entertainment
www.Hersheypa.com

Klingler & Associates, P.C.

Mr. John Klingler
1 Kacey Court, Suite 204
Mechanicsburg, PA 17055
458-5582
Accounting
www.klinglerassociates.com

LA Weight Loss

Kate Ritinski
3401 Hartzdale Drive
Camp Hill, PA 17011
610-228-2124
Fitness
www.LAweightloss.com

PA Treasury Department

Ms. Kelly Paul
607 South Drive, Suite 529
Harrisburg, PA 17120
705-4080
Government

Paychex Inc.

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

Re-Vision Resume & Career Services Company

April Walsh
3 Balfour Drive
Mechanicsburg, PA 17050
712-6686
Business

Rotary Club of West Shore

Tom Morkin
P.O. Box 623
Camp Hill, PA 17011-0623
255-2051
Nonprofit
www.rotary.org

Select Collision Group Inc.

Lee Caldwellader
269 Mulberry Street
Mechanicsburg, PA 17055
554-8241
Automobile
www.selectcollisiongroup.com

Travel Simplicity

Jason Holland
624 Eppers Drive
Eppers, PA 17319
870-3841
Travel
www.travelsimplicity

5 Tips for Successfully Exiting Your Business - Part 3

By: Monica Gould, MBA, CMC, President, Strategic Consulting Partners on behalf of the Chamber's Economic Development Committee

While the majority of family business owners desire to sell their business to a family member, the reality is that most are unable to realize this goal for a host of reasons. Among the more frequent reasons are:

- Their children want to pursue other careers.
- The likely successor is not prepared to assume the CEO role.
- The likely successor does not have the financial resources to support the selling shareholder's retirement lifestyle needs.
- The choice of successor creates family disharmony.

It is important for owners to understand the pros and cons of all potential exit options, including how they meet their personal, business and financial goals. During this stage, the business owner needs to find out the value of their business.

Utilize your professional advisors to evaluate the options and help you define what is best for everyone, including but not limited to evaluating the value of your business.

This article is part 3 in a 5 part series. For more information on succession planning, stay tuned to future editions of Connections Newsletter.

Free Exhibitor Seminar

Start planning now for the Chamber's biggest event of the year by attending this free seminar on August 9 starting at 7:30 a.m. at the West Shore Chamber of Commerce. Attendees will learn how to take their business-to-business marketing to the next level from Jay Young of Nimlock PA/Exhibit Studios. The tips and tricks he'll share will help you promote yourself more effectively before, during, and after a trade show. **This seminar has something for everyone, including long-time exhibitors.**

Business & Industry Night Exhibitors will be able to pick up their complete exhibitor packets, which include booth numbers and all event details. If you want to discover ways to prepare and improve upon your entire trade show experience, you won't want to miss this event!

"After attending Jay's seminar last year, we redesigned our booth and approach for the B&I Night. The redesign was simply moving tables around which allowed people to walk into our booth and talk. As a result we had a very successful night and won the Best Sales Approach Award for the evening," according to Lita Heckler of Edible Arrangements.



KinderCare and Carrabba's Italian Grill partnered to sponsor an Afternoon Networking Mixer on June 15.

winner, logging 30 miles bicycling to his job at **Shippensburg University**.

Gemini 5 Designs would like to introduce new clients, Gettysbike.com, HelpSurvivorsInc.com. We would also like to welcome a redesign to West Shore Chamber member, **AC Rimmer, Inc.**

Allenberry Resort Inn and Playhouse announces the following: Smoke on the Mountain, playing July 27 - August 21; and Buddy - The Buddy Holly Story, playing August 24 - October 2. For info or reservations call 258-3211.

Sass Salon & Day Spa announces the hire of nail technician, Ann. Stop in to take advantage of a full set of acrylic nails for \$35 or fill-in \$25.

Agrarian County's Fishing Creek Playhouse and Dinner Theater will perform the musical Bye-Bye Birdie, from July 14 - August 7. Special show-only ticket pricing: General Admission - \$20, seniors - \$16, Students (13 thru college) - \$12, Children (12 and under) - \$6. Visit www.fishingcreekplayhouse.com or call the box office for dinner dates, 1-877-998-7469.

The Army Heritage Center Foundation announces the following: Mr. H. Ross Perot will accept the Foundation's *Boots on the Ground Award* at its 4th Annual Membership Dinner on September 30 at the **Radisson Hotel Harrisburg** in Camp Hill; The U.S. Army Heritage and Education Center (USAHEC) Public Service Announcements (PSAs) have received the prestigious Silver Telly Award in the 32nd Annual Telly Awards Competition.

Volunteers of America invites Chamber members to participate in "Operation Backpack" and donate new backpacks and school supplies for local children in need. For more info, call 236-1440 or visit www.voapa.org.

Konhaus Marketing & Communications has been selected to receive the 2011 Corporate Hero Award by the Leukemia & Lymphoma Society, Central Pennsylvania Chapter. They will be honored at their Volunteer Recognition Event held at The Hotel Hershey on Thursday, August 18.

Save the Date for Economic Forecast Luncheon

Join the West Shore Chamber of Commerce and sponsor **Metro Bank** for the 2011 Economic Forecast Luncheon to be held on September 13, from 11:30 a.m. - 1:00 p.m., at the Park Inn, 5401 Carlisle Pike, Mechanicsburg. Make your reservations now for this insightful annual luncheon.

Nationally acclaimed economic expert Joel L. Naroff, Ph.D., president of Naroff Economic Advisors, will return to share his economic insights with Chamber members just in time for your the 2012 budgeting process. Naroff advises customers on a broad range of domestic and international economic issues and provides up-to-the minute insights on local, regional, national and global financial trends and developments. The cost to attend is \$30 for members, \$40 for non-members. Tables of eight are available by reservation. Comments from last year's luncheon include:

- Mr. Naroff is very knowledgeable and delivered the material in very understandable terms.
- Mr. Naroff's assessments in the past have been fairly accurate. He presents his information so the average person can understand and keeps things interesting with some humor without going overboard.
- I always find this a great event. Mr. Naroff is easy to listen to and has just enough humor to keep you interested.
- Mr. Naroff does a great job of bringing tons of information down to a level we can all relate to in our business and personal lives.

Shooter Training & Firearm Education Day Sponsorships Hit the Target

The Chamber will celebrate five years of promoting firearm safety and fun at an interactive educational event at the West Shore Sportsmen's Association. Once again, Wells Fargo Advisors is sponsoring this outing that will draw members together for a day of networking, firearm education and friendly competition. If you are looking to target a core group of business men and women in a casual atmosphere, look no further! This popular and out-of-the box networking event started as a trap shooting event and has now been updated in response to attendees' requests for more education and new shooting activities. Participants will experience a variety of handguns and rifles while enjoying group and one-on-one training and competitions.

You can now get in on the action and become a Supporting Sponsor with just a \$250 investment. Benefits include: admission for one to the event, mention on Chamber website event listing, a sponsor sign in a prominent location, recognition in the event program, and an electronic list of attendees for post-event marketing. For more information about Shooter Training & Firearm Education Day sponsorship, call Leigh-Ann Reitze at 761-0702 today.

UPCOMING EVENTS

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

- **8/9, Business & Industry Night Exhibitor Seminar**, 7:30-10:00 a.m., West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill - Start preparing now for the Chamber's biggest event of the year by attending this free seminar.
- **8/21, West Shore Chamber of Commerce Foundation Community Picnic & Crabfest**, 1:00 - 6:00 p.m., Shaded Picnic Groves at Park Inn, 5401 Carlisle Pike, Mechanicsburg - Enjoy an afternoon of family fun, great food and entertainment with all proceeds benefiting the West Shore Chamber of Commerce Foundation. Attendees will enjoy a full picnic menu of hotdogs, hamburgers and all-you-can-eat blue crabs. The price to take part in this affordable day of fun for you and your family is \$30 per person in advance, \$15 for children 10 and under and \$40 per person at the door (children 2 and under are free).
- **8/30, August Networking Mixer**, 5:00 - 7:00 p.m., Mountz Jewelers, 3780 Trindle Road, Camp Hill - Celebrate the last days of summer at sponsor Mountz Jewelers Camp Hill location. Enjoy picnic foods, summer drinks, special giveaways and preview the latest trends in fall jewelry. Join new, prospective and current Chamber members for this free evening networking mixer sponsored by Mountz Jewelers. Networking mixers are attended by local business professionals from a variety of business categories.

CHAMBER SHORTS


■ **Follow us on Facebook!** The Chamber's Facebook is your source for business news online. If you have an upcoming event, sale or promotion, remember to post it to the Chamber's Wall for fellow members and fans to see! Visit www.facebook.com/wschamber to post your online business news today.

■ **The Chamber periodically solicits proposals for goods and services online.** If you are interested submitting a proposal to the Chamber, visit www.wschamber.com/rfp.shtml for an up-to-date list of requests.

■ Thank you to Tammy Shearer, **Camera Box**, for the golf photos in the July issue of *Connections*.

■ Thank you to Michelle Whitehead, Michelle Whitehead Photography, for the Lunch Bites photo in the July issue of *Connections*.

How **FRESH** do you want your media results?



For a lively conversation, please call
Anne Carnathan
717-795-7900

UNIVERSAL MEDIA INC.

Member Renewals

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

60+ years

Johnson, Duffie, Stewart & Weidner, P.C.

50 - 59 years

Ralph E. Jones Inc.

40 - 49 years

Boyer & Ritter CPAs and Consultants
Cumberland Perry Area Vocational

Technical School

Direct Brands Inc.

Giant Food Stores LLC

NAI CIR

Parthomere Funeral Home and Cremation
Services

Radisson Hotel Harrisburg

The Camera Box

The Glassmasters Inc.

The Phillips Group

30 - 39 years

BBEC Inc.

Beckley & Madden

Boswell, Tintner & Piccola

BRP Entertainment

Christian-Baker Company

Hampton Inn-Camp Hill

Hartman & Associates Inc.

Highmark Blue Shield

Lamar Advertising

Pennsylvania Telephone Products

20 - 29 years

Abel Personnel / Abel Temps

Alphagraphics

Brown Schultz Sheridan & Fritz

CAMPBELL Commercial Real Estate

Diocesan Publications Ltd.

Duty's Lock, Safe & Security Inc.

East Pennsboro Township

Herbert, Rowland & Grubic Inc.

HP

James O. Bower Insurance Inc.

Journal Publications Inc.

K-Systems Inc.

R.S. Mowery & Sons Inc.

Robert L. Herr Agency Inc.

Rouse Commercial Properties LLC

Rowe Screen Print Inc.

SF&Company CPAs and Business Advisors

Thayer Dental Laboratory

Trinity High School

10 - 19 years

Alpha Consulting Engineers Inc.

Business Gift Solutions

Camp Hill Plaza Apartments

Carrow Real Estate Services PA LLC

Central Dauphin Realty Co.

Classic Printing & Label Co.

Cumberland County Commissioners

Event Central Rental & Sales

FASTSIGNS

Golden Living Center, Camp Hill

Harrisburg International Airport (HIA)

Kline Law Office

Maaco Auto Painting

McCracken Family Dentistry

Mechanicsburg Eye Associates LLC

Nimlok Central PA / Exhibit Studios

Red Lobster

Roof Advisory Group Inc.

Rovegno Real Estate Partners

Smoker, Smith & Associates PC

Smooth Jazz 92.7 - WSJW

Today's Home & Leisure Products Inc.

5 - 9 years

ADT Security Services Inc.

Associated Bag Company

Compassionate Senior Care

D. L. Heiges Electric Services Inc.

Gaudenzia

Herd Chiropractic Clinic

Home In Hand

Integrity Bank

Leadership Cumberland

PA Manufacturers' Association

Sunset Golf Course

1 - 4 years

American Diabetes Association

Artworks Gallery

Banyan Consulting a Division of First Nigara
Risk Management

Bath Fitter

Blue Mountain Builders

Broadview Networks

Capital Area Pregnancy Centers / Life
Choices Clinic

Community First Fund

DCS Inc.

Denny's

Duncan-Nulph Hearing Associates PC

Edible Arrangements

Elements Therapeutic Massage -
Mechanicsburg

Gatter & Diehl Inc.

Home Instead Senior Care

Jackson Siegelbaum Gastroenterology

Keystone Dairy Ventures

Mazzitti and Sullivan

Mountain Breeze Farm Ltd.

Pinnacle Health System

Premium Card Solutions

Pure Water Technologies

Rileys Toys Foundation

Sales4You

The Burg

The River Studio

Trinity Lutheran Church

Tursack Incorporated, A Consolidated
Graphics Company

Uncle Mike's Backyard BBQ

Unique Limousine Service

Wegmans Food and Pharmacy

Weiss Physical Therapy Associates PC

White Ducks Ltd.

Windstream Communications

World Trade Center of Central Pennsylvania

Chamber Committee Assists Nonprofits

Recognizing the role that community service organizations play in the quality of life in a community, the West Shore Chamber of Commerce has formed a Nonprofit Committee to serve as a resource for member nonprofits. Chaired by Sue Erdman, the Nonprofit Committee meets at noon on the fourth Tuesday of each month. The mission of the committee is to connect the nonprofit community and the business community through education programs, resources, volunteer connections, and by providing a forum for strategic alliances and collaborative efforts between non- and for-profit entities.

The Committee recently met to evaluate its priority focus areas and set new goals. Committee members plan to focus on enhancing the Chamber's partnership with the Pennsylvania Association of Nonprofit Organizations (PANO) and developing strategic partnerships between for profit and nonprofit organizations. The Committee is actively seeking volunteer committee members to assist in addressing these goals, particularly from members in the for profit sector. For more information on the Nonprofit Committee's initiatives and goals, or how you can become involved, contact Tammy McCrae at 761-0702 or tammy@wschamber.org.

CONNECTIONS

NEWSLETTER

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.

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DIRECTORS

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

Editor: Mary Clayton

Twenty-nine Students Accepted into Junior Leadership Central PA

The West Shore Chamber of Commerce Foundation has officially accepted 29 students from seven area school districts into the 2011-2012 class of the Junior Leadership Central PA program. The students will participate in five day-long sessions in September, October, December, January and February and a graduation ceremony will take place in March. Discussions, activities and presentations will focus on global leadership, community service and team building. The program is offered tuition-free to the students thanks to the generous support of donors to the West Shore Chamber of Commerce Foundation. A recent donation from the Rotary Club of West Shore will fund this year's community service activity.

West Shore businesses are encouraged to support this vital program by becoming a site sponsor, an activity facilitator or presenter or through tax-deductible financial support. Site sponsors provide an onsite space for a given month's session. A representative of the site sponsor is encouraged to introduce their business to the students, offering them the opportunity to learn how business is truly done, a behind-the-scenes glimpse of the operations of a successful business, and inspiring them to consider careers they may otherwise not be aware of. Special thanks to the site sponsors that have committed to the 2011-2012 school year: Engenuity Energy LLC, Holy Spirit Health System, Naval Supply Systems Command, Patriot News and United Methodist Home for Children.

Activity facilitators or presenters assist the program staff and volunteers by presenting on the theme of the day. These include: Leadership (September); Global Leadership (October); Problem Solving (December); Community Service (January); and Putting the Pieces Together (February).

Additional levels of support include providing student scholarships to assist with the costs of materials for each session and graduation sponsorships which help cover the cost of recognizing and celebrating the students' successful completion of the program.

To learn more about this program, contact Tammy McCrae at 761-0702 or tammy@wschamber.org.