

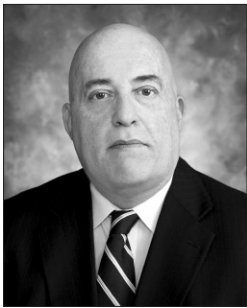
CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce

Letter from the Chair

Gary Scicchitano, Chairman of the Board

"Success is the sum of small efforts, repeated day in and day out". - Robert Collier



It's 2012 already ... you've got to be kidding! Where does the time go? What does 2012 have in store for us? Will the economy finally turn around? Will gridlock in Washington come to an end? Will the State budget allow for restoration of programs that were cut?

We can ask and attempt to answer the questions posed above, but what really matters to us on a daily basis? It probably has nothing to do with gridlock in Washington or the State budget. It's more likely to be our health, our family and our business.

The West Shore Chamber of Commerce can't do much to help you ensure you're healthy and we're surely not going to interfere with your family issues, but we can help you with the success of your business. In fact, if you haven't taken advantage of the many programs and networking opportunities provided by the Chamber, resolve today that this will be the year you will.

If you spend as much time at the Chamber office as some of us do, you'll undoubtedly see the staff constantly in motion preparing for a mixer, planning for Business & Industry Night, putting together notes and minutes from Committee meetings and the list goes on and on and on. We're very fortunate to have the staff we do. They are motivated, very professional and are constantly considering the needs of the membership. They are there to help you and your colleagues succeed.

With the help of an excellent strategic plan, the many willing members who have agreed to serve on committees, and the outstanding staff, 2012 is shaping up to be a great year. Our vision statement makes our goal very clear - The West Shore Chamber is a dynamic business organization that advances member success, influences issues and exemplifies strong business performance.

There's still plenty of opportunity for you to offer your time, talents and expertise to make the Chamber all that it can be and to ensure that 2012 is a year to be remembered.

Get involved! Share your ideas! Recruit a new member! Enjoy the networking!

If you do, you'll be pleasantly surprised at the results!

Feb. 22

Legislators Forum II - Senate

Feb. 23

Business Achievement Award Luncheon

March 29

Taste of the Chamber

West Shore
Chamber of Commerce

Inspiring Business

Mark Butler to Speak at Business Achievement Award Luncheon



The Chamber will hold its Business Achievement Award Luncheon on Thursday, February 23 from 11:30 a.m. to 1:00 p.m. at the Radisson Hotel Harrisburg in Camp Hill. This year's recipient is Mark Butler.

Mark Butler is one of the founding fathers of Ollie's Bargain Outlet, which started business in 1982 in Harrisburg, PA. Since being named president of Ollie's in 2003, the company has grown from 27 stores to 112 stores operating in twelve states with over 3,500 associates.

Ollie's Bargain Outlet has been honored as one of the longest running companies to consistently make the list of Central Pennsylvania's Top 50 Fastest Growing Companies...appearing the past eight years in a row and eleven of the past thirteen years. The Harrisburg Senators also made the list in 2011, making Mark Butler the owner of two of Central Pennsylvania's Top 50 Fastest Growing Companies.

Mark was a 2005 Ernst & Young "Entrepreneur of the Year" finalist and a featured guest of PCN Profiles of Prominent Pennsylvanians. He was also named to the Board of Directors of NASCAR superstar Kasey Kahne's Foundation in 2008 and to the Board of Directors of the Cal Ripken Sr. Foundation in 2009. Mark resides in Carlisle, PA with his wife Betty. They have three children: Brooke, Shane, and Brynn.

Tickets are available for \$35 for members and \$45 for non-members. Tables of eight are available for \$250 each. Thank you to sponsor Metro Bank.

Everyone Loves Golf!

May 10, 2012
Blue Ridge Country Club

\$2,500 Tournament Sponsor
Orrstown Bank

\$2,000 Hospitality Sponsor
(one available)

\$2,000 Gift Sponsor
(one available)

\$1,500 Cart Sponsor
(one available)

\$1,500 Photo Sponsor
(one available)

\$1,500 Flag Sponsor Benefits
Capital BlueCross

\$1,500 Hole-in-One Sponsor
(one available)

\$1,000 Beverage Sponsor
(one available)

\$1,000 Games Sponsor
(three available)

\$500 Bag Sponsor
(one available)

\$50 Promo Insert
(unlimited)

\$0 Door Prize
(donate a gift for the awards
dinner following the round)

For more information on
package details call
Leigh-Ann Reitze at
761-0702 today



The West Shore Chamber of Commerce Foundation Needs You!

The West Shore Chamber of Commerce Foundation was created in 2011 to develop and provide educational programs for the community. This year, the Foundation looks forward to strengthening, growing, and expanding its programs and initiatives to further enhance our community. The Junior Leadership Central PA program is currently completing its second year and the student's feedback has been incredible. The Foundation looks forward to welcoming a third class later this year. We will also be hosting another Community Picnic & Crabfest at Rich Valley Golf Course on September 22. Also, the Foundation is developing a new program which will provide information about aspects of entrepreneurship.

The Foundation is in need of volunteers and donations in order to execute these programs and initiatives. Members of the community can support the West Shore Chamber Foundation through charitable donations. All contributions to the Foundation are tax deductible to the extent allowed by law. For more information regarding how you can become involved with the West Shore Chamber of Commerce Foundation, please contact Kimberly Arthur-Tressler at 761-0702 or kimberly@wschamber.org.

The official registration and financial information of West Shore Chamber of Commerce Foundation may be obtained from the Pennsylvania Department of State by calling toll-free, within Pennsylvania, 1-800-732-0999. Registration does not imply endorsement.

West Shore
Chamber of Commerce

Foundation

Chamber to Offer Free Referral Exchange Group

The Chamber is pleased to introduce ChamberConnects, a referral exchange group available at no cost to members. The purpose of ChamberConnects is to further develop member-to-member connections by focusing on building relationships and developing leads based on these relationships. As a membership benefit, you can participate in ChamberConnects at no cost.

The Chamber is now seeking participants interested in forming the first ChamberConnects group. The Chamber will accept 20 industry-exclusive members and registrations will be taken on a first-come, first-served basis. ChamberConnects will meet twice monthly on the second and fourth Tuesday from 7:30 - 8:30 a.m. in the Chamber's Boardroom. The first ChamberConnects group will meet on February 28.

The ideal person from your company to participate in ChamberConnects is either a sales representative or your business's primary contact. Your representative must be committed to attending 75% of the meetings to ensure success of all members of the group. Members in good standing may request a seat on ChamberConnects by emailing chris@wschamber.org. You will receive an email confirming your registration with ChamberConnects prior to the first meeting.

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U.S. Department of Treasury Announces Funds to Spur \$29.2 Million in PA Small Business Lending

On December 21, 2011, the U.S. Department of the Treasury announced the approval of Pennsylvania's State Small Business Credit Initiative (SSBCI) application. Pennsylvania's planned use of the SSBCI funds will help create new private sector jobs and spur more than \$292 million in additional small business lending in that state. The SSBCI program, which supports state-level, small business lending programs, is an important component of the Small Business Jobs Act signed into law last fall.

Under the Small Business Jobs Act, Pennsylvania can access \$29.2 million in SSBCI funds. Pennsylvania expects to generate a minimum "bang for the buck" of at least \$10 in new private lending for every \$1 in federal funding. As such, this \$29.2 million allocation for Pennsylvania is expected to support more than \$29.2 million in new private lending in that state.

Under the State Small Business Credit Initiative, all states are offered the opportunity to apply for federal funds for state-run programs that partner with private lenders to increase the amount of credit available to small businesses. States must demonstrate a reasonable expectation that a minimum of \$10 in new private lending will result from every \$1 in federal funding. Accordingly, the overall \$1.5 billion federal funding commitment for this program is expected to result in at least \$15 billion in additional private lending nationwide. For more information about the SSBCI, please visit <http://www.treasury.gov/resource-center/sb-programs/Pages/ssbci.aspx>.

Chamber Literature Display Provides Member Marketing Opportunities

In addition to placing your business cards on the "wall of fame," all members are welcome to place flyers, brochures, newsletters and newspapers in the Chamber's informational display in the front foyer of the Chamber office free of charge. This display is a go-to resource for our many monthly visitors looking to find out more about the community and businesses in our area. To be fair to all members, on the first business day of every month, the Chamber will recycle any information left on the display.

An additional advertising opportunity is also available for the New Year on the display. Our partner, Profile Display Inc., will be contacting you soon to tell you more about some display advertising spaces available year-round. If you would like more information on display advertising, call 888-545-9853. To have your information on the display, please drop it off at the Chamber or mail it to the Chamber at 4211 Trindle Road, Camp Hill, PA 17011.

Membership Committee Offers New Member Pilot Program

The Chamber's Membership Committee is proud to announce its New Member Pilot Program, aimed to help new members soar in their Chamber membership. Instead of a crash course, the New Member Pilot Program will take new members on a six month "flight" with a seasoned Chamber member. The volunteer Pilot will help program participants fully integrate into the Chamber, build and develop business contacts to form a new network, and guide them along the path to becoming successful long-term Chamber members!

If you are a new member wanting to make multiple professional contacts, develop a network and grow your business through the Chamber, call Chris Gehr at 761-0702 today to sign up for the New Member Pilot Program and receive your flight plan. Seasoned members interested in becoming a Pilot can email chris@wschamber.org for more information on the program.

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.

Ida McMurray of **NAI CIR** handled the transaction for the opening of an additional location for **Hershey Creamery Company** at 1400 Hagy Way, Harrisburg.

Nik Sgagias of **NAI CIR** handled the 8,260 SF sale at 3691 E. Market St., York, and represented the buyer and seller in the sale at 1740 Lincoln Way East in Guilford Twp.

Jason Sourbeer of **NAI CIR** handled the lease at 22 S. 3rd St., Harrisburg, and handled the 6,840 SF office sale at 4423 N. Front St., Harrisburg.

M. Richard Kleiman of **NAI CIR** and **Craig Rahn** represented both **Pinnacle Health Systems** and Middletown Projects in a 16,000 SF lease at 999 W. Harrisburg Pike, Middletown.

Fahd Malik of the **Bill Gladstone** Group of **NAI CIR** handled the transaction and handled an office lease at 4076 Market St., Hampden Twp.

William Gladstone of **NAI CIR** handled the 21,736 SF sale of the Furlow Building in Harrisburg for the seller; handled the 4,942 SF sale at 133 S. 32nd St., Camp Hill; represented the lessor in an office lease at 208 N. 3rd St., Harrisburg; represented the lessor in a lease transaction Shamokin Dam Boro; handled the 8,200 SF warehouse lease at 5340 Jaycee Ave., Lower Paxton Twp.; handled the commercial lease at 5001 Carlisle Pike, Hampden Twp.; and represented the lessor in the lease at 875 Poplar Church Rd., East Pennsboro Twp.

Fulton Bank announces the following: Bradley D. Statnick has been named branch manager of the West Shore Office; and three of its employees were included in the **Central Penn Business Journal's** top twenty-five list, "2012 Best Wealth Managers in Central Pennsylvania." Jessica Malone ranked #4, Ken Norman ranked #18 and Charlie Robson ranked #23.

RETTEW ranked 12th among large companies on the list of Best Places to Work in PA and received the honor at an awards dinner held December 1 in Lancaster, PA.

Keystone Human Services announces that the ladies of The Pennsylvania Grand Chapter of the Order of the Eastern Star has made a generous donation to Keystone Children & Families Susquehanna Service Dogs Program.

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This donation will provide funding to raise, train and place service dogs to support Military Veterans who have a disability.

Brown Schultz Sheridan & Fritz announces the following: the hiring of Rebecca Lytle as a Small Business Accounting Services Bookkeeper; Jeffrey M. Walker, CPA was promoted from supervisor to manager; and the ranking of 34th Best Place to Work in PA in the small/medium company category by Accounting Today and Best Companies Group.

Patient First announces that doctors are available to discuss the difference between cold and flu symptoms and treatments for each during this cold and flu season. If you are feeling ill and would like to discuss your symptoms, contact Dara Rees at 819-3320 for interviews.

Roof Advisory Group, Inc. donated \$5,000 to The Central Pennsylvania Food Bank to help provide holiday meals to local families.

Cordier Antiques & Fine Art offers Open Appraisal Day every Wednesday. Receive a free verbal auction estimate on up to five items with no appointment necessary.

Carlisle Expo Center announces the following events: Exquisite Bully Affair (Pit Bull Dog Show) on February 19 from 8:00 a.m. to 7:00 p.m. \$20 per person or \$30 per person plus one dog; and Big East Racers Expo on February 26 from 9:00 a.m. to 6:00 p.m. \$5 per person.

Lawyers Realty, LLC announces the celebration of its 5th Anniversary of providing buyers and sellers a better value and a better way of buying and selling real estate in the local market. For more info, visit www.lawyersrealty.com.

Daniel T. Piscioneri, owner of **CENTURY 21 Realty Services**, formerly CENTURY 21 Piscioneri, announces the completion of their 1st Diaper Drive to benefit **New Hope Ministries**. Over 2,100 diapers were collected.

Carlisle Country Club is now accepting membership applications for the upcoming 2012 golf and swimming season. All fees are prorated for Golf, Social, and Dining Memberships. Memberships are currently available with no initiation fee. For more info, visit www.carlislecountryclub.org or contact Kris Shultz at 243-6100. A full-service banquet facility is available for non-members.

Pennsylvania Legislative Services announces the following: the celebration of its 10th anniversary this year; Kimberley Hess has been promoted to Managing Vice President;

New Members

The following new members were approved by the Chamber's Board of Directors at its January meeting.

American Mint LLC
Mr. Rob Brenkacs
5020 Louise Drive Ste 300
Mechanicsburg, PA 17055
458-9204
Retail
www.americanmint.com

Family Promise
Ms. Krissy Marshall
525 Hummel Avenue
Lemoyne, PA 17043
737-1100
Nonprofit
www.familypromisehcr.org

Great Clips
Mr. Greg R. Moore
5230 Simpson Ferry
Mechanicsburg, PA 17055
653-1145
Salons
www.greatclips.com/salons/9036

Resource Collaborative LLC
Mr. Patrick Brinkerhoff
37 Fort Street
Lemoyne, PA 17043
648-9741
Consulting
www.resourcecollaborative.com

Exhibit at Business Women's Forum 2012

Joint Chamber events are always a great way to expand your professional network. Business Women's Forum (BWF) on April 26, is not only a great day of networking and professional development - it is one of the largest events that is co-hosted by the Carlisle, West Shore and Harrisburg Regional Chambers of Commerce. These three Chambers work together with the mission of providing opportunities for business women to develop additional leadership skills in a motivational and supportive environment. Thank you to presenting sponsor Members 1st Federal Credit Union.

Vendor Booths are available to members of any of the three chambers of commerce for \$600/booth. Businesses that purchase a Vendor Booth receive a 6' x 10' booth, two vendor passes with a boxed lunch. You can upgrade to a seat at the Keynote Luncheon for \$30/vendor pass. Additional vendor passes may be purchased for \$20/person however, lunch is not included. To reserve a booth at Business Women's Forum 2012, contact Megan Kraemer, Business Women's Forum Event Administrator at (717) 243-4515 or email mkraemer@businesswomensforum.com.

Chamber Offers Free Online Member Benefits

Last year, the Chamber was delighted to tell members about our new Member Management Software and all of the exciting changes members should anticipate. Now, one year later, every member has received an online login and password and has access to the full potential of this software. These credentials are your key to opening up multiple free membership benefits. When you login, you are able to:

- **Expedite Event Registration** - Your company information will be automatically entered when you are registering for an event or committee meeting.
- **Update Your Contact Information** - If your information changes, you can update it easily online.
- **View Referral Reports** - See your membership at work instantly by clicking on "Referral Report (YTD)" and view how many people found your business through the Chamber.
- **Add A Coupon** - Promote your business by providing discounts available to both fellow members and the general public.
- **Submit an Event** - Add your upcoming events to our Community Calendar to gain added exposure.

So what are you waiting for? Login today and enjoy the full online benefits of your membership. If you need a refresher or your login credentials, contact Donna Zywiec at 761-0702 or donna@wschamber.org.



**Member
Login**

Taste of the Chamber Tickets Now Available

Don't miss the first-ever Taste of the Chamber on March 29 from 4:00 to 7:00 p.m. at Sun Motor Cars Mercedes-Benz. You will be served culinary masterpieces from the area's best restaurants, hotels, and caterers. Everyone is sure to find something pleasing to the palette and new favorite local eateries following this event. In addition, the Taste of the Chamber will include a fabulous raffle for wonderful baskets and gifts. This is a great event to attend with your friends, family and coworkers.

Tickets are available for \$25/person and include unlimited sampling throughout the duration of the event. A portion of the proceeds will benefit nonprofit Chamber members New Hope Ministries and United Methodist Home for Children.

Special thanks to sponsors F&M Trust, Sun Motor Cars, The Patriot News and Universal Media Inc. If you are member interested in providing samples of your best dish, contact Leigh-Ann Reitze at 761-0702 or leigh-ann@wschamber.org. To order your tickets, visit the Events Calendar at www.wschamber.org.



Chamber to Participate in Small Business Week Activities

It is no secret that small businesses are drivers of innovation, economic growth, and job creation. They create the majority of the nation's new jobs, employ about half of the nation's private sector work force, and provide half of the nation's nonfarm, private real gross domestic product.

With this impact in mind, Central Penn Business Journal (CPBJ) is pleased to announce Central Pennsylvania's Small Business Week, which will be held from May 20-26, 2012 in conjunction with National Small Business Week. This week-long focus will celebrate the achievements and importance of small business in the greater Harrisburg, York, Lancaster, Carlisle and Lebanon areas. The Central Penn Business Journal will have special coverage of Small Business Week in print, online and at a live event that week.

The Chamber is proud to be partnering with the CPBJ by holding a small business focused event, Swap Your Card to Double Your Business Plus, on May 22 from 7:30 to 9:00 a.m. This event, sponsored by the Radisson Hotel Harrisburg, will feature plenty of networking and exhibit tables from participating members with products or services that are beneficial to small businesses. Stay tuned to future Chamber communications for more on this event. If your business is interested in exhibiting, call Leigh-Ann Reitze at 761-0702.

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Rebecca Kann to Vice President of Legislative Systems; and Eric Failing to Vice President of Development, Sales and Marketing.

Works for me asks you to visit www.WorksForMe-Pa.org and learn more about the many advantages of hiring a person with a disability.

Johnson, Duffie, Stewart & Weidner announces that Wade D. Manley has been named a shareholder with the law firm.

HealthSouth Hospitals and Outpatient Centers has held The Joint Commission Disease-Specific Care Certification for Stroke treatment for years and now has been recognized by The Joint Commission for the excellent comprehensive treatment programs for Amputee and Diabetes patients as well. For more info, call 691-3700 or visit www.healthsouthPA.com.

Central Penn Business Journal announces the following: its fourth annual Energy Symposium. This half-day program will be held on February 6 from 7:30 a.m. to 1:00 p.m. at the **Radisson Hotel Harrisburg** in Camp Hill; and that **West Shore Chamber** members and the public are invited to attend the 13th annual Nonprofit Innovation Awards Breakfast, which will be held on February 21 from 8 to 10 a.m. at the Hilton Harrisburg. For more info, please visit www.CPBJnow.com and select "Events" or contact Colleen Jones.

Hampton Inn Harrisburg-West is offering meeting deals during February and March. Hold a meeting or an event anytime during those months and get 25% off any meeting package plus one complimentary guest room (applicable to meeting/event date only). Meeting room packages always include room rental, hot breakfast, morning and afternoon refreshments, wireless high-speed internet access and standard AV equipment. If lunch is needed, **Isaac's Restaurant & Deli** is offering a 15% discount for any on-site catering orders. For more info, call Ashley Hockley, Sales Coordinator at 691-1300, ext. 2603 or Ashley.Hockley@Hilton.com.

Third grade students at Camp Hill's Eisenhower Elementary School will be presented with new dictionaries from the **Rotary Club of West Shore** as part of the club's community "Dictionary Project".

F&M Trust announces that Charles M. Sioberg retired from the board of directors effective December 31, 2011.

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Messiah Village announces it will adopt a new identity, **Messiah Lifeways**. The 115-year-old organization that serves older adults in central Pennsylvania developed a new name, logo and brand to illustrate its comprehensive services and programs for those 55 and better.

Appalachian Orthopedic Center announces a free educational event on MAKOpasty, the new robotic assisted technology used for partial knee and total hip replacements, presented by Dr. Michael Oplinger on February 15 at the Radisson Hotel Harrisburg. For more info visit www.aocenter.com.

Boyer & Ritter CPAs and Consultants announces that it ranked #5 in Pennsylvania among small/medium sized companies and the top accounting firm by the Best Companies Group.

Prescriptions for Enlightening Paths is offering a free stress assessment designed by medical doctors. To schedule an appointment, call 303-0505.

Ed Metzger LLC has become a Licensed Dealer of Nature Stone Flooring. Nature Stone is a concrete overlay product that will dramatically change the appearance of any concrete slab. For more info, contact Ed Metzger at 884-3608 or emet126@aol.com.

Konhaus Marketing & Communications is offering a direct mail special throughout February. When you purchase a 4-month postcard package, you receive a 5th month free. Call 731.9456 for details and more information.

Chamber Announces Committee Chairs & Vice-Chairs

The Chamber has a multitude of committees to meet various member needs. The Chair of a committee is tasked with presiding over all meetings of that committee. Committee chairs are appointed by the Chamber Board Chair and serve a one-year term. The Vice-Chair is an aide and alternate to the Committee Chair. The Vice-Chair will assume all of the duties and responsibilities of the Chair when the Chair is absent from a meeting. At the end of the Chair's term, the Vice-Chair will become the Chair and a new Vice-Chair will be appointed. The following is a list of the 2012 Chamber Committee Chair & Vice-Chairs:

Awards - Chair: Bill DeVore; Vice-Chair: Gary Scicchitano
Building - Chair: Phil Shenk; Vice-Chair: Kerwin Stetler
Business & Industry Night - Chair: Andrea Dietz; Vice-Chair: MaryAnne Nguyen
Cinco de Mayo - Chair: Geir Magnusson
Economic Development - Chair: Cheryl Howard; Vice-Chair: Jonathan Bowser
Education - Chair: Kim Dietrich; Vice-Chair: Erin Schutter
Finance - Chair: Aaron Grumblung; Vice-Chair: Kerwin Stetler
Fund Development - Chair: Susan Stuart; Vice-Chair: Jennifer Buehler
Golf - Chair: Steve Thomas; Vice-Chair: Angela Tatum
Governmental Affairs - Chair: Tammy Shearer; Vice-Chair: Jade Herbst
Health Care & Insurance - Chair: Kerwin Stetler; Vice-Chair: Andrea Dietz
Human Resources - Chair: Matt Esslinger, Esquire; Vice-Chair: Cami Ressler
Membership - Chair: Kevin Zinn; Vice-Chair: Cindy Rotolo
Military Liaison & Veterans' Affairs - Chair: Steve Wilt; Vice-Chair: Bill DeVore
Nominating - Chair: Bill DeVore; Vice-Chair: Gary Scicchitano
Nonprofit - Chair: Andy Green; Vice-Chair: Jennifer Doyle
Program - Chair: Sam Jones; Vice-Chair: Ashley Louden
Public Relations & Marketing - Chair: Rhonda Hebbard; Vice-Chair: Kristen Hundley
Strategic Planning - Chair: Tom McKee; Vice-Chair: Donna Davidson
Transportation Committee - Chair: Richard Stees; Vice-Chair: Ron Brown
Women in Business Roundtable - Chair: Erin Schutter; Vice-Chair: Lita Heckler

For more information on Committees, please visit www.wschamber.org/committees.shtml. If you are interested in becoming a committee member, please email your intention to wschamber@wschamber.org.

Member Renewals

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

50 - 59 years

Stone Lafaver & Shekletski

40 - 49 years

B & C Fasteners Inc.
 West Shore Country Club
 Yale Electric Supply Company

30 - 39 years

Zimmerman's Automotive Service Inc.

20 - 29 years

Econo Lodge
 Greater Harrisburg Area SCORE Chapter
 Wells Fargo Bank N.A.
 West Shore EMS

10 - 19 years

Alpha Consulting Engineers Inc.

Borough of Wormleysburg
 Dairy Farmers of America
 Hassinger & Company Inc.
 High Companies
 Mechanicsburg Area School District
 Northern York County School District
 Oxford Manor Apartment Associates
 Scott Trask DMD
 Senate of Pennsylvania
 Silver Spring Golf Course
 The VitalLink Consulting Agency
 WHP CBS 21 / CW 15

5 - 9 years

Appalachian Harley-Davidson
 Barbizon Modeling and Acting
 Keystone Apple Inc.
 Pennsylvania American Water

Phantom Entertainment
 Sutliff Cadillac Hummer Saab
 Triscari Group
 Urology of Central Pennsylvania
 Wells Fargo Advisors

1 - 4 years

Aqua Bird Consulting
 AutoCamp Tire and Auto Service
 Carlisle Country Club
 Coffee Time, LLC
 Filson Water LLC
 KinderCare
 Personal Mortgage Advisors
 Premier Medical & Rehabilitation
 ProSolutions Inc.
 Sofas Unlimited
 Wevodau Insurance & Benefit Strategies

Group Insurance Program Benefits Chamber Members

Due to continually escalating health care insurance premiums and the increase in the complexity of health coverage issues, the West Shore Chamber of Commerce is pleased to offer our members a diverse health insurance benefits program. Chamber Advantage-Health Insurance provides one-stop shopping for all of your health insurance benefit needs.

Through Chamber Advantage-Health Insurance, a trusted Wells Fargo Insurance advisor will provide customized advice about group health, prescription, dental and vision plan benefits available for your business. Your advisor will research your options and provide you with the tools to help you make the best health insurance decisions possible for you and your employees.

Your contact with Chamber Advantage-Health Insurance doesn't stop when you sign your annual health insurance contract. There is a suite of services available to you year-round to help you manage your business's human resource functions.

You have nothing to lose and much to gain by exploring this new Chamber offering. With very little effort on your part, you can explore possible cost savings, benefits options and be certain that you have the very best health care fit for your company and your employees. Contact Kimberly Arthur-Tressler today at Kimberly@wschamber.org or 761-0702 to learn more.

UPCOMING EVENTS

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

➤ **2/22 -Legislators' Forum II**, 7:30 - 9:30 a.m., Hilton Harrisburg, 1 North Second Street, Harrisburg - As with Legislator's Forum I, the Harrisburg Regional Chamber & CREDC, in cooperation with the West Shore Chamber of Commerce, is holding a Legislative Forum Breakfast to give Chamber members an opportunity to hear from state government officials regarding the issues that affect the business community. This breakfast will feature members from the Pennsylvania Senate from Cumberland, Dauphin and Perry Counties. The cost to attend is \$35/member and \$45/non-member.

➤ **2/23 - Business Achievement Award Luncheon**, 11:30 a.m. - 1:00 p.m., Radisson Hotel Harrisburg, 1150 Camp Hill Bypass, Camp Hill - Business Achievement Award Luncheon attendees will have an opportunity to enjoy a business-to-business networking lunch and hear remarks from this year's recipient, Mark Butler, President & CEO of Ollie's Bargain Outlet. The cost to attend is \$35/member and \$45/non-members. Tables of eight are available for a discounted rate of \$250.

CHAMBER SHORTS

■ The Chamber welcomes **Kimberly Arthur-Tressler** as its new Development Director. Introduce yourself to Kimberly today by calling 761-0702 or emailing kimberly@wschamber.org.

■ The **Golf Committee** announces that the 2012 Annual Spring Outing will be held on May 10 at Blue Ridge Country Club. Orrstown Bank is the Tournament Sponsor and additional sponsorships are available.

■ The **Business & Industry Night Committee** announces that the theme for this year's event is Work Your Magic. Business & Industry Night will be held on October 4.

■ The **Public Relations & Marketing Committee** reminds members to "like" the Chamber on Facebook to view the latest photographs from events.

■ **Would you like to do business with the Chamber?** The Chamber periodically solicits proposals for goods and services valued at more than \$1,000 through a Request for Proposals (RFP) process, by posting them at www.wschamber.org/rfp.shtml.

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IMPACT?
Advertise in
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Together we'll go far



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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Email: wschamber@wschamber.org

Website: www.wschamber.org

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Jennifer Hipp, Esq., Vice Chair of Community & Economic Development
Tom McKee, Vice Chair of Member Services
Andrea Dietz, Vice Chair of Programs
Rhonda Hebbard, Vice Chair of Public Relations & Marketing
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Rick LaVanture	Steve Thomas
Geir Magnusson	

Kathleen M. Mangan Fey, President & CEO

Editor: Mary Clayton

Capital Region Council of Governments Holds Annual Meeting

Representatives of the Capital Region Council of Governments (COG) and the West Shore Chamber of Commerce gathered at the Park Inn by Radisson Harrisburg West on January 16 for the Capital Region COG Annual Meeting & Dinner. Chamber members took advantage of the opportunity to network with the area's local officials.

This year's keynote speaker, Dr. Terry Madonna is the Director of the Franklin and Marshall Keystone Poll. His entertaining speech covered his political commentary about voters and voting behavior. Dr. Madonna said that Pennsylvania will be a swing state (one which can be won by either candidate) and during the last Presidential campaign was one of the most visited states in the country.

Two outstanding men that passed away in 2011 were recognized. Bud Brown from The ARRO Group was a friend to many COG delegates. His widow Linda was presented with a framed certificate recognizing his contributions to the organization. Perry Albert, Executive Director of COG until his passing, was remembered with an award established in his name. James Hertzler was the first recipient of this award.

This event was made possible by sponsorship from Pennoni Associates Inc. and additional sponsorship support from Greater Harrisburg Association of REALTORS, M&T Bank and Remington Vernick & Beach Engineers.



Dr. Terry G. Madonna was the Keynote Speaker for the Capital Region Council of Governments Annual Meeting & Dinner on January 16.