

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



SECCO hosted an energetic mixer at their PA Energy Store on February 16. Pictured left to right are Matt Wilson, Shane Arrigoni, Amanda Ray and Barry Kindt.



George Murray, Business Development Specialist for the Small Business Administration (SBA) presented an informative program, *Doing Business with the Federal Government* on February 11. He is pictured with Kathleen M. Mangan and Chris Frampton, Chair of the Economic Development Committee.

March 23

Swap Your Card to Double Your Business

March 29

Doing Business with the Commonwealth

March 30

March Mixer

West Shore
Chamber of Commerce

Inspiring Business

Chamber Supports Health Care Reform

The Health Care & Insurance Committee discusses the status of health care in the community and the impact of insurance costs on member businesses and economic development. Recently, the Committee drafted a position statement recognizing the need for reform in the health care and insurance industry to increase affordable access to quality health insurance. This statement was approved and adopted by the West Shore Chamber of Commerce Board of Directors at its February meeting.

The Patient Protection and Affordable Care Act, signed into law on March 23, 2010, does include some reforms that are beneficial to small businesses and the community. These include a tax incentive for employers who pay health insurance premiums for employees and the ability for parents to continue to include dependents up to age 26 under the parent's policy.

However, the legislation fails to address many challenges with the health care insurance system and places the financial burden of these reforms on the business sector. The West Shore Chamber of Commerce supports and encourages continued open debate and scrutiny of the Act that will lead to amendments and additional legislation. Visit <http://www.wschamber.org/legislative/legislativepaper.shtml> for a full copy of the statement.

Golf Committee Announces Player Discounts

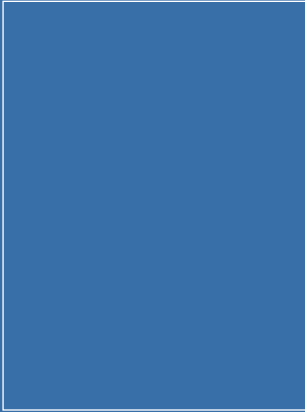
The West Shore Chamber Golf Committee is pleased to announce that it will hold its annual outing at Blue Ridge Country Club on Thursday, May 12. This prestigious outing will provide a perfect atmosphere to entertain clients, network with Chamber members and have a beautiful day out of the office while supporting your Chamber. The cost to attend is \$150 per golfer and includes a networking lunch, 18 holes of golf and an awards dinner. For first time golfers who register prior to April 12 will receive a 10% discount.

This prestigious outing also provides ideal sponsorship opportunities for businesses of all sizes and budgets. Sign up for any exclusive sponsorship (starting at \$2,500) and receive up to eight complimentary registrations and exclusive signage and display opportunities. Other recognition is provided to these higher sponsors via gift bag items in addition to program and newsletter recognition. Available exclusive sponsorships include: Tournament Sponsor (comes with two foursomes), Hospitality Sponsor, Gift Sponsor, Car Sponsor, Photo Sponsor, Flag Sponsor, Hole-in-One Sponsor, Beverage Sponsor, Bag Sponsor and Games Sponsor.

Additional sponsorship opportunities are available to enable your business to purchase low-cost advertising. The Bag Insert Sponsorship is the most cost-effective at \$50 and allows you to place a Chamber approved item into gift bags that will be distributed to all attendees. Also available are Play & Promote Packages that allow you to sign up a twosome or foursome and include a tee sign at a discounted rate. If you reserve a Play & Promote Package before April 12, you will also receive a 10% discount.

As a Chamber member, if you want it, you'll get it! Customized sponsorships are available. If you would like to draft your own sponsorship, the Chamber will find a way to work with you and your budget to suit your needs. Call Leigh-Ann Reitze today at 761-0702 for more information.

Director Profile:



Kerwin Stetler is a CPA and Chief Financial Officer for Pyramid Construction Services, Inc., a commercial general contractor and construction manager serving south central PA. As a Board member, Kerwin hopes to bring his time and talent to the table to “continue to move the Chamber to solid financial footing.”

Kerwin is no stranger to Chamber involvement. He served on the Chamber’s Board from 2003 to 2009 and was the Chair of the Board in 2006 and 2007. Kerwin is a dedicated volunteer who also serves on the Building, Economic Development, Finance, Health Care & Insurance, Nominating and Strategic Planning Committees. When asked what his favorite networking event is, Kerwin emphasized he enjoys “the various committee meetings that provide me with the opportunity to network on an individual basis with other members.”

Kerwin also dedicates his time to volunteering for a variety of organizations including Capital Region Economic Development Corporation (CREDC), Salt ‘n Light Youth Ministry, Camp Hill United Methodist Church, United Methodist Home for Children, and the Mid-Atlantic Builders Exchange.

Business & Industry Night Committee Announces 2011 Theme: Octoberfest

The Chamber Business & Industry Night Committee wants you to make connections at “Octoberfest,” the West Shore Chamber of Commerce’s 61st Annual Business & Industry Night 2011! Join us on Thursday, October 6 from 3:00 - 7:00 p.m. at the Radisson Hotel Harrisburg Hershey for this bountiful business celebration and enjoy the benefits that this annual event has to offer: great exposure; top notch hors d’oeuvres; and wall-to-wall networking. Business & Industry Night 2011 is sponsored by AmeriChoice Federal Credit Union, Capital BlueCross, Central Penn Business Journal, WHP 580 and WHP CBS 21.

Business & Industry Night is the Chamber’s largest event, drawing many attendees and providing exhibitors with incredible exposure to the region’s business community. This themed trade show provides businesses the opportunity to showcase their products and services by participating as an exhibitor. The cost to exhibit is discounted at \$575 before June 30 and \$600 after. A 50% deposit is required to hold an exhibit space. The balance of the exhibit fee is due July 30. For more information, or to reserve your exhibit space, call Leigh-Ann Reitze at 761-0702 today.



Chamber Seeks Health Insurance Proposals

Chamber Advantage LLC recently released a Request for Proposals (RFP’s) for a provider for the Chamber’s health insurance program for its membership. This is part of an effort to continuously review and evaluate Chamber programs to make sure we are making the best products available to our membership.

Proposals can either include a health insurance program specific to Chamber members or a brokerage service to help members identify the best insurance product(s) possible. An informational meeting will be held 9:00 a.m. on Tuesday, March 8 in the West Shore Chamber of Commerce Boardroom for members interested in providing a proposal. During this meeting, the Selection Committee will be available to answer questions. All interested respondents are encouraged to attend.

The complete RFP is available online at www.wschamber.org/rfp.shtml. The submission deadline is noon on Thursday, March 31.

Step into the Spotlight at the April Networking Luncheon

Spotlight Events are back by popular demand this year. On April 20 from 11:30 a.m. to 1:00 p.m., the Chamber will hold a Spotlight Lunch at Liberty Forge in Mechanicsburg. This event provides you with the opportunity to network and learn more about your fellow member’s businesses while enjoying a delicious lunch buffet and the excellent networking you expect from Chamber events.

The Program Committee made some exciting changes to the Spotlight Event format that attendees at the January Spotlight Breakfast said had a positive impact on the quality of networking. At registration, attendees will receive a color-coded name badge which corresponds to their assigned table. After lunch, sponsors Classic Drycleaners and Laundromats, Joseph T. Simpson Public Library and PSECU will then step into the spotlight and inform attendees about their businesses. Following the spotlight presentations, there will be a drawing from attendees’ business cards for the chance to star in their own 30-second mini-commercial.

Come see these exciting new changes and have your own chance to step into the spotlight. The cost to attend is \$25/member and \$35/non-member and includes lunch. Remember to bring plenty of business cards with you.

Share Your Expertise with Other Chamber Members

Whether you are a seasoned public speaker or a novice with wisdom to share, professional development presentations are a great way to help others recognize you as a go-to person and valuable business resource. It is an opportunity to share a personal success story of how you navigated a challenge, wisdom you have gleaned in your field or a topic related to a personal passion.

The Program Committee's Speaker RFP for the half-day conference being held on November 10 is an opportunity to prepare a presentation to gain visibility among Chamber members and build business-to-business relationships. These presentations may benefit the presenter as much as the attendees. They promote the speaker as an expert in the field; the presenter has an opportunity to share contact information with everyone present; and a successful presentation can open the door for more presentations in the future as word of mouth spreads about the quality of the session. Money can't buy this type of positive marketing.

Here are some suggestions and strategies for the novice speaker looking to take advantage of this opportunity:

Identify a topic that is relevant to your audience. Think in terms of what your audience wants to hear, not in terms of what you want to sell people.

Don't read from a slide show. Engage in discussion rather than standing in front of the room and reading from a PowerPoint presentation. People are more likely to respond to something interactive.

Provide quality handouts. Quality handouts are saved as resource materials long after the session is over. They may include resource information; key points from the presentation; and useful information that people want to keep close at hand. They can also provide additional information that you don't have time to cover and contain much more detail than is found in your slide show.

Practice. Even professional speakers who make a living doing this practice their presentations. Practice builds confidence, helps keep your presentation within the allotted time and helps to identify any stumbling blocks before you are standing in front of an audience.

Visit www.wschamber.org/rfp.shtml for a complete copy of the RFP. The deadline to submit your presentation is noon on Friday, March 18.

Chamber Residential Energy Program

Last year, many of your employees may have enrolled in a 12-month special Chamber Residential Energy Program offer for PPL customers provided through Chamber partners ChamberChoice and Direct Energy. Employees who enrolled in February 2010 are starting to receive renewal instructions from Direct Energy regarding the residential offer.

If you are currently enrolled in the residential offer for PPL customers you will be receiving renewal information shortly. To renew your contract for an additional 12 months, no action is necessary. The new 12-month term will not be subject to a cancellation fee associated with the automatic renewal term. Those who choose to renew will receive a new special Chamber Residential Program rate of 8.49 cents/kwh. This lower price reflects the drop in energy prices from one year ago.

The new price is available to all Chamber member employees including those who may not have switched yet and are still paying the higher utility rates. If you are interested in enrolling, refer to your most recent PPL utility bill and visit www.directenergy.com/VIP. When asked for an offer code, type in - CCSCENERGY to receive the special rate of 8.49 cents/kwh.

Please pass this information to the employees of your company so they may have the option to switch to this program as one of the many benefits of your West Shore Chamber of Commerce membership.

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.

Orrstown Bank announces the following: Denise Pierce as Mortgage Originator to the bank's Camp Hill office; Thomas R. Quinn, Jr., President and CEO of Orrstown Bank presented Shippensburg United Way Board with a \$6,000 donation to the organization on January 12.

Belco Community Credit Union announces the following: gift baskets were donated to the parents of the first baby born in the new year at several local hospitals; free tax preparation services to the community beginning in February 2011, if you make below \$49,000 and meet other basic requirements.

Classic Drycleaners and Laundromats has moved to 665 Market Street, Lemoyne. The new facility includes a state-of-the-art laundromat, free WiFi, Drive-Thru Service and complimentary Starbucks coffee. Visit classicdrycleaner.com for details, or [oatFacebook.com/ClassicDrycleaners](https://www.facebook.com/ClassicDrycleaners).

Allenberry Resort Inn & Playhouse Murder Mystery weekends are available. March 4 - 6, 11 - 13, 18 - 20 and 25 - 27. April 1 - 3, 8 - 10, 15 - 17 and 22 - 24. For more info or reservations call 258-3211. Group reservations and rates available at 258-3211.

Central Pennsylvania College announces that Beth Romanski has been promoted to the position of business outreach counselor. This role establishes relationships with organizations that encourage the professional development of their employees.

Herbert, Rowland & Grubic, Inc. announces that the following employees have been elected shareholders of the firm: Joseph W. Deibert, SPHR, Director of Human Resources; Edward A. Ellinger, P.E., Water & Energy Service Group Manager; Paul E. Nachlas, P.G., Environmental Service Group Manager; Eric M. Orndorff, P.L.S., Survey Service Group Manager; Bruce A. Yerger, Vice President and Chief Financial Officer.

Shippensburg University Small Business Development Center announces that it will hold a free workshop, How to do Business with the Federal Government, March 9 from 9 a.m. - noon. To register call 477-1935 or online at www.ship.edu/sbdc

Mechanicsburg Museum Association

is currently holding its membership drive. Cost is \$35, which includes six newsletters, admission to exhibits, lectures, and special events. Checks should be made payable to: MMA-Membership and mailed to: MMA 2 W. Strawberry Alley, Mechanicsburg, Pa. 17055

Keystone Humane Services,

in association with Susquehanna Service Dogs, is in need of puppy raisers for its two expectant litters: the Civil War litter and the Games litter of Labrador retriever puppies that will grow and be trained to become service or hearing dogs in support of adults and children with disabilities.

Pyramid Construction Services Inc.,

has recently begun construction of the new reptile exhibit building at Lake Tobias Wildlife Park in Halifax. Project completion is scheduled for Spring 2011.

Harrisburg Area Riverboat Society, Inc.

announces a 35% discount, exclusive to Chamber members, if an event is booked by April 15. Book your organization's event aboard the Pride of the Susquehanna Riverboat. For more info on advertising opportunities, or to book your charter, call 234-6500.

Cordier Antiques & Auctions

is currently accepting consignments for the Spring Antique & Fine Art Auction. Space is limited so please contact them today to arrange a consultation. For more information on items they are interested in, visit www.CordierAntiques.com

Metro Bank reports that the number of its customers who bank online increased eight percent in 2010. Also, customers paid more than 870,000 bills through Metro Bank's free online bill pay service, up four percent from 2009.

Mid Penn Bank announces the following: the appointment of Robert A. Abel and Steven T. Boyer to the Boards of Directors of the Bank and its Holding Company effective January 26, 2011. To visit their newly redesigned website, www.midpennbank.com.

Centric Bank announces its earnings for 2010, recognizing a 430% increase in net income after taxes and total loan growth of 30.3%.

SF&Company, CPAs and Business Advisors, announces the following: Arleen Steiner, CPA/CFE, CVA, has been elected Treasurer of the Collaborative Professionals

New Members

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

Alternative Staffing Resources, Inc.

Penny Kautz
225 Market Street
New Cumberland, PA 17070
774-5220
Medical Services/Supplies
www.alternativestaffingresources.com

Coldwell Banker Select Professionals

AJ Patel
118 Sand Road
Hershey, PA 17033
756-7971
Real Estate
www.cbselecthomes.com

Farrell Plastic Surgery and Laser Center, PC

Deborah Farrell
2025 Technology Pkwy, Suite 204
Mechanicsburg, PA 17050
732-9000
Health Care
www.farrellmd.com

Horner's Corner BBQ

Brian Horner
7 Prickly Pear Drive
Carlisle, PA 17013
576-4291
Restaurants
www.hornerscornerbbq.com

Hynum Law

Debra Mehaffie
2608 North 3rd Street
Harrisburg, PA 17110
774-1357
Attorneys
www.hynumlaw.com

Pennsylvania Association for the Blind

Elaine R. Welch
555 Gettysburg Pike, Suite A300
Mechanicsburg, PA 17055
766-2020
Non-Profit
www.pablind.org

Patient First

Meghan Rossbach
7550 Teague Road, Suite #403
Hanover, MD 2107617050
487-4178
Health Care
www.patientfirst.com

Revelation Photography

Cindy Strupp
1935 Spring Road
Carlisle, PA 17013
249-9374
Photography
www.revelationphotostudio.com

RLS Construction Group

Robert Schopfer
21 Sheffield Drive
Dillsburg, PA 17019
579-7309
Building/Construction
www.rlsconstructiongroup.com

Sacunas Interactive

Nancy Sacunas
835 Sir Thomas Court
Harrisburg, PA 17109
652-0100
Marketing Services
www.sacunas-stoessel.com

Universal Media Inc.

Anne Carnathan
4999 Louise Drive
Mechanicsburg, PA 17055
795-7990
Marketing Services
www.umiusa.com



Business Women's Forum to Provide Quality Professional Development

The Regional Business Women's Forum (BWF) 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 28 from 8:30 a.m. to 4:30 p.m. at the Radisson Hotel Harrisburg Hershey in Camp Hill.

This year's breakout sessions offer a wide variety of educational opportunities that provide valuable business knowledge, powerful connections and industry insight. Topics include: Contracts: The Good, the Bad, & The Ugly; Get More Bang for Your Membership Buck! How to Leverage Your Investment in; Networking Groups, Chambers of Commerce & Professional Associations; Tick-Tock: Social Media Clock; Time Management CPR: Improve Your Personal Productivity & Work-Life Balance; We Did It: You Can, Too!; Managing Differences in the Workplace: The Right Thing to Do vs. The Smart Thing to Do; Anatomy of a Sale: A Step-by-Step Process for Tangible Results; Take Back Your Life: The Power of Choice; Thriving in the Knowledge Economy; Five Stages to Leveraging Your Leadership; and Becoming Your Own CFO (How to Plan for a Financially Successful Retirement).

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/member and \$290/non-member. Registration includes breakout sessions, the tradeshow and keynote luncheon. Visit www.businesswomensforum.com to register today.

Free Workshop: Doing Business with the Commonwealth

The Chamber's Economic Development Committee is pleased to announce its upcoming free workshop, "Doing Business with the Commonwealth" to be held on March 29 from 9:00 a.m. to 12:00 p.m. at the Giant Community Center in Camp Hill. This workshop's presenter will be Curtis Burwell, an Equal Opportunity Manager for the Bureau of Minority and Women Business Opportunities.

If you are a small business owner interested in pursuing contract opportunities with the Commonwealth of Pennsylvania, this event will give you the information you need to begin the process. Attendees will receive information on products and services purchased by the state, how to find these opportunities, government programs designed to assist small businesses and certifications for minority and women-owned businesses.

This educational workshop is free to attend. Registration is requested by Friday, March 25. For more information, or to register, visit the events calendar at www.wschamber.org.

Committee Spotlight: Health Care & Insurance Committee

The Health Care & Insurance Committee discusses the status of health care in the community and the impact of insurance costs on member businesses and economic development.

In addition to taking an official position on health insurance reform (see page 1 for more information), the Committee has worked with Chamber Advantage LLC to issue a Request For Proposals (RFP) to evaluate the Chamber's current health insurance program offering. Chamber Advantage LLC is a for profit corporation that has been created by the Chamber to manage affinity programs for Chamber members as part of its long-term strategic plan. This RFP process will allow the West Shore Chamber and Chamber Advantage to investigate all insurance program options available and make the best program possible available to Chamber members. The full RFP is available at www.wschamber.org/rfp.shtml.

The Health Care & Insurance Committee is chaired by Gary Scicchitano of VNA of Central PA along with vice-chair Kerwin Stetler of Pyramid Construction. The Committee meets as needed. If you would like to learn more about or become a Health Care & Insurance Committee member, contact Tammy McCrae at 761-0702 or tammy@wschamber.org.

of Central Pennsylvania; Robert E. Ribic, Jr., has received the 2010 Lewis Clionsky Award by the Capital Area Chapter of PIAA Football Officials; Julie M. Miller, CPA, has been promoted to Staff Accountant, Level III at the Harrisburg location.

The Center for Independent Living of Central PA (CILCP), recently hired Nadine Rodriguez to serve as CILCP's first bilingual Living Well Specialist.

Holtgate Podiatry announces that Dr. Peter Holtz will speak at **Holy Spirit Hospital's** Diabetes Support Group on March 11 from 6-7 p.m. at **Wegman's** Conference Room, Mechanicsburg, PA. To learn more about **Holtgate Podiatry** visit www.HoltgatePodiatry.com.

Sign-A-Rama at 3300 Simpson Ferry Rd in Camp Hill will be celebrating 15 years in business in April. During the months of March, April & May it will be offering a 15% discount to all Chamber Members off any in-house products. They can give a 10% discount on most other products. Please mention this add when ordering. For more info, call 724-2221.

The Wireless Authority announces the debut of a new Telecommunications Expense Management reporting tool. Refocus your headcount and save 20%+! Free 30 day trial. Call 635-7300 or visit www.wireauth.com.

Kline Law Office announces that Robert P. Kline of was elected Second Vice President of the Cumberland County Bar Association.

Carlisle Country Club is preparing for the fast approaching summer season. Membership opportunities include dining, social, golf, junior golf, corporate golf, non-resident golf and corporate dining. A full service banquet facility stands ready to cater any type event. For more information contact Club Manager Kris Shultz at 243- 6100 or visit our website at www.carlislecountryclub.org.

PennTerra Engineering welcomes Dan Wise, RLA, as a senior designer and Jeremy Shaffer as a CADD Technician/Designer.

F&M Trust announces the following: a donation of \$2,000 to Safe Harbour, fulfilling its promise in a donor match campaign; a donation of \$5,000 to Hope Station, a **United Way** Member Agency.

High Companies Inc. announces a recent transaction for extended lease of 27,000 SF

of freezer warehouse on Industrial Road in Susquehanna Township. Denise Cass of High Associates Ltd's Harrisburg Regional Office handled the transaction.

CertaPro Painters is offering a 10% discount to Chamber members for projects completed by March 15. For additional info, please contact Jane Pensyl at 761-2248.

Cleve J. Fredricksen Library is now collecting hard and paperback books, video games, DVD's, books-on-tape, videos and games for Spring book sale. Donations may be left at the Reference Desk at any time; Donations accepted until April 10th. We appreciate all donations with good resale value. 100% proceeds benefit the library.

Herbert, Rowland & Grubic, Inc. announces that the following people have been named associates of the firm: Matthew D. Lena, P.E., Justin J. Mendinsky, P.E. and Jason A. Saylor, P.E.

The Foundation for Enhancing Communities announces the availability of over 70 scholarships to high school and postsecondary students who reside in Cumberland, Perry, Franklin, Dauphin, and Lebanon Counties. For more info on any one of its over 70 scholarships, visit www.tfec.org or contact Jennifer Doyle at 236-5040.

Wells Fargo Advisors of Central Pennsylvania presented a \$2,750 grant to the West Shore Foundation of the West Shore School District to help fund basic needs such as food, clothes and utilities to families in need in the district.

Shaklee Distributor can help you save money every time you houseclean. Call Andy at 609-0311 for more info.

Oxford Hall Celtic Shop is giving away a chance to win a trip for two to Ireland. No limit on registering from now until March 17 for the six night, eight day Irish Heritage Tour and \$1,500 air travel voucher. Visit them at 315 Bridge Street, New Cumberland for more info.

Leadership Cumberland's Board of Directors announces that recruiting for the 2011/2012 session is underway and will continue through May 31. Interested employers or individuals may visit the website www.leadershipcumberland.org for more info, or call 763-9300.

E.R. Lighty, Co. announces that Tom Reed, their new General Manager, invites you to contact him for all your plumbing, heating, & air

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

Camp Hill Shopping Center

30 - 39 years

Veronique's Antiques

Zimmerman's Automotive Service Inc.

20 - 29 years

Comfort Inn Capital City

10 - 19 years

Blooms by Vickrey Flowers & Gifts

Borough of Wormleysburg

Greater Harrisburg Area SCORE Chapter

Janney Montgomery Scott Inc.

Sheaffer's Carpet Cleaning

Susquehanna Bank

West Shore Evangelical Free Church

5 - 9 years

An Olde Towne Florist & Greenery Inc.

Cornerstone Coffeehouse & Culinary
Kitchen

MCA Business Brokers

Phantom Entertainment

PRworks Inc.

The Proper Printer Inc.

1 - 4 years

A.P. Williams Inc.

Alexander Building Construction
Company

Aqua Bird Consulting

Boshinski Eye Clinic

Coffee Time, LLC

Fairway Independent Mortgage
Corporation

Grace United Methodist Church

Personal Mortgage Advisors

Sofas Unlimited

Transworld Systems Inc.

Verizon

Swap Your Card to Double Your Business Event

The Chamber is once again shaking up the normal "meet-and-greet" with the first Swap Your Card to Double Your Business Event of 2011 taking place on March 23 from 11:30 a.m. to 1:30 p.m. at Carrabba's Italian Grill in Mechanicsburg. Attendees will enjoy an excellent lunch and quality networking with a variety of business professionals.

During registration, attendees will submit two business cards. After an opening network presentation facilitated by Sylvia Hepler of Launching Lives, the cards will then be mixed and attendees will choose two cards. Participants will network to find the owners of the cards. The event will end with a wrap-up networking.

The cost to attend this networking luncheon is \$20/member. However, if you register a non-member guest, you both will receive 50% off the cost of registration. Want to bring more than one non-member guest? All of you can register for the discounted price of \$10.

This is a great opportunity to introduce your friends and colleagues to the benefits of quality networking through the Chamber while enjoying an excellent meal. This event is sure to be well attended, so visit the events calendar at www.wschamber.org to register today.

Thank you to returning event sponsors Carrabba's Italian Grill and HDH Group.

CHAMBER SHORTS

■ **The Chamber would like to announce the resignation of Thomas Reed** from his position as Membership Director for the Chamber. Please join us in wishing Tom great success in his new position as General Manager with E.R. Lighty. Tom did a great job during his tenure with us, and will be missed. He has assured us that we haven't seen the last of him, as his new business is an active Chamber member. As a result of Tom's resignation, the Chamber is seeking to fill the position of Membership Sales Director. For more information visit careerlink.com

■ **The Chamber periodically solicits proposals for goods and services online.** If you are interested in doing business with the Chamber, visit www.wschamber.com/rfp.shtml. Proposals must be submitted by email to wschamber@wschamber.org in either a Word or PDF format. The submission instructions in the Request for Proposal (RFP) indicate the subject line that should be used and the submission deadline. Proposals received after the submission deadline will not be considered.

■ **The Chamber's first trip to China is quickly approaching.** On April 4, 29 excited travelers will begin their excursion to the Orient. Past Board Chair Chick Zoll will be at the helm for this exciting expedition. The itinerary is filled with great adventures until their return on April 12. Please join the Chamber in wishing each traveler well

Junior Leaders Put Community Service into Action

The fourth session of the Chamber's Junior Leadership program was held on January 28 at the Hampden Township Municipal Building. Participating students had the opportunity to hear from Michael Gossart, Township Manager and Nate Silcox, Township Commissioner about their backgrounds, the roles they play in the Township and the importance of community service.

In addition, Jesse McCree, Development Manager for the Cleve Fredricksen Library spoke about volunteerism, community service and the upcoming Birdie For Books library fundraiser. The Junior Leadership students put into practice their own community service by crafting numerous hazards for the Library's indoor golf course at its Birdie for Books event that was held on February 26. Working in teams of five to six, the young leaders developed plans for their section of the course and worked within a budget to determine the supplies required to create their hazards. Themes emerged included the North Pole, Safari and a Day at the Beach. The teams then went to work building, decorating, cutting, working and reworking their creations.

The students put the finishing touches on their projects during their February session, while completing their final formal leadership training day. Representing eight different school districts, this class will be the first graduating group from this new Chamber offering this March.

Applications will soon be accepted for the Class of 2012. For further information, contact Tammy McCrae at 761-0702 or tammy@wschamber.org.



Students in the Junior Leadership program created golf hazards for the Cleve J. Fredrickson Library Birdies for Books event as part of their January curriculum on Community Service.

UPCOMING EVENTS

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

- **3/29 Doing Business with the Commonwealth**, 9:00 a.m. - 12:00 p.m., Giant Community Center, 2nd Floor, 3301 Trindle Road, Camp Hill - If you are a small business owner interested in pursuing contract opportunities with the Commonwealth of Pennsylvania, join the Chamber for a free informational workshop presented by Curtis Burwell, Equal Opportunity Manager for the Bureau of Minority and Women Business Opportunities.
- **3/23 Swap Your Card to Double Your Business**, 11:30 a.m. - 1:30 p.m., Carrabba's Italian Grill, Gateway Plaza, 5250 Carlisle Pike, Mechanicsburg - Bring a friend and join the Chamber for a unique twist on the normal meet and greet. The cost to attend this networking luncheon is \$20/member. However, if you register a non-member guest, you both will receive 50% off the cost of registration. Want to bring more than one non-member guest? All of you can register for the discounted price of \$10. This event, sponsored by HDH Group and Carrabba's Italian Grill is sure to be well attended, so register today. The registration/cancellation with refund deadline is March 21.
- **3/30 March Networking Mixer**, 5:00 p.m. - 7:00 p.m., Metro Bank, Camp Hill Mall Branch, 3201 Trindle Road, Camp Hill - Network with area business leaders while enjoying the hospitality of sponsor Metro Bank. Mixers are free to attend. Non-member guests may attend up to three free Chamber events. This mixer is limited to the first 100 registrations.

Host a Chamber Mixer

If your business is looking for a great way to showcase your facility and promote your products and services, a great option available to members is to host a West Shore Chamber Mixer. Networking mixers provide a great, direct opportunity for members to meet other business people and potential customers. Mixers take place at the host's place of business where the business is showcased to attendees. There is one exclusive afternoon and/or evening networking mixer per month.

Every month close to 100 members look forward to spending time networking with fellow business men and women at Chamber Mixers. These events provide members with a forum to build business and relationships. Mixers are free to the membership and are some of the Chamber's most popular events.

As a mixer host, you provide the facility, hors d'oeuvres, beverages and parking. You are able to choose the date, time and theme of your liking and the Chamber will provide help in planning and executing your event. The Chamber will promote your event in press releases, the Chamber newsletter, the Events Flyer and online. Additionally, the Chamber will handle event registration before and during the event. After the event, the mixer host receives a detailed attendee list for post-event marketing. If you are interested in learning more about becoming a mixer host or would like reserve a mixer date, contact Leigh-Ann Reitze at 761-0702. Mixer dates are set on a first-come, first-served basis.

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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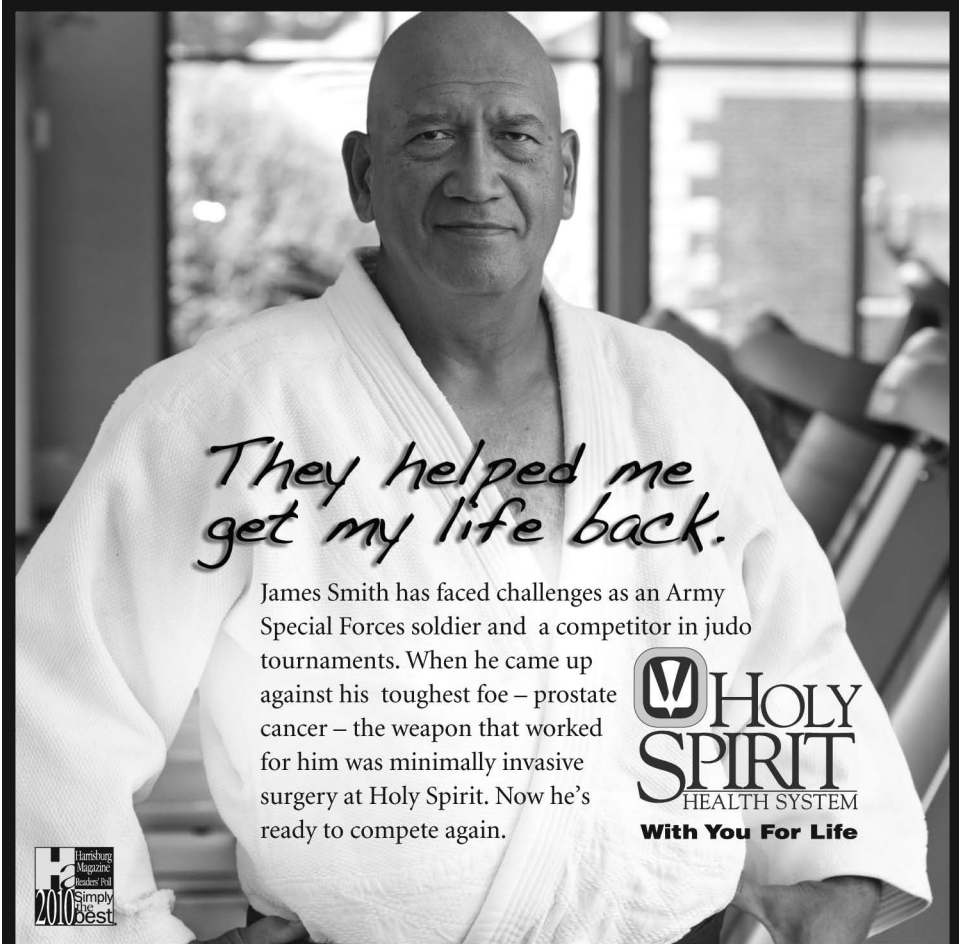
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