

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



On February 24, Salvatore D. Fazzalori, Chairman, President & CEO of Harsco Corporation, was honored with the Chamber's Business Achievement Award. He is pictured with (from L to R) Adam Metz, Metro Bank (sponsor), Bill DeVore, integra Print & Image, Sal Fazzalori, Jr., Metro Bank, and Kathleen M. Mangan.



Nick Jordan and Chad Nagle with Alliance Computers, Inc. celebrated their new location in the Windsor Park Shopping Center on March 4 with Representative Sheryl DeLozier, and Chamber Board and Membership Committee members.

Salvatore D. Fazzalori Addresses Members at Business Achievement Luncheon

On February 24, Salvatore D. Fazzalori, Chairman, President and Chief Executive Officer of Harsco Corporation, was presented with the West Shore Chamber's Business Achievement Award. This award, established in 1990 and presented in conjunction with sponsor Metro Bank, is given to an individual or individuals who, through creativity, perseverance, and education: have developed a successful enterprise; whose efforts have created jobs, products, and opportunities; whose high moral and ethical values have set a standard of excellence in the marketplace; and whose dynamic leadership have thrust central Pennsylvania into economic prominence.

Mr. Fazzalori was born and raised in Italy and had his first job at the age of seven. When he was nine, his parents immigrated from Italy to Harrisburg with nothing but the clothing on their backs. He described his family as "the typical European immigrant - poor, but proud, with a strong family and work ethic." He worked numerous jobs through all of his school years, including one on a lunch truck that would serve workers at Harrisburg Steel on Cameron and Herr Streets, the same building where Harsco started back in 1953.

Mr. Fazzalori's speech about leadership in the re-set global economy gave attendees insight into many important aspects of what a leader truly needs in today's environment. Some of the core values that Mr. Fazzalori believes are crucial in achieving a dynamic leadership style are integrity, loyalty, respect, optimism and passion. These values can give "today's leaders the ability to navigate through tremendous turbulence."

Mr. Fazzalori finished his insightful speech by saying he was "truly humbled and appreciative of the honor you have given me, and by extension, the honor you have also given my family and my many colleagues from Harsco for their support." If you would like to learn more about Mr. Fazzalori or Harsco visit www.harsco.com.

Chamber's Annual Golf Outing Will Provide Hole-in-One Networking Opportunities

Over the past few months, the West Shore Chamber's Golf Committee has been diligently planning this year's Annual Golf Outing. This outing will be held on Thursday, May 12, at Blue Ridge Country Club. The committee is very excited about taking the event to Blue Ridge this year and has elected to provide members who register before April 12 a 10% discount, reducing the price to \$135 per golfer.

This outing is a fantastic way to entertain clients, reward top employees, build business relationships with other participants and spend a beautiful day out of the office. Be sure to register now for this popular event to receive your 10% discount. You'll have a wonderful afternoon - from fun contests on the course to a delicious awards banquet. The West Shore Chamber Golf Outing is well worth your time and will be a fantastic venue to entertain clients. Thank you to tournament sponsor Orrstown Bank. For additional sponsorship opportunities or to donate a door prize, contact Leigh-Ann Reitze at 761-0702.

April 14

April Networking Mixer

April 20

Spotlight Luncheon

April 26

Cumberland County
Commissioners' Forum

April 28

Business Women's Forum

West Shore
Chamber of Commerce

Inspiring Business

APRIL NEWSLETTER SPONSOR
KONHAUS MARKETING & COMMUNICATIONS

Chambers Partner to Present Commissioners' Forum

The Carlisle and West Shore Chambers, in partnership with the Harrisburg Regional, Mechanicsburg and Shippensburg Chambers, will host a forum for the Cumberland County Commissioner candidates on Tuesday, April 26, in the Anita Tuvlin Schlechter Auditorium at Dickinson College. Doors will open at 6:30 p.m. and the event begins at 7 p.m. Each of the candidates will be invited to attend. They are: Barbara Cross, Gary Eichelberger, Michael Fedor, Bryan Gembusia, James Hertzler, Sean Shultz and Kirk Wilson.

According to the Cumberland County Commissioner's website, "the Commissioners ensure compliance with provisions of the County Code and are granted authority to establish the annual county operating budget, approve expenditure of county dollars, authorize all county government contracts and manage all county properties and buildings. The functions of the Commissioners also include delivery of public services, regional planning and economic development, finance and budget management, and personnel administration. Under Pennsylvania law, the Commissioners also serve as members of various specialized boards such as the Board of Elections, Salary Board, Prison Board and Retirement Board.

The Commissioners appoint the Chief Clerk and other administrative staff to manage the daily operations of county government and to serve the public through an array of county services. The Commissioners have implemented a Performance-Based Management initiative that drives the allocation of resources toward areas of excellence and encourages objective benchmarking across county operations."

These are vitally important positions for our community, and you are encouraged to attend and learn more about each of the candidates. There is no charge to attend, but registration is requested. For further information, please contact Kathleen Mangan at 761-0702. To register for the event visit the events calendar at www.wschamber.org.

Grow Your Business by Exhibiting at Business & Industry Night 2011

Many entrepreneurs consider exhibiting products and services a necessity for building business. Today, the booming industry of trade shows has emerged with new, fun, and exciting ways to get your business connected with past, potential, and future customers. The Chamber's Annual Business & Industry Night - Octoberfest 2011 is taking place on October 6 at the Radisson Hotel Harrisburg Hershey and is the largest West Shore Chamber event of the year. Why should you participate? What can exhibiting in a trade show do for you?

- **Generate low-cost, high-quality sales leads** - Prospect for new customers and expand your clientele in a short amount of time.
- **Keep in touch with existing customers** - Establish and reinforce relationships by personally meeting your customers, competitors and suppliers.
- **Successfully launch new products or services** - Gather valuable feedback and make any needed changes to help tailor your new idea to your market audience.
- **Reach a specific audience** - Business & Industry Night is designed to reach fellow business people.
- **Improve and extend your company's image** - Enhance your image and visibility while establishing, enhancing and promoting your presence in the West Shore.
- **Canvas your competition** - See what your competitors are doing. While at the trade show be sure you check out other businesses in your industry.
- **Recruit dealers or employees** - In addition to customers, you can find potential leads on suppliers, dealers or even employees, by utilizing this events outstanding networking opportunities.
- **Inform/educate your marketplace** - When you educate attendees about the services and products you provide, you're positioning your business in the front and center of your specific industry. This will make your name stick.
- **Economically-friendly "advertising"** - More cost effective than air time on television or radio, trade shows allow your personnel to be a living, breathing advertisement for your business, products, and services.



Trade shows are all about R.O.I. (return on investment). Maximize the return on your trade show investment with pre-show marketing. The Chamber offers newsletter advertisements and sponsorships, ChamberPAK (direct mail), and Mailing List Rentals at budget-friendly prices. So what are you waiting for? Register to be an exhibitor at Business & Industry Night - Octoberfest 2011 today by calling Leigh-Ann Reitze at 761-0702. Exhibit spaces are available at a discounted rate of \$575 before June 30 and \$600 after. Thank you to Business & Industry Night Sponsors AmeriChoice Federal Credit Union, Capital BlueCross, CBS 21, Central Penn Business Journal, and WHP 580.

New Organizations Open Doors for Member Benefits

The West Shore Chamber of Commerce has strategically launched several initiatives to continue to expand member benefits and enhance the community in 2011. Two of these initiatives are the creation of Chamber Advantage, LLC, and the formation of the West Shore Chamber of Commerce Foundation.

Chamber Advantage is a limited liability company that will explore opportunities to partner with service providers to bring new benefits to West Shore Chamber members. As member needs are identified, Chamber Advantage will issue Requests for Proposals (RFP) to identify the best possible solutions to meet those needs. The first of these RFPs is the Health Care Insurance Program RFP that was issued in February.

While the Chamber does have an existing program to provide members with an option for health insurance coverage, the Chamber's strategic planning process calls for evaluation of all Chamber programs. In an attempt to ensure that the program offered is the best possible choice for the Chamber's membership, Chamber Advantage, LLC, issued an RFP to identify all available options. The RFP submission deadline was noon on March 31 and the Chamber Advantage, LLC, Advisory Board plans to make a determination at its April meeting.

Once the Health Care Insurance Program is finalized, Chamber Advantage will be issuing additional RFPs to identify additional value-added programs for the West Shore Chamber to offer its membership.

The West Shore Chamber of Commerce Foundation is also anticipated to create new and exciting opportunities for Chamber members and the community. The Foundation submitted an application for 501(c)3 status in January which will open the door for grant opportunities and make contributions to the Foundation tax deductible. The purpose of the Foundation is to provide educational programs for the community.

One program that will directly benefit from the Foundation is Junior Leadership Central PA. The program was launched in the fall of 2010 and graduated its first class of high school juniors in March. The 30 students met for five full-day sessions where they learned about leadership, teamwork and community service. The program culminated within a community service project for the Cleve J. Fredricksen Public Library in which the students designed hazards for the library's annual Birdies for Books event.

For more information on Chamber Advantage, LLC, or the West Shore Chamber of Commerce Foundation, contact Tammy McCrae at tammy@wschamber.org.

Success by 6 Breakfast Discussion: Early Education

The early education of children greatly impacts our workforce - from parents in the workforce while the child is growing up, to when he or she enters the workforce. To prepare today's children for tomorrow's workforce, they need access to quality early education. Children who participate in quality early education enter kindergarten with necessary skills and are more likely to do well in school, graduate and attend college or career training.

Join the Carlisle and West Shore Chambers of Commerce on April 14 from 7:30 to 9:00 a.m. at the Carlisle Country Club for a breakfast discussion about early education, featuring Emily Stover DeRocco, President of the nonprofit, nonpartisan affiliate of the National Association of Manufacturers. Ms. DeRocco promotes and encourages early childhood education and its potential positive impact on our workforce. In her current role, she has deployed a system of nationally portable, industry recognized Manufacturing Skills Certifications that influence secondary and post-secondary education reform efforts in more than 20 states. Her belief in early education makes her role a model for both her industry and business leaders in general.

Attend to learn more and participate in the discussion about how early childhood education can bolster job growth and retention and fuel our economy forward. The cost to attend is \$20/member and \$32/non-member. To register, visit www.wschamber.org today.

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.

Carlisle Expo Center announces the Spring Carlisle Auction on April 28 and 29 from 3 - 10 p.m. and April 30 from 4 - 10 p.m. Admission is free. For more info visit www.carlisleevents.com.

Denny's supported the Central PA Blood Bank on March 17 and provided a coupon for a free Grand Slam to everyone who donated.

BELCO Community Credit Union announces its Annual Meeting and Membership Gala on April 9 at 5:15 p.m. at the **Radisson Hotel Harrisburg Hershey**. Over 600 members are expected to attend. Tickets are \$25, and are on sale at all branches.

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

Allenberry Resort Inn & Playhouse announces the following: *Footloose* playing from April 6 - May 1; Killer Ambition, A Talent Show to Die For murder mystery weekend on April 1-3, 8-10, 15-17, 22-24. For more info, visit www.allenberry.com or for reservations call 258-3211.

Shippensburg University Small Business Development Center announces a free workshop, Doing Business with the Commonwealth, April 21, 9 a.m. - noon. For more info, call 477-1935 or register at www.ship.edu/sbdc.

Cleve J. Fredricksen Library announces a book sale on April 28, 29, 30 and May 1. Donations are being collected until April 10 and may be left at the reference desk at any time.

West Shore Baptist Church is offering the GriefShare program every Wednesday from 7 p.m. - 9 p.m. Participation can begin at any time and the program is free. There is a fee of \$15 for the GriefShare workbook. For more info, call 761-0942.

Brown Schultz Sheridan & Fritz announces that Candace R. Masson has been promoted from Marketing Coordinator to Marketing Director.

Orrstown Bank announces the following: promotion of Lauren Shutt to Senior Vice President, Enterprise Risk Management Officer, and will join the Executive Management Team; Von Jaymes has been awarded the 2010 BAR Financial Dual Representative of the Year Award; the bank gave a total of \$124,000 to various local educational organizations in 2010; the North Pointe Operations Center collected at least 80 items for the Cumberland Valley Animal Shelter in conjunction with their annual Groundhog Day celebration.

NAI CIR announces the following transactions: **Jason Sourbeer** has handled the leasing of 2,080 SF at 2015 Linglestown Rd., Harrisburg; The **Bill Gladstone Group** handled the following lease transactions: 4076 Market St., Hampden Twp.; 4,800 SF at 665 Laura Court, York; 1,085 SF of retail space at 420 Market St., Lemoyne and 8,400 SF at 250 N. 8th St., Lebanon; Brandon Campfield handled the 1,510 SF lease transaction at 3223 Market St., Camp Hill; Joe Bedard handled the lease expansion of 4,926 SF.

Keystone Elder Law P.C. announces the hiring of Jessica L. Fisher as an Associate for Life Care Planning, estate planning and estate administration.

Graphcom Inc. announces that Graphcom Creative won four Greater Frederick Area Addy Awards. The honors were given for excellence in print and design.

Big Brothers Big Sisters announces the annual marquee event, Bowl For Kids' Sake on April 3. For more info and a listing of locations and times, visit www.capbigs.org.

S. Wilson Pollock - Center for Industrial Training announces that it has been awarded a contract to package "Collectible Commemorative Coins" for American Mint LLC.

Harrisburg Area Riverboat Society, Inc. announces a unique way to advertise aboard the Pride of the Susquehanna, by sponsoring a flag, tabletop, or event. For more info, call 234-6500 or email info@harisburgriverboat.com.

New Hope Ministries announces the appointment of four new board members: Michael Wilson, Layton Shoemaker, Charles Seitz, of **Messiah College**; and David Nesbit, of **Keystone Elder Law P.C.**

Mid Penn Bank now offers various insurance products through Mid Penn Insurance Services. For more info visit www.midpennbank.com/insurance-services.aspx.

New Members

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

Affordable Insurance Solutions

Michael Davignon
10000 Cedar Circle Drive, Suite 103
Charlotte, NC 28210
704-891-3649
Insurance

Dream Travel

Joyce Shellenberger
51 Fairway Drive
Camp Hill, PA 17011
717-580-1539
Travel

Fingerlow Enterprises

Deborah Fingerlow
2930 Beverly Road
717-737-9912
Information Services

Kallan's Klan

Scott Hammaker
5 E. Red Gold Circle
Camp Hill, PA 17011
717-433-3910
Nonprofit
www.kallansklan.org

Rutan Productions

Chip Rutan
503 Bridge Street, Suite 12
New Cumberland, PA 17070
717-730-9888
Video
www.rutan.tv

Silpada Designs Jewelry

Wendy Fry
835 Mandy Lane
Camp Hill, PA 17011
717-919-0786
Jewelers
www.mysilpada.com/wendy.fry

Staples Inc.

Gera Martinez
Camp Hill Shopping Center
128 S. 32nd Street
Camp Hill, PA 17011
717-731-1761
Retail
www.staples.com

Chamber Supports CCED Job Fair

Chamber partner Cumberland County Economic Development's (CCED) Employment Taskforce would like to invite all West Shore Chamber of Commerce members to participate in its 2nd Community Job Fair, taking place on Monday, June 6, from 9:00 a.m. - 1:00 p.m. at the Radisson Hotel Harrisburg Hershey in Camp Hill. The Community Job Fair is designed to help showcase the West Shore area Chamber members' employment needs by providing an easily-accessible venue to the local worker population.

Last year, over 1,100 job seekers attended from 14 Pennsylvania counties and New Jersey to learn more about available positions with the 54 companies that participated from five Pennsylvania counties. The event was covered in nine articles by three regional newspapers and there were live event broadcasts by four local television stations.

If your business has current job openings or anticipates openings in the future, participate in this important workforce development initiative to find quality talent. The cost to exhibit is \$40/member and \$65/non-member and includes a 6-foot table, chairs, and bottled water. Boxed lunches and electricity hookups are available for an additional charge. For more information, visit www.cumberlandbusiness.com.

What is this??

QR (Quick Response) Codes are the quick-ets, easiest way to interact with your customers! Scan with your smart phone (free barcode app) to



give it a try! Visit our website to learn how we can create personalized QR codes for you!

konhausmarketing.com

Lunch Bites: A 4-Week Sales Workshop

Everyone is strapped for time, but everyone needs to catch a quick bite at lunch. Why not make your lunch a learning experience? Most sales, marketing and advertising professionals agree: selling is getting harder. Boost your sales by shaking up traditional strategies with new and proven tools to increase sales at this 4-week workshop.

Appetizer

Anne Carnathan, VP Strategic Sales for Universal Media, Inc. will lead you in this highly-focused 4-week workshop that will give you hands-on training through interactive presentations, planning exercises and activities designed with an action-learning emphasis. Learn business skills and life lessons you can use every day to improve your confidence, profitability, motivation and success. Anne's ten-year tenure as the Director of Sales for Clear Channel radio, and a keynote speaker at countless sales seminars for major PA corporations, positions her as one of the foremost experts in the region on understanding how to "win" through enhanced sales techniques.

Main Course

Week 1, May 13 - How to Avoid the 10 Cardinal Sins of Selling - An in-depth look at the ten most common mistakes sales professionals make, how to recognize them and how to avoid them. Eliminating these common mistakes will help you sell more and sell more easily.

Week 2, May 19 - How to Develop Mental Toughness and A Backbone of Steel - Discover how your mind works like a magnet to attract people, circumstances and opportunities into your life. Learn how to take control of your thoughts and how to use your subconscious mind to achieve your goals.

Week 3, June 3 - How to Maintain Control of the Sales Process - Selling is about control: who has it, how they get it and how they use it. Learn how to take control of the sales process to get prospects to follow your agenda so you can move the sale along and receive your desired outcome.

Week 4, June 10 - How to Uncover Buyers Hot Buttons - Learn how to expedite the sales process by using a powerful questioning strategy to find problem areas that you have a sales solution for.

This program is ideal for sales professionals or business owners that are hungry for knowledge and motivation. Whether you have little training in the sales process or have established yourself as an experienced sales professional interested in refreshing or expanding your skills, the Lunch Bites menu is for you!

The cost to attend is \$120/member and \$180/non-member for all four sessions. The workshops will be held on May 13, May 19, June 3 and June 10 from 11:30 a.m. to 1:00 p.m. at the Giant Community Room, 2nd Floor and include lunch. Thank you to sponsors Universal Media, Inc. and Giant Food Stores.

Chamber Updates Member Management Software

At the beginning of March, you may have noticed portions of the Chamber's website were under construction while we converted to our new member management software. We appreciate everyone's patience during the conversion and are happy with the added member benefits this new software offers.

The online events calendar has undergone some changes to make the registration process easier for you. The process may look a little different, but it is navigated the same way. When you register for an event, on the main registration page you will now have the option to have an email reminder sent to you prior to the event or you can add it directly to your Outlook Calendar.

Soon, we will be giving all members an online login and password. This will allow you to control and change your information, which is available in the online directory, view referral information, and register for member pricing on events. Look for email reminders and future editions of the *Connections* Newsletter for updates and more information on the new member management software.

Harrisburg Academy is offering need-based financial aid to students for the 2011-12 academic year of \$750,000.

Fulton Bank announces the promotion of Pamela K. Radle to Senior Platform Training Officer in Fulton Financial Corporation's Human Resources Training and Development Department.

United Methodist Home for Children, Inc. announces Nancy L. Shellenberger as Director of Finance & Human Resources.

Shaklee Independent Distributor announces a Spring Cleaning Sale. 15% off all safe, "green" cleaners for Chamber members during April and May. For more info, call Andy at 609-0311.

KinderCare Learning Center is offering a 10% tuition discount to all Chamber members. For more info about our summer enrollment opportunities for ages 6 weeks to 12 years, call 728-1720.

uFinancial announces that Deborah E. Pajak CFP®, ChFC®, recently was named to the Leaders Recognition Society by Women in Insurance and Financial Services at their annual Awards Gala. She has also achieved the Gold LRS level.

RETTEW Associates, Inc. announces that Timothy A. Falkenstein has been promoted to the position of Client Account Manager.

The River Studio, Inc. announces that Adam Lukas has been added to the graphic design team. Adam brings extensive motion graphics experience as well as talent in two dimensional design.

Holy Spirit Hospital's Pharmacy was named 2010 Clinical Site of the Year for the Northeast Region by Comprehensive Pharmacy Services (CPS). Chuck Arrison, Director of Pharmacy, and Kimberly LaPointe, Clinical Coordinator, accepted the award on behalf of the Pharmacy.

American General Financial Services has changed its name to **Springleaf Financial Services**. They may have a new name, but they haven't changed - they've grown. They are 90 years old, yet brand new.

The Wireless Authority announces exciting changes to its video conferencing software. New features have been added and is now just \$29 per month! For a free trial, visit <http://try.iocom.com/landing/wirelessauthority>.

American Diabetes Association would like to thank all of the Chamber members who supported the Step Out for a Cure in 2010. The Central PA events ranked 15th in the nation. For more info on the 2011 Step Out events, contact Denise Foran at 657-4310 ext. 4616 or dforan@diabetes.org.

E.R. Lighty Co. is offering a spring special for all Chamber members. \$100 off of any new water heater. For more info, call Tom Reed at 732-8141 or 944-0132.

Cumberland Valley Visitors Bureau has moved and announces their Grand Opening and Ribbon Cutting will be held on April 13 at noon at 33 W. High Street, Carlisle.

Konhaus Marketing & Communications has kicked off their 1st Annual Furry Friends Campaign to benefit CPAA (Central Pennsylvania Animal Alliance). They need your help! Visit www.konhausmarketing.com for complete details!

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

Support needed for Junior Leadership Central PA

Help shape tomorrow's leaders by supporting the Junior Leadership Central PA program. This program, offered by the West Shore Chamber of Commerce Foundation, acquaints high school students with community needs. It also helps the students develop leadership skills and encourages them to interact with community leaders, decision-makers and peers from other schools.

Chamber members can help challenge these unique students by supporting the program through one of several opportunities:

- Sponsorship opportunities provide your business with exposure in Chamber communications as well as with the participating students and schools.
- Scholarship opportunities help fund the basic cost to service each student, making this program free and accessible to a variety of participating high school juniors.
- Host site opportunities bring the students to your place of business, so they can experience your service or industry first-hand.

The West Shore Chamber Foundation has submitted an application for 501(c)3 status. Upon approval, all support received in 2011 will be tax deductible.

For more information on how your business can make a difference in the lives of area high school students, contact Tammy McCrae at 761-0702 or tammy@wschamber.org.

Chamber Members Will Take Care of Business at November Conference

Mark your calendars for November 10 at the West Shore Elks Lodge for a half-day event designed to help area business people advance their professional development.

Taking Care of Business: Advancing Today's Professional is a conference that will cover a variety of professional development topics including leadership, management, sales and networking. Owners, managers, sales people and those aspiring to advance their professional careers will take away solid advice and new ideas. The program will offer insightful presentations, engaging breakout sessions and a quality program booklet that includes the handouts and resources from each speaker. The economical registration fee of \$50/member and \$75/non-member includes all conference materials, a continental breakfast and lunch.

Watch upcoming editions of the *Connections* newsletter for future announcements about speakers and breakout sessions. Special thanks to returning program sponsor United Concordia Dental as well as supporting sponsors Central Penn Business Journal and Comcast Spotlight. A limited number of supporting sponsorships are still available. Contact Tammy McCrae at tammy@wschamber.org for more information about how you can support this dynamic event's success.

Business Women's Forum Promises Day of Development and Networking

Business women looking for networking and professional development opportunities should register today for Business Women's Forum, being held on April 28 from 8:30 a.m. to 4:30 p.m. at the Radisson Hotel Harrisburg Hershey. Sponsored by Members 1st Credit Union and the West Shore, Carlisle and Harrisburg Chambers of Commerce, the Business Women's Forum draws business women from a variety of professional backgrounds and experience levels. From administrative assistants to CEOs, the panel of speakers, exhibit hall and networking opportunities offer something for everyone. It is a day of opportunities for women to lead, influence, and discover career opportunities on a new level.

The day will include small group sessions on a variety of topics throughout the day and an exhibit hall featuring area businesses will offer useful information and products for attendees. Women looking for inspiration, business connections and quality professional development can visit www.businesswomensforum.com for a complete event schedule, sponsorship information and to register to attend.

UPCOMING EVENTS

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

- **4/14 April Networking Mixer, 5:00 p.m. - 7:00 p.m.**, Integrity Bank, 3345 Market Street, Camp Hill - Join the West Shore Chamber of Commerce for an evening of business-to-business networking. Mixers offer an opportunity to meet new Chamber members and expand your professional network. Mixers are free to attend, but registrations are requested. Non-member guests may attend up to three free Chamber events.
- **4/14 Success by 6 Breakfast Discussion: Early Education, 7:30 - 9:00 a.m.**, Carlisle Country Club, 1242 Harrisburg Pike, Carlisle - Join the Carlisle and West Shore Chambers of Commerce for a breakfast discussion on early education, featuring Emily Stover DeRocco, President, The Manufacturing Institute, affiliate of the National Association of Manufacturers. The cost to attend is \$20/member and \$32/non-member. The cancellation/refund deadline is April 11.
- **4/20 Spotlight Lunch, 11:30 a.m. - 1:00 p.m.**, Liberty Forge, 3804 Lisburn Road, Mechanicsburg- Spotlight Events offer Chamber members the opportunity to network and learn more about their fellow member businesses while enjoying a delicious lunch buffet and hearing from sponsors Classic Drycleaners and Laundromats, Joseph T. Simpson Library and PSECU. The cost to attend is \$25/member and \$35/non-member and includes lunch. Remember to bring plenty of business cards. The registration/cancellation with refund deadline is Monday, April 18.
- **4/26 Cumberland County Commissioners' Forum, 7:00 - 8:30 p.m.**, Anita Tuvin Schlechter Auditorium at Dickenson College, Carlisle - The Carlisle and West Shore Chambers, in partnership with the Harrisburg Regional, Mechanicsburg and Shippensburg Chambers, will host a forum for the Cumberland County Commissioner candidates. The candidates are: Barbara Cross, Gary Eichelberger, Michael Fedor, Bryan Gembusia, James Hertzler, Sean Shultz and Kirk Wilson. There is no cost to attend this event.
- **4/28 - Business Women's Forum, 8:30 a.m. - 4:30 p.m.**, Radisson Hotel Harrisburg Hershey, 1150 Camp Hill Bypass, Camp Hill - Business Women's Forum (BWF) is a day-long annual conference geared toward professional women. Thank you to presenting sponsor Members 1st Federal Credit Union. To register, go to www.businesswomensforum.com.

CHAMBER SHORTS

■ The Chamber would like to thank the following members who took the time to deliver Membership Directories over the past few months: George Book, Jr., Springleaf Financial Services; Christy Bowman, Courtyard by Marriott Harrisburg West/Mechanicsburg; Sue Frey, JFC Staffing Companies; Jonathan Gray, Liberty Mutual Insurance Group; Rhonda Hebbard, Luxor Events & Marketing; Cheryl Hicks, M&T Bank; Charlene Hobbie, The Hetrick Center; Kristin Hundley, Graphcom Inc.; Raymond E. Hunt, Comfort Inn Capital City; Sam Jones, Lamar Advertising; Zara Korutz, The Sentinel; David Krall, Black Consulting Services Inc.; Robert Manbeck, United Water Pennsylvania; Tom McKee, Wells Fargo Advisors; Ed Metzger, Advanced Window, Inc.; Myles Miller, LeadUP.Biz; Ann Moffitt, Keystone Human Services; Jane Pensyl, CertaPro Painters; Keith J. Schneider, Stanley Convergent Security Solutions; Phil Shenk, Shenk Athletic Equipment Company; Lynn Smolizer, The National Civil War Museum; Gina Staton, New Hope Ministries; Ana Yost, Susquehanna Bank; and Chick Zoll, Don Jacobs Insurance.

■ **The Chamber would like to welcome Christine M. Gehr as its new Membership Director.** Chris is charged with recruiting new members, fostering relationships and ensuring satisfaction of current members. If you would like to speak with Chris, call her at 761-0702 or email chris@wschamber.org.

■ **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.

■ **Is your business card on the Chamber's Wall of Fame?** Utilize this free benefit of membership and either drop off or mail your business cards to 4211 Trindle Road, Camp Hill, PA 17011.

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

DIRECTORS

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Gary Scicchitano, Vice Chair of Administration
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Andrea Dietz, Vice Chair of Member Services
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Aaron Grumbling, Treasurer
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Geir Magnusson	Lynn Stickler

Kathleen M. Mangan, President & CEO
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Cinco de Mayo Regional Mixer Fiesta Register Today

Spice up your networking at the festive Cinco de Mayo Mixer Fiesta with members of 11 regional Chambers of Commerce. This amazing mixer will take place on Thursday, May 5, at the Conference Center at Shippensburg University, located at 500 Newburg Road in Shippensburg. Last year's event brought more than 500 business people from the area together to enjoy plentiful networking, ethnic food, and mixing with members from the following Chambers: Carlisle Area, Chambersburg, Greencastle-Antrim, Harrisburg Regional, Mechanicsburg, Pennsylvania, Perry County, Shippensburg Area, Tuscarora Area, Waynesboro Area, and West Shore in addition to Cumberland County Economic Development and Shippensburg University. To R.S.V.P. for the event, call 532-5509 or email chamber@ship.org.

Sponsorship opportunities are now available. Many sponsorships include the opportunity to have a literature table or display table available to promote your business to attendees. If you are interested in sponsoring, call Geir Magnusson at 766-1164 for more information.