

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



Members enjoy the catering creations of Giant Foods while networking in a jam-packed room at the December Networking Mixer.



Representative Glen Grell and fellow members celebrate the grand opening of BELCO Community Credit Union's new location on the Carlisle Pike.

Let's Make 2009 a Winning Year

by Chick Zoll, Chairman of the Board

This past year, the Chamber celebrated 60 years of service to its members. So what do we have to celebrate in 2009? The answer is simple - whatever we want! There are always at least two ways of approaching everything. You can be the pessimist, or the opportunist. We all have heard the saying "Successful businesses are run by successful people." Sure, luck may have something to do with it. But, luck is nothing more than an opportunity recognized. For the most part, successful people create successful businesses because they spent many hours setting and achieving goals. We all like being winners.

There are nineteen different committees at the Chamber. Each one has a unique set of goals and objectives to accomplish. The committee chairs have been charged with maximizing results while staying within budget. These committees need your active participation as a volunteer in order to achieve their goals. The West Shore Chamber is solely funded through membership dues and the profits from Chamber events. Your investment in the Chamber through sponsorship dollars has been, and will continue to be, a vital part of supporting the Chamber and identifying your business through this great organization.

Going into the year 2009, we already know the numerous challenges that lay before us, both personally and in our businesses. There will also be opportunities to develop new ideas, new products, new processes and new methods of doing business, while revisiting the basics that we found sound in the past. To help our members meet these goals, the Chamber will add a focus on programs that will provide some basic guidance. "Back to the Basics with the Directors" will revisit personnel issues, office technology, marketing and more. Look for other opportunities available throughout the year in future editions of this newsletter.

This is not the time to bury our heads in the sand and hope this *bad business climate* will pass us by. The West Shore Chamber will stand tall with you and all of the business leaders in this region to make sure that our area continues to be the place in Pennsylvania that is "bucking the trend". It is up to each one of us to make a difference and be a winner!

Chamber Presents "Back to Basics with the Directors" Series

During this time of economic challenge, the West Shore Chamber Board of Directors has generously volunteered its knowledge and expertise for a series of roundtable discussions called "Back to Basics". These discussions will focus on basic business practices made current for today's challenges.

On February 11, Joe Farrell, Farrell Associates LLC, will lead a discussion concerning how to use technology to increase office efficiency. His program will

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February 10

Your Business Plan: Redefine for 2009

February 11

Back to Basics with the Directors - Office Technology

February 17

Joint Chamber Legislative Forum with the Senate

February 19

West Shore Chamber Open House

West Shore
Chamber of Commerce

Inspiring Business

FEBRUARY EVENTS FLYER INSIDE

Sign-A-Rama announces a First Quarter Special 15% discount to all Chamber members for a full or partial vehicle wrap. Take advantage of the most visual form of advertising possible. Everyone will know who you are! Call 724-2221 for details.

Felicita Garden Resort and Spa invites members to save 50% on meeting space rental fees now through March 2009. For more information call the Sales Department at 599-7603, or visit www.felicitaresort.com.

BBEC, Inc. announces Todd Duffie as new president. BBEC, Inc.'s recent projects include The Ortenzio Heart Center at **Holy Spirit Hospital**, Dickinson College Science Center and **Sun Motors**.

Jay Young, of **Nimlok Central PA / Exhibit Studios** will present "How to Plan a Trade Show," on February 4 at 8 a.m. at Gannett Fleming, 207 Senate Avenue, Camp Hill. The cost of the program is \$20/ The Society for Marketing Professional Services members, \$25/non-members. Register online at www.smpscentralpa.org.

Pyramid Construction Services, Inc., a Quandel Enterprises Company, announces the following: construction has begun on the Susquehanna Harbor Safe Haven facility on behalf of the Harrisburg Redevelopment Authority; the completion of office renovations for ZUR Publishing on behalf of Smith Land & Improvement Corporation; the completion of sanctuary renovations at the First United Presbyterian Church located in Newville; and Pyramid has begun renovations to relocate the existing Pharmacy at the **Holy Spirit Hospital**.

Montour Home Comfort Services-Division of Sunoco Inc. asks: Did you know a 275 gallon tank full of fuel oil weighs over a ton? When routinely inspecting a fuel tank, severe corrosion, holes, leaks, and loose piping can be detected. Oil tank inspections are free of charge and reliable with Montour for a clean environment and safe and happy homes. For more information contact Carla Feaser at 564-1440.

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Board Profile



Tammy McCrae: Executive Vice President

On January 15, Tammy McCrae was elected to the position of Executive Vice President by the Chamber Board of Directors. She is "honored to have this vote of confidence from the Board." A part of the Chamber staff since 2005, Tammy is a familiar face to many members through her position as Program Director. She "sincerely appreciates the opportunity to serve the Chamber and the local community," in her new position.

Tammy's strong belief in the Chamber as a solid organization paired with her dedication proves that she will be a strong executive leader. Although the current business climate and the economy presents a "time of great challenge in the community," she is confident that "the Chamber can be a powerful resource to members." Tammy states that "the Chamber is an incredible organization that has a direct influence on the quality of life in central Pennsylvania," and she is "privileged to work for this organization and contribute to its efforts to inspire business."

Your Business Plan: Redefine for 2009

A business plan is a valuable foundation for any business, and with the economic uncertainty of 2009, this is a perfect opportunity for all businesses to revitalize their plans.

The Women in Business Roundtable is hosting a special program, along with the Small Business Development Center, and sponsor Cumberland County Economic Development, on Tuesday, February 10, at the Holiday Inn Harrisburg West, from 11:30 a.m. to 1 p.m. Attendees will learn how to use their business plan as a resource for making business decisions. Each component of a business plan will be discussed including the Executive Summary, Organization & Management, Missions, Goals & Objectives, Products & Services, Marketing Plan, and Financial Plan.

The cost to attend this professional development workshop is \$30 for Chamber members and \$45 for non-members and includes lunch. The Small Business Development Center will be providing handouts and information on helpful websites for businesses to use as resources. The Registration/Cancellation with Refund Deadline is Thursday, February 5.

PFEW Battles "Doom & Gloom!"

The West Shore Chamber Education Committee would like to encourage participation in an exciting one-of-a-kind program, open to all area 10th and 11th grade students. That program, Pennsylvania Free Enterprise Week (PFEW), is completely funded, taught and staffed by practitioners from the Pennsylvania business and industry community. PFEW will be celebrating thirty-one years of quality educational opportunities for Pennsylvania youth this summer.

With the economic doom and gloom lately, PFEW has taken on even greater importance and significance. Said John Trombetta, President & CEO of the Foundation for Free Enterprise Education, "I have rarely seen young peoples' attitudes more cynical or discouraged about business and business people....The mismanagement at some of our major financial institutions, coupled with what might normally simply be a downturn in our economy, has led to widespread mistrust and negativity among our youth in business generally. Fortunately, PFEW can completely transform those attitudes."

PFEW now runs five individual sessions in July and August in Williamsport, PA. If you would like to learn more about this award-winning program and how you can help, please contact John Trombetta at (814) 833-9576 or email him at john@pfew.org.

Business Women's Forum Offers Professional Development Close to Home

Business Women's Forum is the largest one-day professional development conference and tradeshow designed for professional women in our region. Hosted by the West Shore, Carlisle and Harrisburg Chambers of Commerce, the Forum will take place at the Pennsylvania Farm Show Complex on Thursday, April 2.

The luncheon keynote speaker, Vicki Hitzges, is an internationally recognized speaker with a strong background in journalism and public relations. She's interviewed Bette Midler, Elizabeth Taylor, Arnold Schwarzenegger, Farrah Fawcett, and Bill Cosby, and has worked closely with motivational speaker Zig Zigler. She was the first female speaker ever invited to address the California Business Leadership Summit. The following year she was invited back as a special guest to meet the second female speaker, former British Prime Minister Margaret Thatcher. Hitzges has spoken to enthusiastic audiences across the United States as well as in Canada, Thailand, Panama and New Zealand.

The morning keynote speaker is Debra Pierson, Founder and Owner of Pierson Computing Connection Inc. Recognized by peers and clients as the gold standard in IT implementation, PCCi continues to deliver unsurpassed quality, seamless connectivity, and amazing customer satisfaction and is nationally certified through the Women's Business Enterprise National Council in PA, MD, DE and NC.

The breakout sessions for 2009 promise to be the most informative and compelling sessions in the history of the Forum. Topics include sales strategies, entrepreneurship, leadership, overcoming adversity, business etiquette, conflict resolution and business ethics.

Make plans to attend and make connections that lead to success, influence the way you grow your business, and help you discover how to get ahead. For more information and to register, go to www.businesswomensform.com. Take advantage of the early bird registration fee of \$120 before March 1. Note: There is a new group ticket discounting program for organizations registering five or more employees.

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include electronic filing of documents, creating a paperless environment, use of remote access tools, and backing up data electronically to a remote site. Go green, save money and time, and learn how to get the best return on your investment with the technology that you most likely already own.

On March 4, Bill DeVore, integra Print & Image, will lead a discussion on sales strategies to grow your business. Sales are at the heart of business growth and effective sales strategies make a real difference to any business's bottom line. Attendees will discuss methods they can use to increase their sales volume to grow their business.

Back to Basics seminars are conducted over coffee in the Chamber Board Room and cost \$20 per member and \$30 per non-member to participate. Space is limited so reserve early at www.wschamber.org.



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Laurie K. Bodisch has been named vice president and wealth management sales officer in the Clermont Wealth Strategies Division for **Fulton Financial Advisors**.

Brown Schultz Sheridan & Fritz (BSSF), announces that effective January 1, 2009, the accounting firm of Bazella Dombrowski & Company, CPA's will be merged into the BSSF practice. The firm will retain the name Brown Schultz Sheridan & Fritz and the Lancaster office will relocate to 227 Granite Run Drive, Suite 200, Lancaster, PA 17601. BSSF was nationally ranked the 20th *Best Accounting Firm to Work for* in the medium-sized category and ranked the 25th Best Place to Work in PA 2008 in the medium sized category in the January 5, 2009 issue of *Accounting Today*. Visit www.bssf.com.

Belco Community Credit Union teamed up with the Hershey BEARS for the annual Teddy Bear Toss on December 6, 2008. There were 6,200 bears and stuffed animals (nearly 2,000 more than last year) collected and donated for local children and families in need. Belco will distribute many of the bears to local charities and to children in hospitals all over central Pennsylvania, including **Holy Spirit Hospital** and **New Hope Ministries**. For more information, visit www.belco.org or call 232-3526.

New Hope Ministries will expand its crisis assistance service area to include residents of Camp Hill, East Pennsboro Township, Enola, Lemoyne, New Cumberland, and Wormleysburg. Families in need may contact the New Hope center located in Mechanicsburg at 15 State Road by calling 766-7333. This expansion was made possible in part by a grant from the **United Way of the Capital Region** and several other funders in the community.

Harrisburg Auto Auction participated in two charitable causes this past holiday. They collected toys for **Volunteers of America**; as well as cash donations to purchase gifts for older children. Secondly, the employees "adopted" a family through a local school program to help those who have fallen on hard times during the holidays. Harrisburg Auto Auction supports many local causes and

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charities including **United Way** and the **American Cancer Society**.

Central Penn Business Journal is presenting a webinar on how your company can be a Best Place to Work in PA Company, on February 4, from 2- 3 p.m. One site registration fee of \$70.00 entitles any number of employees the opportunity to "attend" the webinar presented by Dr. Scott Cawood, VP of Worldwide Human Resources for Synegy and co-author of Destination Profit: Creating People-Profit Opportunities in Your Organization. Contact Beth Feltenberger at 236-4300 by January 30 to register.

The Second Mile founder Jerry Sandusky, will be joined at the annual Celebration of Excellence by special guest, Lou Holtz, on March 27, 2009 at the **Hershey Lodge** at 6 p.m. Call Heather Fox-Kauffman at 763-4614 for sponsorship and ticket information.

Tom Russell, President, **Junior Achievement of South Central PA**, on behalf of the Staff and Board of Junior Achievement, thanks members for their support of JA. Because of volunteer efforts, more than 38,000 students in South Central PA will experience JA programs this year.

Daniel Stone, BA, CSCS, ES of **Central Pa Rehab Services** will present: Exercising with Diabetes, a free one-hour presentation from 6-7p.m. on February 4 at CPRS Physical Therapy, 102 North Baltimore Street, Dillsburg. Those in attendance will be eligible to win a free month of Wellness/Fitness Membership at CPRS. Contact Krystal Campbell, CPRS DBG Wellness Coordinator, at 432-8110 to register by February 2.

Landmark Commercial Realty, Inc. handled the following transactions: the acquisition of a 10,000 sq. ft. office building at 2 Kacey Court, Mechanicsburg; the acquisition of an 8,797 sq. ft. office building at 4601 Devonshire Rd., Harrisburg; the acquisition of a 4,050 sq. ft. office building at 850 Wesley Dr., Mechanicsburg; the purchase of a 4,000 sq. ft. Commercial Plaza located at 4-8 Fisher Ave., Johnstown; Senate Republican Campaign Committee has leased 923 sq. ft. of office space at 500 N.

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Chamber Announces New Directors, Officers and Committee Chairs

The membership approved seven new Directors for terms ending December 31, 2011: Autumn Lang, Capital BlueCross; Geir Magnusson, Super Spray Car Wash; Jeian Rauchut, Integrity Bank; Gary Scicchitano, Visiting Nurse Association of Central Pa. Inc.; Phil Shenk, Shenk Athletic Equipment Company; Kipp Stecher, AmeriChoice Federal Credit Union; and Lynn Stickler, Journal Publications Inc.

The Board of Directors also announced its officers for 2008:

Chairman of the Board.....	Chick Zoll
Immediate Past Chair.....	Kerwin Stetler
Vice Chair of Administration.....	Bill DeVore
Vice Chair of Community & Economic Development.....	Robert Saline
Vice Chair of Governmental Affairs.....	Tammy Shearer
Vice Chair of Member Services.....	Jennifer Buehler
Treasurer.....	Aaron Grumbling, CPA
President and CEO.....	Edward Messner
Executive Vice President.....	Tammy McCrae

The Board thanked the following out-going directors whose terms expired December 31, 2007: Andrea Dietz, Urology of Central Pennsylvania; Robert Lauriello, PE, RETTEW Associates, Inc.; Jim McGraw, Joseph McGraw, Inc.; Bruce Seagrist, McKonly & Asbury, LLP, CPA's.



Incoming Directors Phil Shenk, Kipp Stecher, Autumn Lang, Jeian Rauchut, Lynn Stickler, Gary Scicchitano and Geir Magnusson were elected at the Annual Meeting.

Photo Credit: The Camera Box

The Chamber thanks outgoing Directors Jim McGraw, Andrea Dietz and Rob Lauriello for their commitment to its members. Not pictured: Bruce Seagrist.



Photo Credit: The Camera Box



Photo Credit: The Camera Box

The Chamber recognizes Board officers Bob Saline, Tammy Shearer, Chick Zoll, Kerwin Stetler, Bill DeVore, Aaron Grumbling, and Jennifer Buehler.

*The Chamber's sincere apologies go to Robb Keith, Member's 1st Federal Credit Union, for failing to introduce him as a past recipient of the George Hoopy Award.

New Members

The following new members were acknowledged and approved by the Chamber's Board of Directors at their December meeting.

1st Choice Financial Group

Kathrina Nease
340 N. 4th Street
Enola, PA 17025
732-6456
Legal Service
www.1stchoicetagandtitle.com

Ameriprise Financial Services, Inc.

Ryan Stephenson
3500 Market Street
Suite 200
Camp Hill, PA 17011
441-1503
Financial
www.ameriprise.com

Keystone Human Services

Ann Moffitt
124 Pine Street
Harrisburg, PA 17101-1208
232-7509 x133
Counseling
www.keystonehumanservices.org

LAFOLOT

Helen Marie Szollosy
131 Easterly Drive
Mechanicsburg, PA 17050
542-6127
Counseling
www.lafolot.com

Annual Meeting Celebrates Member Success

At the 2008 Annual Meeting and Luncheon on January 15, 2009, Chairman Chick Zoll presented the Chamber's highest honors: the George C. Hoopy Award, the Les Ginanni Business & Community Connection Award, and the Inspiring Business Award, to three outstanding members.

The George C. Hoopy Award was awarded to Kerwin Stetler, CFO of Pyramid Construction Services, Inc. Kerwin fully embraces his Chamber membership by being a constant presence at Chamber events and meetings. Kerwin said that his "commitment would not be possible if it wasn't for his family, especially his Father who gave him a strong civic foundation, his supportive employer, and the staff which helps make the Chamber a dynamic association."*

The Les Ginanni Business & Community Connection Award recipient, Frederick Lovelace, is the founder and President of The VitalLink Consulting Agency. Fred has continuously contributed to the community both through his business and personally. In his acceptance speech, Fred said "I am involved because I believe in what these organizations stand for, and what they do for a community."

Inspiring Business Award winner William DeVore, of integra Print & Image, was recognized as a member who lives the Chamber's brand of "Inspiring Business." A strong advocate of the Chamber of Commerce, Bill believes in an "obligation to share knowledge" through actively mentoring other Chamber members.



Fred Lovelace is presented with the Les Ginanni Business & Community Connection Award by 2004 recipient Susan Staub as Ed Messner looks on.

Immediate Past Chair Kerwin Stetler accepts the George C. Hoopy Award from Board Chairman Chick Zoll.



2007 honoree Rhonda Hebbard presents the 2008 Inspiring Business Award to Bill DeVore.



Photo Credit: The Camera Box

3rd St., Harrisburg; the lease of a 916 sq. ft. of office space at 3314 Market St., Camp Hill; the lease of a 857 sq. ft. office space at 3544 N. Progress Ave., Harrisburg; the lease of 600 sq. ft. of office space at 600 N. 3rd St., Harrisburg; and the lease of space at 107 N. Front St., Harrisburg.

Herbert, Rowland & Grubic, Inc.

(HRG) has hired Mark Perry as a lead engineer in the Water & Energy Group of its Harrisburg office.

Art Campbell of CAMPBELL Commercial Real Estate, Inc.

represented **Duquesne University** in the sale of a 13,000 sq. ft. building at 1007 Mumma Rd., Wormleysburg.

The Deeter Gallaher Group LLC

has won three International Association of Business Communicators (IABC) Harrisburg Capital Awards and a Public Relations Society of America (PRSA) Capital Region Chapter Keystone Award.

RETTEW Associates Inc. has promoted James R. Caldwell from project manager to group manager in the firm's Lancaster civil/municipal group.

New member Helen Szollosy of **LAFOLOT.com** is looking forward to bringing Laughter Wellness awareness to central PA with motivation and inspiration talks. Laughter wellness, supported by the Arthritis, Heart and Diabetes Associations, is for people of all ages, shapes, sizes and abilities. Visit www.lafolot.com or call 542-6127 for more information.

Kenneth R. Shoemaker, President and CEO of **Orrstown Bank**, announces that Orrstown Financial Advisors has earned the Bar Financial Network "Program of the Year" Award, which recognizes the group that shows the best performance in production, customer service, broker-dealer cooperation and other factors.

Become a Daffodil Days Coordinator to bring the flower of hope to your business or organization. Coordinators collect Daffodil orders within their place of business, submit their order to the **American Cancer Society** by February 23, and arrange for the delivery or pickup of the flowers during the week of Daffodil Days, March 16 -22. Find out

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more by visiting www.cancer.org/daffodilsonline or calling 909-9747.

Carlisle Expo Center will hold 2 public events in February: Savor the Flavor Food Show 2/22; and a Gun & Knife Show 2/28 - 3/1. For more information contact Fran Kachnoskie at 243-7855 ext. 164 or visit www.CarlisleExpoCenter.com.

McKonly & Asbury LLP is proud to announce that effective January 1. **Mark Heath, CPA** has been promoted to **Partner**.

SF&Company, CPAs and Business Advisors and Dotzel & Company, Inc., announce the merger of the two firms, effective January 1. They will operate together under the name **SF&Company**.

Thomas, Thomas & Hafer announces the addition of Richard S. Wade to the firm.

High Associates Ltd handled the leasing negotiations of a 3,000-square-foot warehouse in Newberry Township.

Holly Williams Leppo, AIA, an architect and interior designer with **SMB&R, Inc.**, has been named to Building Design + Construction magazine's "40 Under 40: Superstars of the Architecture, Engineering, and Construction Industry". She will be profiled in the January 2009 issue, scheduled for release in early February. SMB&R, Inc. has been named a Minority Business Enterprise by the Pennsylvania Bureau of Minority and Business Opportunities.

To celebrate the New Year, **Executive Books** has added over twenty new titles to our clearance page! Quantities are limited and with discounts up to 91%! Visit www.ExecutiveBooks.com to get the best deals while they last.

Whitaker Center for Science and the Arts presents the return of *The Dark Knight: The IMAX Experience* in Select Medical IMAX Theater January 23 - March 21. For more information on tickets and show times, please call 214-ARTS or visit www.whitakercenter.org.

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Member Renewals

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

31-40 years

Dairy Queen of Mechanicsburg
West Shore Country Club

21-30 years

Harrisburg Auto Auction
Journal Publications Inc.
Lawns Unlimited Inc.
Wolf's Bus Lines Inc.
Zimmerman's Automotive Service Inc.

11-20 years

Greater Harrisburg Area SCORE Chapter
Hempt Bros. Inc.
Hilton Harrisburg
Lemoyne Sleeper Company Inc.
Northern York County School District
Senate of Pennsylvania
The Virginia Nut Shop Inc.

6-10 years

American General Financial Services
Brian Reed Landscape Design Inc.
Brittain and Associates
Dairy Farmers of America
Hassinger & Company Inc.
Mechanicsburg Area School District
Oxford Manor Apartment Associates
Pennsylvania-Delaware District Council
PRworks Inc.
Silver Spring Golf Course
SPACEMART Self Storage
Total Vision Care
West Shore Evangelical Free Church
West Shore Surgery Center

1-5 years

Aflac
Asphalt Maintenance Solutions of
Central PA
Barbizon Modeling and Acting
Black Consulting Services Inc.
BSI Exhibits
Courtyard by Marriott Harrisburg West
/Mechanicsburg
Donald L. DeMuth Professional Mgmt.
Con.
Flinchy's
Intentional Choices
Kathie's Christmas
Kline's Quality Mowing & Landscaping
Inc.
Knisely Shredding
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Lawyers Realty, LLC
PennLive.com
Pro-Form Seamless Spouting LLC
The Proper Printer Inc.
United Water Pennsylvania
Zerodraft Central Pennsylvania



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

Trade Shows Offer Members Major Benefits

Many entrepreneurs consider exhibiting business 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 is the largest Chamber networking 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 ideas to your market audience.

Reach a specific audience - Trade shows are designed to reach specific target audiences. Find out if the show's participants are your main target audience. If not, test the new market to yield more potential sales.

Improve and extend your company's image - Enhance your image and visibility while establishing a presence in the marketplace.

Canvas your competition - Check out what other business in your industry are doing.

Recruit dealers or employees - In addition to customers, you can find potential leads on suppliers, dealers or even employees, by utilizing the networking opportunity of walking around the show.

Inform/educate your marketplace - When you educate attendees about the services and products you provide, you're placing your business front and foremost. 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, Member to Member Connections (direct mail), and Mailing List Rentals at budget friendly prices. Call the Chamber today at 761-0702 to reserve a booth for Business & Industry Night, Business Women's Forum, or to learn more about pre-show marketing opportunities.

Annual Review Goes Green

The West Shore Chamber 2008 Annual Review will be published exclusively online this year. Not only is this better for the environment, it is better for our members. The online version gives the Chamber the option of economically publishing a full-color review with more facts and figures, more information, more testimonials and more photos. Please log on to www.wschamber.org in mid-February and enjoy looking back at the Chamber's celebratory 60th Anniversary year. For those who want a keepsake copy, the Review will be an Adobe PDF file available for downloading.

Chamber Icon Will Be Missed

The West Shore Chamber wishes to honor the passing of R. Furman "Buff" Hawley, a long-time active member and past president. During his many years at the Chamber, Buff served as a member on every committee. He was a giving man with a lot of patience and enthusiasm, even during tough economic times. Whenever you needed Buff, he was there.

Buff graduated from Millersburg High School, Colgate University and the Stonier Graduate School of Banking. He worked in the banking industry for thirty-four years and retired as Vice-President of Commercial Lending for PNC Bank's Camp Hill branch. Buff also served on the Lower Allen Board of Commissioners for eighteen years and was an active volunteer in his community. He was 74 years old.



Enginuity Energy LLC will hold a press conference to announce a new strategic business partnership and the introduction of new alternative energy technology on February 5. Eco-remedy technology produces clean green energy from agricultural biomass and can perform up to 500 times cleaner than exiting fossil fuel power plants. An Eco-remedy energy plant can produce enough energy to power approximately 5,900 homes and offset the natural gas use of 7,900 homes. For additional information or to RSVP for the event, visit www.enginuityenergy.com.

A custom designed **Igneous Rock Gallery** water fountain will be on display at the 2009 PA Home Show's Showcase Home, February 28 - March 8 at the Farm Show Complex. The Showcase Home (including fountain) will be auctioned at show's end, with proceeds benefiting **Cumberland Perry Area Vocational Technical School**. Igneous Rock Gallery hours are by appointment. Call 805-4304 or visit www.igneousrockgallery.com.

Cleve J. Fredricksen Library will host Murder... by the Book: Murder Mystery Dinner Theater on March 11 at 6:30 p.m. and March 14 at 6:30 p.m. Tickets are \$30.00 per person. Call 761-3900 x225 to register.

Konhaus Marketing & Communications is sponsoring the 5th Annual Randi's Race on Saturday, May 9. This 5K Run/Walk is in memory of Randi Lee Trimble, who was murdered in East Pennsboro Township in 2003 by a hit man hired by her husband. Proceeds benefit Domestic Violence Services of Cumberland & Perry Counties. For registration information visit www.dvscp.org.

Useful Internet Resources

Visit Cumberland County's official website at www.ccpa.net.

net for a wealth of information on Business, Government, and the Community.



CONNECTIONS

Connections is published monthly by the West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill, PA 17011.

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Chick Zoll, Chairman of the Board
Bill DeVore, Vice Chair of Administration
Bob Saline, Vice Chair of Community
& Economic Development

Tammy Shearer, Vice Chair of Governmental Affairs
Jennifer Buehler, Vice Chair of Member Services
Aaron Grumbling, Treasurer
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Member Mentor Networking Tip of the Month

“The trouble with networking events is that I don’t know anyone in the room.”

It’s not who you know in the room, but who you get to know in the room. You can count on Member Mentor Committee members to help you get to know people! You will recognize them by the green ribbons they wear. Make your first stop a Member Mentor, and that “trouble with networking events” will disappear!

West Shore
Chamber of Commerce

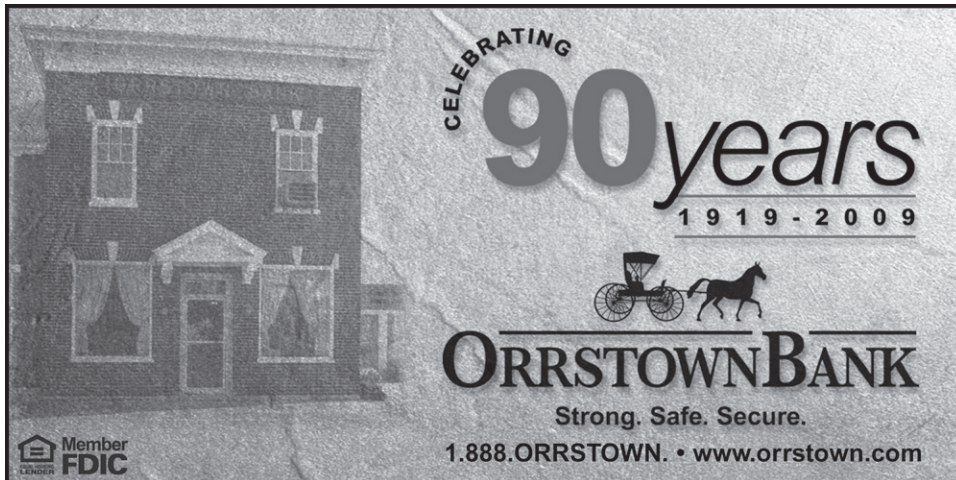


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