

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



Photo Credit: Camera Box

Chair of the Board Bill Devore delivers a state of the Chamber Address at the Chamber's Annual Meeting & Luncheon on December 8.

Letter from the Chamber President



This past year has been exciting, event-filled and productive for your Chamber. Many hours of hard work, creative thinking and moving outside of our comfort areas have led to a revitalized and growing organization with a new outlook on the future of the Chamber and the West Shore as a whole. I am proud to be a part of this change, and look forward to what will come in the future.

You may have noticed some of these changes. You may have been part of the movement to change. Maybe you see there is a renewed sense of mission and purpose. Whichever viewpoint you enjoy, I'd like to assure you that this train has just begun to roll down the tracks. There is still an enormous amount of work

to be done and innumerable opportunities for us to explore.

Many innovative and exciting things have happened and continue to happen each day. I encourage all members to join in and become a part of it. Through active participation in the Chamber, its committees and all the wonderful networking and educational opportunities offered each year, I'm certain you see will a great return on your membership investment. It's no wonder that the Chamber enjoys the continual participation of close to 900 member businesses, some that have been members for over sixty-two years. The heart of the Chamber is its membership and I look forward to your input into our combined success in 2011.

Exhibit at Business Women's Forum 2011

Business Women's Forum (BWF) 2011 will be held on Thursday, April 28, at the Radisson Hotel Harrisburg Hershey. BWF is a day-long annual conference geared toward women professionals. It is a product of three Chambers of Commerce working together: the Greater Carlisle Area Chamber; the Harrisburg Regional Chamber; and the West Shore Chamber, with the mission of providing opportunities for business women to develop additional leadership skills in a motivational and supportive environment. Thank you to presenting sponsor Members 1st Federal Credit Union.

Women who attend BWF have the opportunity to network with other women from a variety of backgrounds and organizations. They are able to develop their professional skills while gaining personal growth in a variety of other areas, such as work/life balance, health and wellness, and business. Because the event allows women to rejuvenate and reinvent themselves professionally, socially, and personally, attendees consider this event a "must attend" and return year after year.

If you have a product or service for this target market, you cannot afford to miss this show. The cost to exhibit is \$500 for a single booth and \$900 for a double booth. Payment is due by January 14. Also, various sponsorships are available. To be a part of the Business Women's Forum 2011 on April 28, contact Megan Kraemer, Business Women's Forum Event Administrator, at the Greater Carlisle Area Chamber of Commerce at (717) 243-4515 or email mkraemer@businesswomensforum.com.

Jan. 12
January Networking Mixer

Jan. 13
S.P.A. Time with Soni Dimond

Jan. 17
Capital Region COG Annual Meeting

Jan. 19
Spotlight Breakfast

Feb. 1
Doing Business with the Federal Government

West Shore
Chamber of Commerce

Inspiring Business

?????

The Value of Your Newsletter Support

Commentary by: Robert Manbeck, Public Relations & Marketing Committee Chair, Director



In today's economy, business owners need to get the best value for their advertising dollars. The West Shore Chamber of Commerce offers an affordable opportunity through its monthly newsletter, Connections. Connections is mailed to the Chamber's entire membership and in a recent survey, more than 98% said they read and share it in their office. Additionally, the current Connections is available on the Chamber's website for a month and in the newsletter archives for an entire year. This useful newsletter keeps members apprised of the latest happenings within the Chamber and business community.

If you are wanting to stretch your advertising dollars and make an impact, the following low cost options are for you: Connections Newsletter advertising is available in a variety of sizes, ranging from 2.5" x 2.5" to 5" x 5". Advertising in this highly-read publication puts your business's message in 1,000 print copies and unlimited exposure online.

Connections Newsletter sponsorship is an exclusive opportunity where your business can be featured on a 8.5" x 11" flyer in the centerfold of the newsletter. As a newsletter sponsor, you will also gain front page recognition and a link to your website in the online edition.

By taking advantage of these benefits, you will be able to promote your business to other members and the general public. Chamber newsletter sponsorship and advertising allows you to build a stronger network of business contacts.

Chamber Announces Business Achievement Award Recipient

The West Shore Chamber of Commerce and sponsor Metro Bank are pleased to announce the winner of the 2011 Business Achievement Award. Salvatore D. Fazzolari, Chairman, President and Chief Executive Officer of Harsco Corporation, will be presented with this distinguished honor on February 24, 2011, at the Radisson Hotel Harrisburg Hershey.

Mr. Fazzolari became Chief Executive Officer of Harsco Corporation on January 1, 2008. He was subsequently elected Chairman in April 2008, and added the office of President in July 2010. He joined Harsco Corporation in 1980 and throughout the past 18 years, has served in the senior management of the company, playing an instrumental role in Harsco's significant growth as a major worldwide industrial services and engineered products enterprise. Harsco currently operates in approximately 55 countries worldwide, employs approximately 19,000 people and has revenues in excess of \$3 billion. Since becoming Chairman and CEO, Mr. Fazzolari has defined and led a strategic business transformation for the company centered on further global expansion with a significant emphasis on emerging markets, improving the overall efficiency and effectiveness of operations through the "OneHarsco" initiative, and positioning the business for long-term growth as a knowledge-based solutions company underpinned by technology and innovation.

A graduate of Penn State University, Mr. Fazzolari was recently honored as an Alumni Fellow, the highest honor given to an alumnus by the Penn State Alumni Association. He is a member of the American Institute of Certified Public Accountants and the Pennsylvania Institute of Certified Public Accountants. He is also a member of the Board of Directors of Susquehanna University and has presented to the Tuck School of Business at Dartmouth College.

Attendees will have an opportunity to enjoy a business-to-business networking, lunch and hear remarks from this year's award recipient. The cost to attend is \$35 per Chamber member and \$45 for prospective members. Tables of eight are available. The registration/cancellation with refund deadline is Monday, February 21.

Free Workshop on Doing Business with the Federal Government

The Chamber's Economic Development Committee is pleased to offer a free workshop for members on "Doing Business with the Federal Government" on February 1, 2011, from 9:00 a.m. to noon at the Chamber office. If yours is a small business wanting to expand by selling to the federal government, you won't want to miss this event. Attendees will gain valuable insight on: how to register; obtaining small business certifications; finding opportunities; marketing your business; federal supply schedules; tips to prepare your offer; and how to seek additional assistance.

The workshop will be conducted by George Murray, Business Development Specialist with the Small Business Administration (SBA) in Philadelphia. In his current role at the SBA, Mr. Murray focuses on government contracting for several counties in the Philadelphia District territory. His primary responsibilities include conducting informational sessions that teach small business owners the process of doing business with the federal government and small business contracting programs; providing support to companies that are certified in the SBA's 8(a) Business Development Program; and providing general business assistance to small business owners inquiring about the SBA.

This program is offered at no charge to Chamber members, and seating is limited, so please register early by visiting the events calendar at www.wschamber.org for this business-building opportunity.

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Chamber Unveils 2011 Membership Directory

The Chamber is proud to announce that the West Shore Chamber 2011 Membership Directory & Business Resource Guide is now available. This new and improved directory features a combination of pertinent area and Chamber information, including school districts, community profiles, a sampling of Chamber accomplishments and most importantly a full membership listing. Complimentary copies are now available by visiting the West Shore Chamber's office located on 4211 Trindle Road, Camp Hill. The Chamber's office hours are 8:30 a.m. to 4:30 p.m., Monday through Friday. An online search of the membership directory is also available at www.wschamber.org.

The Chamber Directory delivery project, Members on a Mission, is now underway. Make personal contact with fellow members and build or make relationships by becoming a Directory deliverer. Members who are interested in delivering directories can choose by company, zip code, and business category. To become a Directory deliverer contact Mary Clayton at 761-0702 or mary@wschamber.org by Friday, January 7, 2011.

Spend Some S.P.A. Time with Soni Dimond

On January 13, from 5:00 - 7:00 p.m., the Women in Business Roundtable will host "S.P.A. Time with Soni Dimond" at Laguna Point Salon & Day Resort. The committee is proud to welcome nationally renowned communication coach, author, publicist and media relations specialist Soni Dimond as the keynote speaker at this event. So, what is S.P.A. Time? At this event, Soni will give members advice on how to: create a positive SPIRIT, improve PERSONAL well-being and relations, and reap the benefits from ACTIVITIES on a business and volunteer level.

Attendees will enjoy hors d'oeuvres and beverages by Cornerstone Coffeehouse & Culinary Kitchen and wine from Origins Excel Wine & Spirits. The first 15 attendees to register will win their choice of a paraffin hand treatment, massage, make-up consultation, hair consultation, or a microderm hand immediately following the event. The treatments will extend the evening until 8:00 p.m. for these fortunate attendees and are courtesy of Laguna Point Spa & Day Resort.

If you are looking for valuable ideas, tips and techniques for creating successful and positive relationships, you will not want to miss this event. Take some S.P.A. time for yourself and create a new you this year by coming to this inspirational evening. The cost to attend is \$25 per member and \$35 per non-member. Attendance is limited to the first 50 attendees, so be sure to visit the events calendar www.wschamber.org today and register early. Thank you to sponsors Holtgate Podiatry, Neil Funeral Home, and Strategic Consulting Partners.

Spotlight Event Makeover Shakes up Networking in 2011

Spotlight events are back and better than ever in 2011! Join business associates for a delicious breakfast and excellent networking at the first Spotlight event of 2011 on January 19 at the Holiday Inn Harrisburg West from 7:30 - 9:00 a.m. Spotlight event sponsors Comcast Spotlight, Pennsylvania American Water and WPS Solutions will kick-off the event by stepping into the spotlight and letting members know more about their businesses.

The Program Committee has made some exciting new changes to the Spotlight event structure. This makeover will begin at the registration table where your nametag will be color coded to a corresponding table. This ensures that you will be networking with people from a wide variety of the membership. Members interested in a chance to give their own 30-second mini-commercial can submit a business card at registration for a lottery drawing. Following sponsor presentations, winners will be drawn to step into the spotlight and tell the entire audience more about themselves and their businesses. The event will end with designated time for open networking. The cost to attend is \$20/member and \$30/non-member.

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.

Cleve J. Fredricksen Library will hold the 2nd Annual Birdie for Books! Mini-Golf on February 26, from 10 a.m. to 6 p.m. Come play 18 challenging holes inside the Library, featuring sand traps, spiraling tubing, and menacing greens. For more info, call Jesse McCree at 761-3900.

Orrstown Bank announces Zach Flynn, Senior Vice President, Regional Senior Loan Officer for Orrstown Bank's West Shore region participated in the November 12, VisionGroup Ventures' groundbreaking ceremony in Susquehanna Township.

NAI CIR announces the following transactions: **The Bill Gladstone Group** handled the 6,498 SF lease transaction at 4242 Carlisle Pike, Hampden Twp., and represented the landlord in the 1,150 SF lease at 4109 Derry St., Swatara Twp., and represented the tenant in the 20,000 SF lease at 2925 Schoenersville Rd., Lehigh County, and represented the buyer in the purchase of a 51,774 SF warehouse at 3400 Industrial Rd., Hbg., and represented the landlord in the 2,080 SF lease transaction at 5140 Jonestown Rd., Lower Paxton Twp.; **Craig Rahn** represented the seller with a sale of a 42,315 SF warehouse at 925 Bottle Dr., Paxinos, Northumberland County.

Harrisburg Academy announces 2010-11 Board of Trustees; Thomas Schmidt III (President), Joyce Kantor (Vice-President), Linda Goldstein (Secretary), Jayne Abrams (Treasurer), Pankaj Agarwal, Stephanie Balmer, Elizabeth McInnis Benito, Keith Clark, Helen Colvin, Joyce Davis, Benedict Dubbs, Tom Kirchoff, Jill Kusic, Joyce Levin, Martha Levine, William E. Miller, Jr., Mayur Patel, Addison Taliaferro, Jr., Gene Trindell, Larry Warkoczski, and Ellen Warren.

Harrisburg Academy congratulates 2011 National Merit® Scholarship Program scholars: Peter Stone '11 and Julianne Thompson '11. Jacob Halbert '17 and James Wilson '11 were nominated and chosen to participate in two prestigious extracurricular leadership conferences in 2010.

Boyer & Ritter, Certified Public Accountants and Consultants announces the relocation of the Chambersburg Office. The office is located at 1137 Kennebec Drive, Chambersburg. Phone and fax numbers will remain the same. Contact Jen DeGaetano at 761-7210 or email jdegaetano@cpabr.com.

(Continued on next page)

On-Line Publishers, Inc. announces that the North American Mature Publishers Association recently recognized Lancaster County-based On-Line Publishers, Inc. with eight Media Awards. For the third consecutive year, *b magazine*, On-Line Publishers' full-gloss magazine for Central PA's baby boomers, earned first place in both General Excellence and Overall Design.

Shaklee Independent Distributor is offering a January - February Chamber discount of 15% on cold and flu prevention supplements. For info, call Andy Costantine at 609-0311 or www.andycostantine.com.

Harrisburg Area Riverboat Society announces a 25% discount on the charter fee for West Shore Chamber members if booked during the month of January. For info, call 234-6500 or www.HarrisburgRiverboat.com.

Keystone Service Systems Inc. hosted a group of emerging Russian leaders participating in the Open World Program from December 3-11, in Harrisburg. The delegation observed the programs of Keystone Human Services, along with other social service agencies.

First Data Merchant Services announces the new TransArmor Payment SecuritySolution that protects cardholders' data at the point of sale through approval, and then tokenization transforms the cardholder's data into a randomly assigned token number that can never be used to conduct a fraudulent purchase.

SF&Company CPAs and Business Advisors announces the following: Matthew Conrad, CPA, has accepted the position of Small Business Services Director; Lynn Craig, CPA, Senior Manager, recently gave two educational presentations regarding tax exempt organizations to the Home Associations.

Proforma Impressions Inc. recently created three video presentations for an upcoming tradeshow for a student financial processing company.

The Foundation for Enhancing Communities announced the last grants of 2010 to local nonprofit agencies awarded through the Greater Harrisburg Foundation. \$65,956.35 was distributed through this last round of grantmaking. A total of \$260,979.35 was distributed for the year of 2010 through the Greater Harrisburg Foundation's competitive grantmaking process; The Women's Fund awarded the following: \$1,000 for the Middletown Teen Girl Program to

(Continued on next page)

New Members

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

Alliance Computer Stores Inc.

Chad Nagle
5520 Derry Street
Harrisburg, PA 17111
920-0300
Computer Services/Sales
www.alliancecomp.com

Bangkok Wok Inc.

Charles Martz
125 Gateway Drive
Suites 111 & 113
Mechanicsburg, PA 17050
795-7292
Restaurants

Big Brothers Big Sisters of the Capital Region

Maddie Young
1500 N. 2nd Street, Suite H
Harrisburg, PA 17102
236-0199
Non-Profit
www.capbig.org

General Exposition Services Inc.

Jake Freas
6730 Allenton Boulevard
Harrisburg, PA 17112
540-8866
Exhibits
www.generalexposition.com

Hi-Tech Concrete Coatings Inc - URETEK Northeast

Desiree Sunday
430 Oak Lane
Lititz, PA 17543
664-4006 x101
Contractors
www.hitech-coatings.com

Juvenile Diabetes Research Foundation

Kate Severs
717 Market Street, Suite 108
Lemoyne, PA 17043
901-6489
Non-Profit
www.jdrf.com

Liberty Mutual Insurance Group

Jonathan Gray
5000 Ritter Road, Suite 103
Mechanicsburg, PA 17055
795-8703 x51524
Insurance
www.libertymutual.com/jonathangray

Lobar Construction Management Inc.

Peter Taleff
4 Barlo Circle
Dillsburg, PA 17019
432-3429
Building/Construction
www.lobarcm.com

Olive Garden Italian Restaurant

Michael Stiltner
6520 Carlisle Pike
Mechanicsburg, PA 17055-5251
796-1140
Restaurants

The Polaris Group

Heidi Ott
3920 Market Street
Camp Hill, PA 17011
763-4020
Website Design/Hosting
www.polarisweb.com

The River Studio

Lorelei Aubrey
258 W. Main Street
Shiremanstown, PA 17011
737-5115
Marketing Services
www.theriverstudio.net

Test N Tune Automotive Inc.

Robert Olewiler
2200 Gettysburg Road
Camp Hill, PA 17011
763-0238
Automobile

Wells Fargo Insurance Services USA

Steve Wevodau
4900 Ritter Road, Suite 250
Mechanicsburg, PA 17055
506-3049
Insurance
www.wfis.wellsfargo.com

York Revolution Professional Baseball Club

Mike Chatburn
5 Brooks Robinson Way
York, PA 17401
801-4485
Entertainment
www.yorkrevolution.com

CHAMBER SHORTS

■ In a continuing effort for the Chamber to become “greener,” **beginning in 2011, all invoices will be emailed to the attendee or designated billing representative.** This will also include all invoices for membership renewals. In an effort to streamline the registration and payment process, members will soon be able to pay invoices online, further reducing paper waste.

■ **The Chamber’s Information Display is in!** This resource, located in Chamber’s lobby, offers a great way to be sure your business is noticed. All members are welcome to place their information on the display at no charge. To give all members a fair chance to place information, we will recycle information the first Friday of every month. For more information, contact Mary Clayton at 761-0702.

■ **Has your business card changed?** If so, remember to update the “Wall of Fame” in the office lobby with your most up-to-date business cards. Cards may be dropped off or mailed to the Chamber at 4211 Trindle Road, Camp Hill. Remember to stop by and replenish your cards often.

■ The **Public Relations & Marketing Committee** reminds members to “like” the Chamber on Facebook and connect with other friendly, principled, connected and professional members! Facebook updates will provide you with breaking news, exciting opportunities and networking.

■ **Would you like to do business with the Chamber?** The Chamber periodically solicits proposals for goods and services valued at more than \$1,000 through a Request for Proposals (RFP) process, by posting them at www.wschamber.org/rfp.shtml. The services RFP’d throughout the year include printing and mailing services, event speakers, payroll services, event locations and more. Proposals will only be accepted by email and mail from Chamber members.

■ The **West Shore Chamber Street and Road Map** is a popular resource for businesses, visitors, tourists, residents, newcomers and military installations. Maps are available for \$4.00 each. For 10 or more maps the cost is \$3.50 per map. Maps are available for pick up at the Chamber office, located at 4211 Trindle Road, Camp Hill, or if you would prefer the map mailed to you, the cost is \$5.00 per map.

■ **The Chamber is please to announce its new Sponsorship Catalog publication is available to members.** This publication is a guide to sponsoring, marketing, and partnering with the West Shore Chamber of Commerce. If you would like a copy, please call Mary Clayton at 761-0702 or email mary@wschamber.org.

American Literacy Corporation on behalf of Treasures for Truth, \$4,300 to Domestic Violence Intervention of Lebanon County for an Education and Awareness program, and \$2,500 to Planned Parenthood of Northeast and Mid-Penn for an STD Prevention Education program.

Keith R. Huntzinger, CPA, CPP, CSEP, MST recently completed all of the requirements to become a Certified Specialist in Estate Planning (CSEP), being one of only three individuals in the Harrisburg area to hold this prestigious designation.

F&M Trust Company was named the #15 Best Place to Work in PA large-sized company at a recent awards ceremony. This is the seventh time in the past eight years that the local bank was named to the list.

ADHD Solutions is now offering coaching within corporations as well as for individuals, professionals, managers and executives help to improve focus, time management and productivity. For more info www.adhdsolutions.net.

Unique Limousine is providing round trip service between Harrisburg and Pittsburgh every weekday (except holidays). For more info call 1-800-732-3533.

World Trade Center of Central Pennsylvania is offering the Executive Overview of Legal Issues of Exporting program January 13, 7:30 - 10:00 a.m. at the Four Points Sheraton, York. Cost: \$35 members/\$45 non-members. For registration or more info, call Tina Weyant at 843-1090.

UPCOMING EVENTS

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

➤ **1/12 January Networking Mixer**, 11:30 a.m. - 1:30 p.m., CMI PrintGraphix Inc., 937 Nixon Drive, Mechanicsburg - Join fellow members for this networking mixer being held at sponsor CMI PrintGraphix Inc. Don’t miss this opportunity to network with members of the business community at CMI’s Annual Open House, Holiday Luncheon & Mixer. CMI PrintGraphix Inc. will give tours of its design, print & mail facilities, which now feature its new and expanded Konica, Cannon and Xerox Digital Center. Bring plenty of business cards!

➤ **1/13 S.P.A. Time with Soni Dimond**, 5:00 - 7:00 p.m., Laguna Pointe Salon & Day Resort, 950 Woodland Street, Mechanicsburg - The Women in Business Roundtable welcomes nationally renowned communication coach, author, publicist and media relations specialist Soni Dimond as the keynote speaker at this special evening event. Soni will discuss creating a positive SPIRIT, advancing PERSONAL well-being and balancing ACTIVITIES for a well-rounded and less stressful life. The cost to attend is \$25/member and \$35/non-member. Thank you to sponsors Holtgate Podiatry, Neill Funeral Home Inc. and Strategic Consulting Partners.

➤ **1/17 Capital Region Council of Governments Annual Meeting & Dinner**, 6:00 - 8:30 p.m., West Shore Elks Lodge, 108 N. St. Johns Church Road, Camp Hill - The West Shore Chamber will again host the Annual Meeting for the Capital Region Council of Governments. This event offers Chamber members the opportunity to network with the area’s local elected officials. The cost to attend is \$35/person. Thank you to sponsors Pennoni Associates Inc. and additional support from Cumberland County Economic Development.

➤ **1/19 Spotlight Breakfast**, 7:30 - 9:00 a.m., Holiday Inn Harrisburg West, 5401 Carlisle Pike, Mechanicsburg - Spotlight events are back and better than ever in 2011! Join business associates for a delicious breakfast and excellent networking at the first Spotlight event of 2011. Spotlight event sponsors Comcast Spotlight, Pennsylvania American Water and WPS Solutions will kick-off the event by stepping into the spotlight and letting members know a little bit more about their businesses.

➤ **2/1 Doing Business with the Federal Government**, 9:00 a.m. - 12:00 p.m., West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill - If you represent a small business interested in selling to the federal government, don’t miss this free workshop presented by George Murray, Business Development Specialist for the Small Business Administration (SBA).

Chamber Works on New Strategic Plan

Plans are underway to revise the Chamber's current three-year Strategic Plan. Adopted in December of 2009, the current plan had many aggressive priorities, most of which have been accomplished a full two and a half years ahead of schedule. This in no way means that the goals and objectives were easy tasks to accomplish. Rather, the plan became the bedrock of all decisions made at every level of the Chamber, and was referenced on a daily basis with the goal of achieving as much as possible, as soon as possible.

As a result of this accelerated performance, Chamber board members, committee members and staff were asked for input on the new milestones each would like to work toward over the next three years. During the first quarter of 2011, that input will be compiled and refined into a revised plan. We are excited to begin this next phase in the Chamber's growth and development, and will approach each new milestone with the same enthusiasm and dedication that was demonstrated during the past year.

Capital Region COG Annual Meeting & Dinner

The West Shore Chamber of Commerce will once again host the Annual Meeting for the Capital Region Council of Governments on January 17 at the West Shore Elks Lodge in Camp Hill. This event offers Chamber members an opportunity to network with the area's local elected officials. The keynote speaker will be Robert A. Martin, Susquehanna Township Chief of Police.

A Council of Governments (COG) is a voluntary association of local elected government officials formed to promote intergovernmental communication and cooperation. This year's keynote speaker is Chief Robert A. Martin of Susquehanna Township Police Department. During his 23 years at Susquehanna Township Police Department, Chief Martin has served as a detective, traffic safety officer, platoon commander and Sergeant. In 1996, he was named Officer of the Year by the American Society for Industrial Security.

The event will begin with a cocktail reception at 6 p.m., followed by dinner at 6:30 p.m. The cost to attend is \$35/person. To register, please visit the events calendar at www.wschamber.org.

Committee Spotlight – Economic Development Committee

The Economic Development Committee works on projects that ensure the future economic viability of the West Shore and enhance the quality of life for its citizens. This committee also serves as a resource to identify and educate members on issues and information that will foster economic development in the community. The Committee's Partnerships in Motion program assigns members to small groups that meet monthly to confidentially discuss business issues and serve as a sounding board for new initiatives or challenges.

Under the leadership of Chair Chris Frampton, the Committee is planning a number of interesting offerings for 2011. These include the February 1, 2011, program, "Doing Business with the Federal Government" in addition to a "How to Do Business with the State Government" program that will be offered later this year. The committee is working on building a real estate focused event that will offer the opportunity for member real estate professionals and their clients to tour several commercial sites.

If you are interested in joining the Economic Development Committee, please contact Kathleen Mangan at kathleen@wschamber.org.

Member Renewals

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

50 - 59 Years

Sun Motor Cars BMW
Sun Motor Cars Mercedes-Benz

40 - 49 Years

B & C Fasteners Inc.

30 - 39 Years

Central Penn Multi-List
Cumberland Services Inc.
Mr. Gerrit Betz

20 - 29 Years

Anchor Financial Group LLC
Econo Lodge
Harrisburg Auto Auction
Seifert Woodcrafts Inc.
Wolf's Bus Lines Inc.

10 - 19 Years

Camp Hill Borough

Central Pennsylvania College
Clauser Real Estate Appraisals
Consumers Insurance Agency Inc.
Gates, Halbruner, Hatch & Guise PC
High Companies Inc.
Jack Williams Tire Company Inc.
Omex-Office Maintenance Experts
Priority Systems Inc.
William D. Wierman Insurance
Woodrich Enterprises Inc.

5 - 9 Years

Armesto Eye Associates
BRE Financial Solutions Inc.
Dr. Sarah M. Lynch DMD
Nbraces
PennLive.com
Pennsylvania Partners
Silver Spring Golf Course

Scott Trask DMD
United Water Pennsylvania
Zerodraft Central Pennsylvania

1 - 4 Years

A.C. Rimmer Inc.
AllBetterCare Urgent Care Center
Bright Sign and Maintenance
Courtyard by Marriott Harrisburg West /
Mechanicsburg
Cumberland Keuka Company
Gift & Associates CPA's
Graystone Bank
Kline's Quality Mowing & Landscaping Inc.
Luxor Events & Marketing
McCafferty Ford - KIA
Olive Garden Italian Restaurant
Turnbridge Group of RBC Wealth Management
Urology of Central Pennsylvania

Annual Meeting Celebrates Member Success

At the 2010 Annual Meeting & Luncheon on December 8, 2010, Chairman Bill DeVore presented the Chamber's highest honors: the George C. Hoopy Award, the Les Gianni Business & Community Connection Award, and the Inspiring Business Award, to three outstanding members.

The George C. Hoopy Award was presented to Ms. Andrea Dietz, Clinical Operations Officer of Urology of Central Pennsylvania. Andrea fully embraces her Chamber membership by being a constant presence at Chamber events and meetings. Andrea believes that, "being involved with things beyond one's comfort zone allows one to grow and develop new connections."

The Les Gianni Business & Community Connection Award recipient, Larry Bashore, President of Edwin L. Heim Company, has continuously contributed to the community both through his business and personally. Larry said, "I was raised in a company that participated in community involvement, that's why I believe in supporting the community that supports your business."

Inspiring Business Award winner Omar Shute, Executive Director of Cumberland County Economic Development, was recognized as a member who lives the Chamber's brand of "Inspiring Business." In 2010, Cumberland County Economic Development brought more than \$30 million to Cumberland County for business development. Omar said, "Our work improves the quality of life for our residents and that's the most satisfying part of our job."



Photo Credit: Camera Box

The Chamber welcomed incoming Directors (L to R) Jennifer Hipp, Larry Bashore, George Book, Kerwin Stetler, Tom McKee, Robert Manbeck and Rhonda Hebbard.

Award Winners Larry Bashore, Andrea Dietz, and Omar Shute at the Chamber's Annual Meeting & Luncheon on December 8.



Photo Credit: Camera Box

Chamber Recognized Outgoing Directors and Announced New Directors

At the Chamber's Annual Meeting & Luncheon on December 8, 2010, the membership approved seven new Directors for terms ending December 31, 2013: Larry Bashore, Edwin L. Heim Company; George Book, Jr., American General Financial Services; Rhonda Hebbard, Luxor Events & Marketing; Jennifer Hipp, Esquire, Bogar & Hipp Law Office; E. Thomas McKee, Buehler Wealth Management Group of Wells Fargo Advisors; Robert Manbeck, United Water Pennsylvania; and Kerwin Stetler, Pyramid Construction Services Inc.

The Board thanked the outgoing Directors whose terms expired December 31, 2010. The four outgoing Directors are Crystal Clark, Esq., Thomas, Thomas & Hafer, LLP; Chris Frampton, Frampton Kimmel Group; Diann Roffe, Tursack Incorporated, A Consolidated Graphics Company; Tammy Shearer, The Camera Box.



Photo Credit: Camera Box

The Chamber recognized the work of outgoing Directors Crystal Clark, Esq., Chris Frampton, Tammy Shearer, and Diann Roffe.

CONNECTIONS

Connections is published monthly by the West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill, PA 17011. The Chamber reserves the right to edit and evaluate all materials submitted for publication.

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DIRECTORS

Bill DeVore, Chairman of the Board
 Rick LaVanture, Vice Chair of Administration
 Rob Lauriello, Vice Chair of Community & Economic Development

Andrea Dietz, Vice Chair of Member Services
 Rhonda Hebbard, Vice Chair of Programs
 Bob Saline, Vice Chair of Public Relations & Marketing
 Aaron Grumbling, Treasurer
 Jennifer Buehler, Assistant Treasurer
 Chick Zoll, Immediate Past Chair

Larry Bashore	Jeian Rauchut
Deborah Brown	Diann Roffe
Crystal Clark, Esq.	Gary Scicchitano
Chris Frampton	Tammy Shearer
Autumn Lang	Phil Shenk
Geir Magnusson	Kipp Stecher
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 Tammy McCrae, Executive Vice President

Editor: Mary Clayton

Promote Yourself and Your Business for Free with Business News

The Chamber offers all members a free opportunity to share news about their business with the Chamber's entire membership through Business News. Lining the columns of the Chamber's highly-read newsletter, Business News is a great way to promote yourself and your business throughout the year at no cost. Some newsworthy suggestions are new products and services, new employees, employee or company awards and certifications, events and open houses, expansions or new locations, and discounts and sales available to other members.

The Chamber's Public Relations & Marketing Committee has changed the way the Chamber accepts and publishes Business News. To include your information in our newsletter, send your 20-30 word announcement to businessnews@wschamber.org by the first Friday of every month. Your news will then be published in the newsletter that is received by members at the end of that month. To ensure your news is timely, always plan a month ahead of what you would like to promote. The Chamber looks forward to spreading the word about you and your business throughout 2011.



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