

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



Three-time Olympic Gold and Silver medalist Diann Roffe of Tursack Incorporated, A Consolidated Graphics Company and Nevin Beyer of HDH Byerly network at the West Shore Chamber Olympic Festival held on January 27 at Liberty Forge and sponsored by Altland House Hospitality Group.



Donna Davidson received the 2009 Les Ginnani Community Connection Award from Chairman Bill DeVore at the Olympic Festival on January 27.

2010 - Oh What a Ride!

Bill DeVore, Chairman of the Board



A wise business mentor once told me that if you “fail to plan” you might as well “plan to fail”. If in fact that adage is true, and past experience has taught me that it usually is, then your Chamber of Commerce is well on it’s way to having it’s most successful year ever! In fact, we are laying the groundwork for the next twenty years of Chamber success!

The one thing the Chamber consistently did over the past year was **plan, plan and plan some more!** This procedure started with our decision to engage in a comprehensive strategic planning process. In other words, we wanted a formal consideration of our future course of direction.

Our Strategic Planning Committee asked some important key questions. Where are we now? Where do we want to be in the future? How do we get there?

From the initial development of mission and vision statements all the way through establishing goals, objectives and targets, the committee diligently helped the Board of Directors plot the future of the West Shore Chamber of Commerce.

At the same time, your Chamber’s Search Committee was selecting our next President. Although the Committee was in the enviable position of having to select from a stable of well qualified candidates, Kathleen M. Mangan was the ultimate choice. Kathleen brings a wealth of experience and talent to the Chamber.

Those who know me will attest to the fact that I love to use analogies to make a point. The West Shore Chamber is now “Your Bus to Success”. We have a superbly qualified driver in Kathleen and the world’s best road map in our Strategic Plan. Why not hop on and be part of a very exciting trip?

Members, Have You Seen Your 2010 PPL Bill?

Are you thinking that the increase in electricity rates beginning in January 2010 was just another increase in business expenses that you just have to deal with? On January 1, the rate caps for PPL customers that had been in place for more than a decade were lifted, bringing a 30% average increase to your electricity bill. By now you have received your first bill and the reality of the increase has set in. Are you ready to do something about it?

Last year, the Chamber partnered with ChamberChoice and OnDemand Energy to offer member companies a solution to this increase. PPL still owns the power lines that supply the electricity to your house, but now you are in control of whom you purchase electricity from. The Chamber Electricity Program pools members of 19 Chambers and purchases electricity at a discounted rate. This pool is now the largest in Pennsylvania. You do not have to make a commitment to find out what your electricity rate will be if you choose to participate. Let our partner, OnDemand Energy Solutions, take the confusion out of the rate cap removal and simplify your electricity purchasing process. This solution is only for PPL customers with a commercial designation on your bill.

If you would like to learn more about this program and how the OnDemand Energy Solutions can help save you money on your electricity costs, call 1-866-699-9968 or visit www.ondemandenergy.com.

March 16

From Boomers to Bloggers

March 17

Land Development Seminar

March 31

March Networking Mixer

The **bolded** businesses in Business News are Chamber members. If you would like to submit business news, send your 20-word blurb to businessnews@wschamber.org by the first Friday of every month.

Space Mart Self Storage is offering a free climate control upgrade. Rent a climate controlled storage unit for the same price as an ambient unit of the same size and save \$31 to \$77 monthly. Available for most unit sizes. Please call 790-9100, for more info. Offer expires April 1.

SF&Company CPA's and Business Advisors announces the following: Arleen Steiner, CPA, CVA, Senior Manager, has earned the designation of Certified Valuation Analyst; new hires are Amanda K. M. Smith, Jared A. Bradley; promotions of M. Nicholas (Nick) Greynshock, CPA, CCIFP to Senior Manager and leader of the Construction Practice Group, Christopher M. Frederick to Staff Accountant, Level III, and Julie M. Miller, CPA, to Staff Accountant, Level II.

F&M Trust Company announces the following: Samantha J. Burke has been promoted to Marketing Officer; and F&M plans to renovate an existing building at 3907 Market Street in Camp Hill to serve business and retail banking customers.

Messiah Village announces the receipt of its largest monetary gift in its 114-year history. The \$860,000 gift came from the trust of former resident Norman T. Asper who passed away in May 2000.

Keystone Photography Studio & Gallery reminds members to update their headshots to enhance their business image. Call 761-0702 to schedule an appointment today.

Reclamere Inc. has achieved a PEPPM Approved Vendor designation for 2010 for compliant recycling final disposition of end of life cycle computer equipment. For more info call 814-684-5505.

The National Civil War Museum's curator of collections, Brett Kelley, embarked on a mission to live the life of a Civil War soldier on the picket line 24 hours a day for a 2-week period. He resided in a Civil War tent on the Museum grounds in an effort to raise funds for the Museum's education department.

(Continued on next page)

Membership Director Profile: Deborah Brown



Deborah Brown, Founder and President of Sales4You, is a business development coach driven to empower business owners and sales professionals. Her goal is to help businesses reach their financial goals through strategic change – from the inside out, which is exactly why she is such an asset to the Chamber Board of Directors.

Deborah believes that the Chamber has given her the opportunity to “meet and establish solid business and personal relationships,” leading to “new clients, new prospects, and a whole new network for referrals”. She noted that “West Shore Chamber mixers have been the best tool for her and her business”. She also has benefited from serving on multiple committees because they give her “the opportunity to work with others toward a common goal” which develops “deeper relationships with other committee members” and a sense of accomplishment when that goal is met.

As a Board member, Deborah would like to “support her fellow board members as we work together to better the Chamber,” and contribute from her “pool of expertise to help grow and strengthen the Chamber”.

Capital Region Council of Governments Holds Annual Meeting

More than 100 representatives of the Capital Region Council of Governments (COG) and the West Shore Chamber gathered at the Radisson Penn Harris Hotel & Convention Center on January 18 for the Capital Region COG Annual Meeting and Dinner. Chamber members took advantage of the opportunity to network with the area's local elected officials.

This year's keynote speaker, Dr. Terry Madonna is the Director of the Franklin and Marshall Keystone Poll. For more than 30 years, Madonna has taught and written about his two academic specialties: the American presidency; and American political parties and political behavior. As a pollster in recent years, he has written extensively about voters and voting behavior.

Madonna began his presentation with a Bob Hope quote: “No party can fool all of the people all of the time; that's why we have two parties.” His entertaining speech covered his political commentary on subjects such as the recession, the upcoming PA election between Senator Arlen Specter and Congressman Joe Sestak, and the Obama Administration.

This dinner was made possible by sponsorship from Pennoni Associates Inc. and additional support from Cumberland County Economic Development and the Greater Harrisburg Association of REALTORS.



Chairman Bill DeVore presents Jan LeBlanc with a plaque in appreciation of her service as president of the Capital Region Council of Governments during their Annual Meeting on January 18.

From Boomers to Bloggers What Makes Them Tick

Right now, up to four generations are working side by side in many businesses. Wouldn't you like to know what makes them all tick? This diversity in the workplace raises new challenges in communications. The Chamber Women in Business Roundtable will offer solutions with its new interactive program "From Boomers to Bloggers...What Makes Them Tick?" to be held on March 16 from 11:00 a.m. to 1:00 p.m. at the Holiday Inn Harrisburg West.

This workshop will help participants: minimize the effects of the generation gap in the workplace; develop better workplace communication; overcome conflict due to generational differences in the workplace; develop better work relationships between new hires and long-term employees; improve multi-generation team performance; and increase understanding and improve collaborative work efforts.

In addition to a brief introduction of the topic by Monica Gould, President of Strategic Consulting Partners, you will have the opportunity network and explore real-life case studies with a panel of experienced professionals. Panelists include: Jeff Cooper, Executive Director for UCP of Central PA; Paula Kostick, General Manager, Classic Dry Cleaners & Laundromats; and Kellie Wilson, Staff & Management Development Coordinator for Holy Spirit Health System.

Gain new insights on how to improve workplace communication with people of all generations. The cost to attend this event is \$25 per member and includes lunch. Thank you to sponsors Holiday Inn Harrisburg West and Luxor Events & Marketing. To register visit the events calendar at www.wschamber.org.

Register Early for Business Women's Forum

Registrations are now open for the regional Business Women's Forum being held at the Radisson Penn Harris Hotel & Convention Center on Monday, April 12, 2010. Those that register before March 20 will receive a \$30 registration fee discount.

This year, the event promises a full day of quality professional development and business-to-business interaction. Whether you are new to the workplace or a seasoned professional, the wide range of topics will offer something for everyone.

Those seeking professional networking won't be disappointed. A sold-out exhibit hall offers a wide variety of information and products geared toward professional women. With hundreds of businesswomen all gathering for one day at the Radisson, attendees are sure to make new professional contacts while also continuing to build relationships with existing clients and colleagues.

The cost to attend is \$150 (\$120 if registration is prior to March 20). Online registration closes on Wednesday, April 7. Mark your calendar today for Monday, April 12, at the Radisson and visit www.businesswomensforum.com for more information.

Sass Salon & Day Spa announces the opening of Mr. Sass Barber Shop. For more information on services call 612-0344.

Brown Schultz Sheridan & Fritz is pleased to announce the addition of Brian J. McAllister, CPA, MBA, to the Firm as a supervisor in the audit department, assisting primarily with not-for-profit entities.

Members of the **Cumberland County Planning Commission** elected Christopher Knarr, AICP, to serve as chairman. At 36, Knarr, a Cumberland County resident and community development specialist at **RETTEW Associates Inc.**, is the youngest person ever elected CCPC chair.

The Bureau of Autism Services, PA Department of Public Welfare, in partnership with **Keystone Autism Services**, has developed and implemented the Adult Community Autism Program to support adults 21 years of age and older living with an Autism Spectrum Disorder.

NAI CIR announces the following transactions: **Ida McMurray** has represented the seller of a 1,776 SF building at 7501 Linglestown Rd., handled the lease of an 1,800 SF warehouse, and represented the seller of an 11,850 SF investment property at 6130 Old Jonestown Rd.; **The Bill Gladstone Group** handled the transactions of a 2,160 SF lease at 1110 Harrisburg Pike, to **West Shore Advanced Life Support Services** and represented the tenant in leasing 300,000 SF of warehouse space at 7125 Grayson Rd; **Jason Sourbeer** assisted in the lease negotiations of a 3,000 SF office space at 72 Cinema Dr., and represented the leasing of 2,500 SF of office space at 44 Hersha Dr.; **Joe Bedard** assisted in the lease renewal of 2,084 SF at 1000 Bent Creek.

Bethany Village, with the help of Skype, was able to connect a resident in The Oaks Skilled Nursing with family that lives in Washington State.

Orrstown Bank welcomes Michael C. Line, Assistant Vice President, Business Development Officer, who will be responsible for commercial lending and commercial relationship management.

New member **Harbour House Crabs**, located at 5523 Carlisle Pike, has incredible live or steamed-to-order Maryland blue crabs and an assortment of other fresh

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AmeriChoice Federal Credit Union announces its partnership with the Community Action Commission to provide free tax assistance to low income families in the greater Harrisburg area. Starting February 5 through April, AmeriChoice will open its doors every Friday from 12:00 - 4:00 p.m. for low income families to have their taxes prepared free by trained volunteers through the **United Way** and the Community Action Commission. Call 591-1269 for more info.

Join the **Cumberland Valley Visitors Bureau** at 401 E. Louther St., Carlisle on March 10 at 7:30 a.m. for the Open Forum Roundtable. Hear what's new for the CVVB and be prepared to share your ideas for future growth.

Belco Community Credit Union will provide free tax preparation services to the community beginning in February 2010. If you make below \$49,000 and meet other basic requirements, you could qualify to have a certified volunteer prepare your taxes free. Approximately 20 Belco employees have volunteered to become certified tax preparers. For more info call 232-3526.

The **Vickie's Angel Walk** 2nd Annual Valentine Day Dance will be held February 27 at I.W. Abel Hall in Steelton from 8:00 p.m. until midnight. The donation is \$35 per person which includes entertainment, food, and drink.

Luxor Events & Marketing thanks fellow member **netspray LLC** for the redesign of its website www.GoLuxor.com. Check it out!

RETTEW Associates Inc announces the following: CEO George W. Rettew, Jr., PE, PLS was honored with the 14th Annual ACEC/PA Distinguished Award of Merit; new hire Geoffrey Fix, CPSM, as a senior market director for the natural gas and energy market sector; The American Council of Engineering Companies of Pennsylvania (ACEC/PA) awarded a 2010 Diamond Award to RETTEW for the Auction Road Bridge replacement project.

Messiah Village is currently displaying the work of two local artists, Caroline Erney and June Shutt, on its campus. The paintings will be on display and for sale

(Continued on next page)

NEW DATE: Land Development Seminar to Help Members Get to "Shovel Ready"

The Chamber Economic Development Committee will host "Getting to Shovel Ready", on Wednesday, March 17, from 7:00 a.m.-12:30 p.m. at the Holiday Inn Harrisburg West. This seminar is ideal for developers, land holders, attorneys, municipal managers, engineers and realtors.

Land development laws have changed this year, so take advantage of this opportunity to learn about zoning approvals, subdivision and land development approvals, environmental due diligence, sewage facilities planning (Act 537), Chesapeake Bay initiatives, PennDOT approvals, and federal environmental permits. Panelists include: Tiffany M. Cartwright, Esq., Smith Cartwright LLP; Robert Fisher, R.J. Fisher & Associates; Dave Reusswig, Groundwater Sciences Corporation; and Brian Shunk, TransAssociates.

The cost to attend is \$40/member and \$50/non-member and includes a full breakfast buffet and all seminar materials. Attorneys may receive Continuing Legal Education credits for an additional \$25. Thank you to Media Partner, The Central Penn Business Journal; Gold Sponsor, The Greater Harrisburg Association of Realtors; and Silver Sponsors PA American Water and Smith Cartwright, LLP. For more information, contact Sandy Allison at 761-0702.

Five Free Benefits of Membership

Business News - Submit a 20-word blurb to Business News by the first Friday of every month and see it published in the blue columns of this newsletter. Send your news to businessnews@wschamber.org monthly and help your business name be recognized.

Mixers - Attend Chamber networking mixers and build business relationships with more than 100 fellow members. Mixers are a great place to do business while building relationships.

Committees - The Chamber has more than 20 committees spanning various interests of Chamber members. Committee participation allows members to network, discuss topics and solve important issues facing business. Check www.wschamber.org for details.

Directory Listing - Your business contact information and description is listed in both the print and online editions of the Membership Directory. More than 2,000 copies of the print Directory are distributed to Chamber members, business leaders, area newcomers, new businesses, and commercial prospects each year. The online directory at www.wschamber.org is the "go-to" website for members looking to do business with other members. Check your business listing information and be sure it is up-to-date. If you would like to change your listing, email Aretta Landis-Perdigao at aretta@wschamber.org.

Referrals - When potential customers call looking for products and services, the Chamber *only* refers members.

This list contains just five of the free benefits of membership with valuable impact on your business. Would you like to know more about benefitting from your membership investment? Contact Tom Reed at 761-0702 and find out more ways the Chamber works for you.

ChamberPAK is Your Direct Mail Solution

ChamberPAK, the monthly Chamber direct mail opportunity, is a simple tool to promote your business to fellow members without breaking the bank. Mailed every month, within the highly popular Events Flyer, ChamberPAK reaches beyond the Chamber membership. It is distributed at events, in welcome packets, and to the general public.

In ChamberPAK, your message will reach more than 1,000 business decision makers for a discounted \$270, a savings of \$170 on postage alone. To receive the most savings, reserve your space bimonthly, quarterly or annually. This 10% discount ends June 15, 2010.

As an added convenience, the Chamber can provide you with discounted printing quotes and connect you with the printer. Whether you would like to sign up for a one-time promotion, seasonal boost or monthly branding, ChamberPAK is your direct mail solution.

To take advantage of this discount, contact Mary Clayton at 761-0702 today for more information.

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New Members

The following new members were approved by the Chamber's Board of Directors at their February meeting. Thank you to sponsors Kipp Stetcher and Chick Zoll.

Aqua Bird Consulting

Khalid Abuhakmeh
111 November Drive, Suite 3
Camp Hill, PA 17011
468-8286
Consulting
www.aquabirdconsulting.com

Capitol Presort Services, LLC

Mark Dennin
1912 Crooked Hill Road, Suite 18
Harrisburg, PA 17110-9319
635-2192
Mailing

Carlisle Country Club

Kris Shultz
1242 Harrisburg Pike
Carlisle, PA 17013
243-6100
Clubs
www.carlislecountryclub.org

Coffee Time, LLC

Kevin Mann
4700 Westport Drive, Suite 300
Mechanicsburg, PA 17055
909-9000
Water
www.coffeetimeanytime.com

Coldwell Banker Select Professionals

Andrea Chronister
4349 Carlisle Pike
Camp Hill, PA 17011
614-4083
Real Estate

Forrer Dodge Inc.

John Smith
400 High Street
Duncannon, PA 17020
834-3135
Automobile
www.forrerdodge.com

Grace United Methodist Church

Eileen Zoll
309 Herman Avenue
Lemoyne, PA 17043
763-7632
Religious Organizations
www.graceumlemoyne.org

Harbour House Crabs

Curt Engle
5523 Carlisle Pike
Mechanicsburg, PA 17022
697-2722
Restaurants
www.iLoveCrabs.com

Higashi Pearls & Fine Jewelry / Higashi Eyewear

Susan Fotos
900 Market St
Lemoyne, PA 17043
303-0336
Jewelers
higashipearls.com

Murtha Automotive

Cynthia McKinney
PO Box 534
Mechanicsburg, PA 17055
796-1063
Automobile

Personal Mortgage Advisors

Tom Fey
5006 Lenker Street
The Pine Building
Mechanicsburg, PA 17050
761-8716
Mortgages
www.personalmortgageadvisors.com

Skarlatos & Zonarich LLP

Kathy Speaker MacNett
17 S. Second St., 6th Floor
Harrisburg, PA 17101
233-1000
Attorneys
www.skarlatoszonarich.com

Snyder, Secary & Associates, LLC

Ronald Secary
2000 Linglestown Road, Suite 304
Harrisburg, PA 17110
651-1010
Civil Engineering
www.snydersecary.com

Transworld Systems Inc.

Eric Cooper
2001 North Front Street
Bldg.1, Suite 111
Harrisburg, PA 17102
441-4916
Collection Agencies

Wealth Development Council

James Good
426 S. 3rd Street, Suite 203
New Cumberland, PA 17070
774-7200
Investment Counselors
www.wealthdevelopmentcouncil.com

Wevodau Insurance & Benefit Strategies

Gerry Wevodau
1865 Center Street
Camp Hill, PA 17011
761-0393
Insurance
www.wevins.com

through March 31. A portion of the proceeds from artwork sold will be donated to the Messiah Village Connections Campaign to raise benevolent care funds.

Mid Penn Bancorp, Inc., the parent company of **Mid Penn Bank**, reported increases of 5.8%, 10.2%, and 14.5% in total assets, net loans and deposits for the year ended 2009, as well as a net loss of (\$2,809,000) or (\$0.81) per common share.

Cumberland County Economic Development

welcomes Small Business First, a low-interest financing program now available to Cumberland County businesses. CCED completed its certification process with the PA Department of Community and Economic Development and is now an Area Loan Organization serving Cumberland County. To check for eligibility and for further info contact Don Coffee at 240-7181.

Get ready to hit the links for a great cause by participating in **Capital Area Pregnancy Centers' Annual Golf "Fore" Life**. You choose the day and course; they provide green fees and great prizes. Contact Lorelei Aubrey at Lorelei@capchelp.org.

Herbert, Rowland, & Grubic, Inc.

announced that its work on the redesigned Route 944 Underpass has been honored by the Pennsylvania Chapter of the American Council of Engineering Companies with a 2010 Diamond Honor Award.

Cornerstone Coffeehouse & Culinary Kitchen

has a 24-seat dining room that accommodates private dinners, holiday parties, cooking classes, business meetings, bridal/baby showers and rehearsal dinners. Call 737-5026 for more info.

Presence is offering a 20% discount when people donate a used outfit, purse or shoes.

Throughout the flu season, Whitaker Center for Science and the Arts

takes extra sanitary precautions to ensure a happy, healthy environment and experience for guests of all ages. To reduce the spread of germs, the Center's ventilation system uses hospital-grade air filters, all general exhibit areas are kept clean with appropriate hygienic products and all play items are cleaned daily with bleach solution. Hand sanitizer stations and anti-bacterial soap are also available. For more info call 214-ARTS.

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

40-49 Years

M & Z Carpets Inc.

Mowery Assoc. / Professional Insurance Service Inc.

30-39 Years

Veronique's Antiques

20-29 Years

Hoss's Steak & Sea House

Comfort Inn Capital City/Mechanicsburg

10-19 Years

GANCOM Reprographic Services

Michael W. Sheibley Violin Shop

Homewood Suites Hotel - Harrisburg West

West Shore School District

Camp Hill Borough

High Companies Inc.

Jack Williams Tire Company Inc.

Boyer & Ritter CPAs

5-9 Years

SPACEMART Self Storage

Harrisburg Academy

Pennsylvania Partners

PRworks Inc.

Mechanicsburg Area School District

SMZ Financial Group

Gaudenzia

An Olde Towne Florist & Greenery Inc.

Sutliff Cadillac Hummer Saab

Carlson Construction

Hershey Entertainment & Resorts

Kathie's Christmas

Wells Fargo Advisors

Intrada Technologies

PSECU

MCA Business Brokers

Keystone Displays

1-4 Years

ActionCOACH of Central Pennsylvania

Engle-Hambright & Davies Inc.

Landmark Commercial Realty Inc.

Panera Bread of Camp Hill

Keith R. Huntzinger CPA, CPP, MST

Prudential Thompson-Wood Real Estate

Digital Spectrum Ink

MEF Commercial Services

Family Physician Associates, Inc. of New

Cumberland

Alexander Building Construction

Company

Verizon

Tech Tip from the Chamber Technology Committee

If you are like most businesses, you rely heavily on computers. There is a good chance almost everyone in your business uses one. You probably have a server where the information used by your company is stored and available to your staff. If your server crashes, data, time and productivity may be lost.

What would you do without all your company's information - accounting records, payroll, invoices, customer files, documents, spreadsheets and email? As a best practice you should regularly backup the data stored on your server or you could be flirting with

disaster. A business needs a comprehensive backup strategy that includes daily backups, rotating media, and offsite storage. Protect your company's information - make sure you can recover your company's valuable information should disaster strike.

Do you need more information on this subject or have a question about your office technology? If so, contact Leigh-Ann Reitze at leigh-ann@wschamber.org to have your question posed at the next committee meeting.

Want to make an
IMPACT?

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2 - 6 editions per ad\$120

7 - 12 editions per ad\$115

Double Ad: 5" x 2.5"\$240

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7 - 12 editions per ad\$230

Quadruple Ad: 5" x 2.5"\$450

2 - 6 editions per ad\$445

7 - 12 editions per ad\$440



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ChamberChoice

Make Connections in Monte Carlo Business & Industry Night Committee Chooses Theme

The Chamber Business & Industry Night Committee wants you to make connections at "An Evening in Monte Carlo", the West Shore Chamber of Commerce 60th Annual Business & Industry Night 2010. Hit it big at the Radisson Penn Harris Hotel & Convention Center on October 7, from 3 - 7 p.m., and enjoy the benefits that this annual event has to offer: great exposure, top notch hors d'oeuvres and wall-to-wall networking.

Business & Industry Night is the jackpot of networking events, drawing large crowds and providing exhibitors with incredible exposure to the region's business community. Last year's event brought more than 1,000 business men and women together. Business & Industry Night 2010 is sponsored by AmeriChoice Federal Credit Union, Capital BlueCross, Central Penn Business Journal, Gunn Mowery, LLC, WHP 580 and WHP CBS 21.

Limited booth spaces are available for a discounted price of \$550 before April 1 and will be \$600 after that date. Reserve your booth today to exhibit your business at this premier event. Contact Leigh-Ann Reitze at leighann@wschamber.org to reserve your booth space.



UPCOMING EVENTS

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

- **3/16 From Boomers to Bloggers...What Makes Them Tick**, 11:00 a.m. - 1:00 p.m., Holiday Inn Harrisburg West, 5401 Carlisle Pike, Mechanicsburg- Learn how to bridge the communication gap between four generations currently in the workforce through this interactive workshop. The cost to attend is \$25/members and \$35/non-members. For more information see article on page 3. Thank you to sponsor Holiday Inn Harrisburg West and Luxor Events & Marketing.
- **3/17 Land Development Seminar**, 7:30 a.m. - 12:30 p.m., Holiday Inn Harrisburg West, 5401 Carlisle Pike, Mechanicsburg - Learn more about getting past the difficulties of land development projects. The cost to attend is \$40/member and \$50/non-member. Attorneys can receive three hours of Continuing Legal Education Credit for an additional \$25. For more information see article on page 4.
- **3/31 March Networking Mixer**, 5:00 - 7:00 p.m., Metro Bank, Camp Hill Mall Brach, 3201 Trindle Road, Camp Hill - Networking Mixers are a great way to build business relationships with fellow Chamber members. Mix and mingle with area professionals while enjoying the hospitality of sponsor Metro Bank. There is no cost to attend.

CHAMBER SHORTS

■ **The Governmental Affairs Committee** would like to add governmental issues of interest to its list of legislative tracking activities. If you know of an issue the Chamber should be tracking, contact Sandy Allison at 761-0702.

■ **The Education Committee** is developing the West Shore Chamber of Commerce Junior Leadership Program to build leadership and work readiness skills for high school students. For more information, contact Sandy Allison at 761-0702.

■ **The Public Relations & Marketing Committee** reviewed the 2009 Chamber Marketing Plan and began identifying 2010 priorities and initiatives. If you would like to join the Committee in promoting the Chamber, please contact Mary Clayton at 761-0702.

■ **The Economic Development Committee** reminds members that they may join the Chamber Partnerships in Motion Program, offering you a confidential group of peers to help guide your business. For more information, contact Sandy Allison at 761-0702.

■ **Would you like to do business with the Chamber?** The Chamber periodically solicits proposals for goods and services valued at more than \$1,000, by posting them on www.wschamber.org/rfp.shtml. Proposals will only be accepted from Chamber members.

■ The Chamber will now serve as **Cumberland County Economic Development's west shore headquarters** as it partners with CCED to increase its outreach to the west shore business community. The Chamber will publicize and market to its members the various business loans available through CCED. Chamber members applying for the Cumberland Small Business Fund Program will receive a lower percentage rate than non-members. For more information on the partnership, or to inquire about a loan, please contact Sandy at 761-0702 or sandy@wschamber.org.

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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Nonstop flights to Chicago -O'Hare and Connections to the World!

Soon there will be a second option for flights to Chicago - O'Hare (ORD) from Harrisburg International Airport (MDT)! Beginning April 6, American Airlines will offer three, daily nonstop flights to Chicago with connections to destinations worldwide. Save Money, Distance and Time by choosing to fly American Airlines from MDT.

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