

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



(LtoR) Bryan Philips, Adam Metz, Gary Nalbandian, Zachary Khuri, Amanda Williams, Jim Ridd are shown at the March 30 Metro Bank Mixer.



Boshinski EYE Clinic celebrated their new office at 5295 Trindle Road with a ribbon cutting on April 1.

Limited Seating Left for Lunch Bites: A 4-Week Sales Workshop

Is excellence your measure? Do you have the vision to create the ideal sales environment? Can you point with pride to how you've grown or would like to grow?

This four-week sales workshop is ideal for sales professionals or business owners hungry for knowledge, motivation, reality and a sales insurance policy...or those of you just plain hungry! Whether you have little training in the sales process, or have established yourself as an experienced sales professional interested in refreshing or expanding your skills, the Lunch Bites regimen is for you.

The workshop reviews steps in selling and persuasion, including the elements necessary to build long-term, healthy relationships. It features segments on all facets of communication, highlighting listening skills, problem identification, goal setting, negotiation, presentations, prospecting and account maintenance.

Learn business skills and life lessons you can use every day to improve your confidence, profitability, motivation and success. Presenter Anne Carnathan has invested over 20 years in leading and motivating sales people in the pursuit of excellence. She has led various coaching and training workshops in sales and marketing and believes that "learning is a race without a finish line!"

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

May 5

Cinco de Mayo Mixer

May 12

Annual Golf Outing

May 13 - May 19 - June 3 - June 10

Lunch Bites: A 4-week Sales Workshop

May 24

May Networking Mixer

West Shore
Chamber of Commerce

Inspiring Business

Chamber Foundation Receives Nonprofit Designation

The West Shore Chamber of Commerce Foundation recently received approval from the Internal Revenue Service for 501(c)3 status. As a result, contributions to the Foundation are now tax deductible.

"This is an exciting opportunity to make new educational resources available to the community," said Kathleen Mangan, Chamber and Foundation President and CEO. "The 501(c)3 status will allow the Foundation to apply for grants as well as receive tax deductible contributions to support educational programs."

The Foundation's pilot program, Junior Leadership Central PA, successfully graduated its first class in March and is in the process of approving applications for its second program for high school juniors in the 2011-2012 school year.

Now that the 501(c)3 status has been approved, the Foundation will seek grants, contributions and other resources to create additional educational programs for the community. For more information about how you can support the West Shore Chamber of Commerce Foundation, contact Tammy McCrae at tammy@wschamber.org or 761-0702.

Chamber Welcomes New Membership Director



In March, the Chamber welcomed Chris Gehr as Membership Director. Chris accepted the position because she believes “being able to help build an identity for businesses, connecting them to other businesses and introducing them to new opportunities for growth is a great fit and welcomed challenge” and she “loves meeting, getting to know and working with new people.” Chris states that one of the best membership benefits is “the ability for members to show who they are and what they offer with hundreds of members.”

Chris is no stranger to the Chamber. For the past year, she has enjoyed her Chamber membership and said that she found “the most value in networking and professional development activities” because they helped her “connect with many prospects that later became customers.” As the Membership Director, Chris will continue to “reach out to the business community and share the tremendous value the West Shore Chamber of Commerce offers its members and to help grow the Chamber to be the top Chamber in central PA.”

If you would like to get in touch with Chris to learn more about the benefits of your Chamber membership, or know someone who would benefit from becoming a Chamber member, you can contact her at chris@wschamber.org or 761-0702.

Chamber Online Event Registration Made Easier

The Chamber’s new membership management software may be making things look a little bit different, but we are continually finding ways to streamline the things that you do most on our website - like registering for committee meetings and events. Registering is an important part of event logistics. Prior to each event, the Chamber must print name tags and call attendee counts for catering and space requirements. To ensure that we have your correct information for our records, we now have a process that ensures you are registered in five small steps.

Step 1: Click the register button.

Step 2: Select an event item and add the number of attendees - For some events there may be multiple options with different prices. Just click the checkbox next to the item you want and you’re on to Step 3.

Step 3: Enter Your Contact/Billing Information - To ensure we have your correct name and company, please fill out the form. This way, if we need to contact you about any updates, we can be sure we have the most up-to-date information. If you would like an invoice to go to someone other than you, just select that option.

Step 4: Enter Additional Attendee Information - If you are registering for more than one attendee, this is where you will place their information.

Step 5: Review and Confirm Information - Do a quick check to make sure your information is correct and click submit.

All of the information that you submit with the online registration uses the latest SSL security encryption. Currently, if you prefer to pay with a credit card, we must take the information over the phone to process the payment. Shortly, we will be able to accept secure online payments. Also, members will soon be able to log in and most of their company information will be automatically populated into the correct fields. Check your email reminders and future editions of *Connections* Newsletter for more updates on the Chamber’s new software as we work to improve and serve you better.



29 excited travelers began their Journey to China on April 4. Thank you to Park Inn for accommodating vehicles while they were on their adventure.

Use the Chamber's Facebook Page to Promote Your Business

The Chamber's Facebook page has created a place online for members to connect with the Chamber and each other. Similar to prominently displaying your membership plaque, becoming a personal fan on Facebook will show others that you are a friendly, principled, professional, and connected member of the West Shore Chamber of Commerce.

By "liking" the Chamber, you will receive the most up-to-date information on Chamber news and events. You can also use this as another forum to get your information to fellow fans by posting your news to our Wall. If your business has a Facebook page, be sure to favorite our page and send us a favorite request to begin showing the world that your business supports the Chamber and the community. We welcome everyone to "like" the Chamber by visiting www.facebook.com/wschamber.



Military Liaison & Veterans' Affairs Committee Supports Armed Forces Day

In grateful appreciation to the dedication, courage and sacrifice of the men and women who serve in this nation's military forces, the 10th Annual Armed Forces Day (AFD) will be held rain or shine on Saturday, May 21, on Harrisburg's City Island. AFD is a joint services military event co-hosted by the City of Harrisburg and Defense Logistics Agency Distribution Susquehanna in New Cumberland. It is a free, fun-filled family event that transforms City Island into a sprawling military base for the day. AFD 2011 is the largest event in the state of Pennsylvania and will feature over 100 military displays, veterans groups, nonprofit organization food booths, exhibitions, information booths, musical guests, living history demonstrations, and many other family and children's activities. Exhibits will be open from 10:00 a.m. to 4:00 p.m. For more information, please visit www.harrisburgevents.com/Events/AFD.

The day kicks off at 8:00 a.m. with a YMCA-sponsored 5K run. Military personnel are invited to participate at no charge. For more information or to register for the AFD 5K Walk/Run, call Corey Smith at 232-9622 or visit www.harrisburgymcaraces.com.

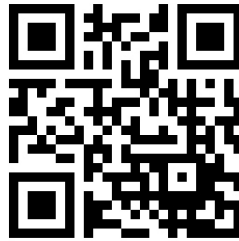
What are QR Codes?

A Quick Response (QR) code is a two-dimensional code that can be scanned by Smartphone cameras to automatically pull up text, photos, videos, music and URLs. These codes are an emerging trend to point people in the offline space to online resources. Applications (apps) that can scan codes are plentiful for most Smartphones. Simply search your app store for "barcode reader" or "QR code scanner" and you'll find several free options to choose from.

QR codes are mobile-friendly, and as any professional already knows, on-the-go is what everyone seems to be lately. If your business is considering using QR codes to spruce up your marketing strategies, here are a few ideas on where to start:

- **Deals & Discounts** - If you want to see how many people pay attention to your QR codes, make it a reward for a discount or free sample. This way, you can track how many customers use it and use that to gauge future QR code campaigns.
- **Business Cards** - A fast and simple way to send people to your Facebook page, website, or personal online biography, complete with contact information.
- **Marketing Materials** - Use QR codes as a way to simplify your marketing materials. Give the important facts and have a QR code go to the details.

If your business plans to use QR codes, keep in mind that they are an emerging trend. Not everyone knows what a QR code is or has a device capable of scanning them; however with a mobile-friendly QR code, you can be ahead of the curve.



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.

Juvenile Diabetes Research Foundation (JDRF) is offering chances to win a LeVian chocolate diamond necklace and earring set with a total retail value of \$8,450. The raffle costs \$50 per chance. All proceeds will support JDRF to find a cure for Type 1 diabetes and will be held May 9. For more info, visit www.jdrf.org/centralpa.

Frampton Kimmel Group announces the launch of its new website www.framptonkimmelgroup.com. Under 'News' you will find a blog with timely news and information. Under 'Services' you will find helpful tools and calculators for Retirement Planning, College Investing, Life Insurance and more.

American Diabetes Association seeks volunteers and door prizes for its Step Out Walk to Stop Diabetes on October 2 at Metro Bank Park on City Island. For more info, contact Denise Foran at 657-4310 X 4616.

Orrstown Bank announces that it has been included on Keefe, Bruyette & Woods, Inc.'s (KBW) Bank Honor Roll.

Cordier Antiques & Fine Art is currently accepting consignments for the May 14 and 15 Firearms & Militaria auction and consignments for the Spring Antique & Fine Art Auction.

Harrisburg Auto Auction won Top Regional Award from AmeriCredit/GM Financial. Auctions around the country are evaluated in categories such as customer service, marketing, pre-sale activities, and overall sale success.

Pyramid Construction Services, Inc announces the following projects: Silver Creek Plaza on the Pike in Mechanicsburg which will feature a new Toys-R-Us/Babies-R-Us prototype store; a new **Members 1st Federal Credit Union** branch located on Lititz Pike and Owl Hill Road in Warwick Township; and renovations at Hershey Medical Center to an Angio Suite and Radiology Exam Room.

NAI CIR announces the following transactions: The **Bill Gladstone** Group represented the landlord in the lease of 4,417 SF at 3401 N. Front St., Harrisburg; Jason Sourbeer represented the landlord and the

Bill Gladstone Group represented the tenant in the lease transaction at 4711 Queen Ave., Lower Paxton.

A+ Mailing Solutions recently launched a new product - the Community Coupon Card. Unlike other coupon mailers, the CCC was created to promote locally-owned business, build stronger local economies and develop a sense of community. Additionally, coupon space on each card will be donated to local nonprofit organizations that have little or no marketing budget.

RETTEW Associates Inc. announces the following: Jeffrey S. Case, PE, as director of transportation services; Ethan E. Prout, PG was recently elected to The Pennsylvania Council of Professional Geologists (PCPG) board of directors; D. Eric Brinser, RLA, was promoted to group manager of land development; and H. Scott Russell, PE, as director of civil/municipal engineering.

Just Clogs and Yaleet Inc., distributors of Naot Footwear, have teamed together to donate 80 to 100 pairs of quality shoes to **Domestic Violence Services of Cumberland & Perry Counties** (DVSCP).

The Foundation for Enhancing Communities announces The Benjamin Franklin Trust grant opportunities for nonprofit organizations providing services in Juniata and Mifflin Counties in Pennsylvania.

Herbert, Rowland & Grubic, Inc. has promoted Russell McIntosh to Vice President of Financial Services.

Susquehanna Bank was selected by The Philadelphia Business Journal Tweet2Feed campaign as a winner of its inaugural "Social Media Stars" contest, honoring the best social media projects, applications and campaigns in the region.

Momentum, Inc. employees each gave money toward a donation to Molly's Place Rescue Pet Adoption Center in the names of the owners of Momentum, Inc. who are all long-time supporters of the shelter.

Harrisburg Academy announces that both Alex Walker '12 and Mary Russek '12 qualified for state-level music ensembles, an achievement notable for large high schools, let alone smaller independent institutions.

Cumberland County Economic Development's Employment Taskforce presented a check for \$500 to **Cumberland-**

New Members

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

5 Brother's Pizza

3401 Hartzdale Drive
Camp Hill, PA 17011
901-3676
Restaurants

Carlisle Sports Emporium

29 South Middlesex Road
Carlisle, PA 17015-8511
717.258.4741
Recreation
<http://www.carlisesportsemporium.com/>

Domestic Violence Services - Cumberland/Perry Counties

2120 Market Street
Camp Hill, PA 17011
(717) 761-5599
Non-Profit
www.dvscp.org

Flower Law, LLC

10 West High Street
Carlisle, PA 17013
717 243-55137
Attorneys

Hi Life Diner

4890 Carlisle Pike
Mechanicsburg, PA 17050
717 623-6203
Restaurants

iDrive Interactive, LLC

3909 Hartzdale Drive, Suite 907
Camp Hill, PA 17011
717.695.4115
Advertising/Public Relations
www.idriveinteractive.com

Junior Achievement of South Central PA

Central Penn College Campus
College Hall Road, Suite 26C
Summerdale, PA 17093
(717) 215-5600
Non-Profit
www.jascpa.org

Kuhn's Custom Flooring

1590 State Street, Suite A
Camp Hill, PA 17011
717.756.5076
Flooring

Pennsylvania Association of Nonprofit Organizations

777 East Park Drive
Suite 300
Harrisburg, PA 17111
717-236-8584
Non-Profit
www.pano.org

Specialty Cakes & Sweets

5246 Simpson Ferry Road
Mechanicsburg, PA 17050
717 795-9391
Food/Food Services
<https://www.specialtycakesandsweets.com>

Traditions of America of Silver Spring

15 Presidents Drive
Mechanicsburg, PA 17050
717 766-9557
Apartments
www.traditionsofamerica.com

Scholarships Support High School Student Leaders

Junior Leadership Central PA is seeking scholarship support for the 2011-2012 school year. The Junior Leadership program allows promising high school juniors interested in developing leadership skills to participate in five day-long workshops designed to enhance their leadership skills, learn about teamwork and encourage community service. The program is offered at no cost to the students and your scholarship support of \$150-\$500 per student can help make this program possible.

Here is what recent graduates of the program had to say:

- "I enjoyed all of it, from meeting new people to learning more about myself as a person and leader in my community." - Will Kiesow, Cumberland Valley High School
- "I really liked being a part of this great experience. I have made many new friends and I learned a lot about leadership." - Annelise Anderson, Carlisle High School
- "I looked forward to these sessions every month!" - Sydney Drawbaugh, Big Spring High School

In addition to scholarship opportunities, there are higher visibility sponsorships available ranging in value from \$1,000 to \$2,500. Contact Tammy McCrae at 761-0702 or tammy@wschamber.org today to learn how your business can contribute to the success of future leaders.

Chamber Approves 2011 Strategic Plan

The West Shore Chamber of Commerce Board of Directors has approved a 2011 Strategic Plan that will continue the momentum generated from the successful implementation of the 2010 Strategic Plan. The plan will pave the way for this to be a successful year as it continues to address seven important pillars of the Chamber: finance, operations, membership, affiliations, governance, programs and facility.

Some highlights of the plan include:

- **Finance** - Continue to develop revenue growth opportunities and cost management opportunities; review current membership categories and dues structure;
- **Operations** - Develop a strong business and public voice on key issues; evaluate Chamber accreditation programs;
- **Membership** - Develop value-added propositions for members by researching and evaluating a "buy-it-local" program, a young professionals program, a member-to-member discount program and identifying add-on benefits for members;
- **Affiliations** - Identify and form collaborations with local and regional partners, including stronger partnerships with local municipalities, local military and others;
- **Governance** - examine the structure of committees, membership and Board make-up and industry representation;
- **Programs** - Analyze program sponsorships; create and implement new sponsorship solicitation techniques;
- **Facility** - Evaluate facility options for Chamber office space.

This plan will be our roadmap through the current year and contains many exciting initiatives that we are anxious to explore. We are excited to move forward with this plan for growth while continuing to be the friendly, principled, connected and professional organization that you know and love. We are, as always, dedicated to the continued success of our members.

Chamber Board and Committees Begin Work on 2012-2013 Strategic Plan

The Chamber's Board of Directors had an enviable problem at the close of 2010. The items contained in the Strategic Plan developed for 2010 through 2012 were nearly all completed within the first year of the plan. This was not to say that the plan was not aggressive, or that there weren't plenty of goals and objectives to tackle. What it did represent was an outstanding effort on the part of the Board, committee members and staff to keep the plan front-and-center in all Chamber activities. Congratulations to everyone that had a part in that achievement.

While the 2011 Strategic Plan (above) is in place for this current year, the Chamber is working toward a comprehensive plan for 2012-2013. Throughout the month of April, all Chamber committees have been actively evaluating their strengths, weaknesses, opportunities and threats in a strategic planning exercise. The feedback collected will be used by the Strategic Planning Committee as it identifies priorities and initiatives for the 2012-2013 Strategic Plan.

For further information on the Chamber's committees or the strategic planning process, please contact Kathleen Mangan at kathleen@wschamber.org.

What is this???

QR (Quick Response) Codes are the quick-ets, easiest way to interact with your customers! Scan with your smart phone (free barcode app) to give it a try! Visit our website to learn how we can create personalized QR codes for you!



konhausmarketing.com

Perry Area Vocational Technical School's uniform fund.

Laguna Pointe Salon Day Resort announces the following: the bonus point program - for every 1,000 points earned \$1 is earned to use toward other services; and Master stylists' certified and experienced in the cutting technique of DevaCurl are now taking appointments.

Carrow Real Estate announces a newly-formed local nonprofit association, BOMA of Central PA. The association assists with the construction, management, operation and maintenance of buildings and to promote the general welfare of the real estate industry and also provides professional development and networking opportunities. For more info, visit www.bomacentralpa.com, email info@BOMACentralPa.com or contact Helen Latchford at 761-1444.

Business Valuations & Strategies PC is offering information on exit planning which seeks to: ensure that your business stays in business; preserve the income it provides to you and your family; and build, protect and access its value. For more info, call 234-7060.

Campbell Commercial Real Estate, Inc. announces the following transactions: Art Campbell acted as dual-agent in the lease of 4,900 +/- SF of office space at 1104 Fernwood Avenue, Camp Hill. He also represented the building owner in the following transactions: the lease of 1,800 +/- SF at 1511 N. Front Street, Harrisburg; and the lease of office space at 2213 Forest Hills Drive, Harrisburg.

Metro Bank recently celebrated its customer-service focused culture and recognized employees for service excellence at its 2011 M-Power Awards. More than 20 employees were individually awarded during the event.

Cumberland Valley Visitors Bureau announces that The Pennsylvania Tourism Signing Trust has approved Statewide Wayfinding Signage for Cumberland County. This program will create a signing system for visitors to easily navigate their way to key attractions and businesses.

Leadership Cumberland Board of Directors announces that recruiting for the 2011/2012 session is underway and will continue through May 31. Interested employers/individuals may visit the website,

www.leadershipcumberland.org, for more info or call 763-9300.

Allenberry Resort Inn & Playhouse announces Sisters of Swing – The Story of the Andrew Sisters, playing from May 4 – June 12. For tickets or more info, call 258-3211 or visit www.allenberry.com

Carlisle Expo Center announces the Eastern National Antiques Show & Sale on May 6 from 10 a.m. – 6 p.m. and May 7 from 10 a.m. to 5 p.m. Admission is \$7 and children under 12 are free. For more info, visit www.carlisleexpo.com.

Domestic Violence Services will be hosting the 7th Annual Randi's Race 5K Run/Walk for Hope & Courage on May 7. Registration is at 8:00 a.m. with cash donation at Adams Ricci Community Park. Proceeds benefit Domestic Violence Services of Cumberland & Perry Counties (DVSCP). For more info, visit www.dvscp.org or call 761-5599.

Committee Spotlight: Women in Business Roundtable Committee

The Women in Business Roundtable Committee conducts programs and activities offering the opportunity to share information and hear presentations on topics and issues of importance. The Committee plans events throughout the year that are open to men and women, members and non-members.

Women in Business Roundtable Committee members actively plan and execute events for the entire membership throughout the year. They are currently working on a Wine Tasting and Cooking event sponsored by Frampton Kimmel Group and researching new activities to enhance the 5th Annual Trap Shoot and Firearm Safety event sponsored by Wells Fargo Advisors that will take place on October 17 at the West Shore Sportsmen's Association in Lewisberry.

The Committee is also creating a new "Taste of the Chamber" event and is gathering information via a survey that has been distributed to our members in the culinary and hospitality categories. Stay tuned for announcements for this inaugural event taking place in early 2012.

The Women in Business Roundtable Committee is chaired by Erin Schutter of HDH Group along with Vice Chair Jennifer Buehler of Wells Fargo Advisors. The Committee meets the last Friday of each month with a few exceptions throughout the year. If you would like to learn more about or become a Women in Business Roundtable Committee member, contact Leigh-Ann Reitze at 761-0702 or leigh-ann@wschamber.org.

Junior Leadership Central PA Graduates First Class

The West Shore Chamber of Commerce Foundation is pleased to announce that 29 students from eight different school districts have successfully completed the first Junior Leadership Central PA program. The graduation ceremonies, held at Cumberland-Perry Area Vocational Technical School and catered by their culinary arts students, was attended by the students' families and friends, Chamber Board and Education Committee members, representatives of the education community, program sponsors and site hosts.

Tosha Warner, a 2011 graduate, addressed the audience and thanked the program's sponsors and hosts. They were: AmeriChoice Federal Credit Union; Army Heritage Center; Cleve J. Fredricksen Library; Cumberland County Economic Development; The Patriot News; Engenuity Energy, LLC; Hampden Township; Andrea Deitz; Donna Davidson; Geir Magnusson; Mary Rodman; and Chick Zoll. Whitney Black, Becky Murphy and Tyler Swidler each spoke to the group about their experience in the program. In addition, Rich Madeira, Vice President from Engenuity Energy, offered the graduates advice and guidance on assuming their roles as leaders in our community.

The 2011-2012 Junior Leadership Central PA will begin in September and is seeking scholarship support from Chamber members. See the article on page 4 for more information about how you can support this exciting new program.



CHAMBER SHORTS

■ **The Chamber periodically solicits proposals for goods and services online.** If you are interested in doing business with the Chamber visit www.wschamber.com/rfp.shtml. Request For Proposals are also sent directly to members within the business category of the request. Make sure you receive the updates by checking your business category online at www.wschamber.org.

■ **The Education Committee** will welcome Terri Kaufman, Executive Director, South Central Workforce Investment Board (SCWIB) to its meeting at noon on May 17. She will update the committee on SCWIB's current initiatives, followed by committee discussion of areas of mutual concern. Chamber members are welcome to attend and can register on the Chamber's events calendar at www.wschamber.org.

■ **The Business & Industry Night Committee** would like to remind members to reserve their exhibit space before June 30 to receive the discounted price of \$575. After the deadline, the cost of exhibit space will be \$600. The committee would like to thank event sponsors, AmeriChoice Federal Credit Union; Capital BlueCross; CBS21; Central Penn Business Journal; and WHP580.

Five Ways to Make the Chamber Golf Outing Work for You

Over the past few months, the West Shore Chamber's Golf Committee has been diligently planning this year's Annual Golf Outing, taking place on Thursday, May 12, at Blue Ridge Country Club. The West Shore Chamber's Outing focuses on business golf and provides you the opportunity to have a fun day outside of the office in a setting with other professionals. So how can you make the Chamber's Golf Outing work for you?

- 1. Employee Development** - A nice day out of the office is a great way to build office morale. Since the Chamber's outing is a four-person scramble, it can provide team building as employees compete. Another idea is to reward top employees with registrations to the outing.
- 2. Networking** - Businesses of all sizes can use the outing as a great networking tool. A perfect way to do this is to have employees split up and request placement in a foursome.
- 3. Customer Appreciation** - Show your customers and clients that you appreciate them with a great day on the course. They will appreciate the thought and will benefit from added networking opportunities.
- 4. Vendor Development** - Most businesses need something from a supplier. Building relationships with your vendors is a great way to make sure you get the best quality products and services.
- 5. Marketing** - The Chamber's outing provides a superior way of getting your message to potential customers. This event's many golf sponsorships provide your business with great visibility and start at as little as \$50. If you are interested in a sponsorship, call Leigh-Ann Reitze at 761-0702 for more information.

Visit the events calendar at www.wschamber.org to register to attend the Chamber's Annual Golf Outing today! You'll have a wonderful afternoon - from fun contests on the course to a delicious awards banquet - the West Shore Chamber Golf Outing will suit you to a "tee". Thank you to tournament sponsor Orrstown Bank.

Member Renewals

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

10 - 19 years

Avis Rent A Car
Delta Development Group Inc.
Hampden Cleaners
PA Landscape Group Inc.
Sign-A-Rama (West)

5 - 9 years

Business2Business Magazine
Central Pennsylvania Conference Center
Kathie's Christmas & Collectibles
PA House of Representatives
The ARRO Group

1 - 4 years

Bogar & Hipp Law Office
First Choice Rehabilitation Specialists
Penn Waste Inc.
SSS Printing
The Burg
United Concordia Dental

UPCOMING EVENTS

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

- **5/5 - Cinco De Mayo Regional Mixer Fiesta**, 5:00 - 7:00 p.m., The Conference Center at Shippensburg University, 500 Newburg Road, Shippensburg - Network with members of 13 area Chambers and organizations to celebrate Cinco De Mayo with food, refreshments, and music. To register email chamber@ship.org.
- **5/12 - Annual Golf Outing**, 11:30 a.m. registration and boxed lunch, Blue Ridge Country Club, 3940 Linglestown Road, Harrisburg - Join the West Shore Chamber of Commerce Golf Committee for this premier annual golf outing. Sign up a foursome of clients or register on your own to network, build relationships, meet potential customers and have fun. Thank you to tournament sponsor Orrstown Bank.
- **5/13 - Lunch Bites: A 4-Week Sales Workshop**, 11:30 a.m. - 1:00 p.m., Giant Community Center, 2nd Floor, 3301 Trindle Road, Camp Hill - Everyone is strapped for time, but everyone needs to catch a quick bite at lunch. Why not make your lunch a learning experience? Most sales, marketing and advertising professionals agree: selling is getting harder. Boost your sales by attending this 4-week workshop with Anne Carnathan, VP of Strategic Sales for Universal Media. Thank you to sponsors Giant and Universal Media.
- **5/24 - May Networking Mixer**, 5:00 - 7:00 p.m., Susquehanna Bank, 201 Saint Johns Church Road, Camp Hill - Join the West Shore Chamber of Commerce for an evening of business-to-business networking. Mixers offer an opportunity to meet new Chamber members and expand your professional network.

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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