

CONNECTIONS

The Newsletter of the West Shore Chamber of Commerce



Members enjoy luau-themed hors d'oeuvres sponsored by the Altland House Hospitality Group at Liberty Forge.



Chamber Directors and Member Mentors helped Black Consulting Services Inc. celebrate its new location on Trindle Road.



Membership Mentors helped Miller's Home Surplus cut the ribbon to celebrate its grand opening.

Economic Development Committee Launches Program to Help Members

Partnerships in Motion, a new Chamber program developed by the Economic Development Committee, is now open to interested members. A members only initiative, Partnerships in Motion will be the umbrella under which participants can form roundtable discussion groups and meet regularly to discuss issues, learn something old, learn something new, vent, listen and grow.

David Coffman, Business Valuations & Strategies PC, will give a brief explanation of the program at the Economic Forecast Luncheon on September 22. After the luncheon, handouts and starter tool kits will be available. Committee member Tiffany Cartwright, and Sandy Allison will be on hand to answer questions and sign-up volunteers.

If you are interested in joining a group, please stop by the information table before or after the luncheon, or contact Sandy Allison at sandy@wschamber.org. Let us know your business focus and the kind of group you want to join. The Chamber will connect groups of five to six members, and the rest is up to you. For complete confidentiality, meeting topics, times and places will be at your group's choosing. The level of Chamber involvement will be at each group's discretion.

Business and Industry Night Takes Center Stage

Hundreds of Chamber members and community professionals are getting ready to walk the red carpet for the best business-to-business networking event of the year. Tickets are on sale now for the 59th Annual Business and Industry Night: A Night on Broadway for \$20 in advance or \$25 at the door. The event takes place from 3 to 7 p.m. on October 1 at the Radisson Penn Harris Hotel and Convention Center in Camp Hill.

Mountz Jewelers will add to the glamour of the evening by bringing Miss Pennsylvania Shannon Doyle as its guest. At 6:30 p.m. she will draw the winning ticket for the grand prize donated by Mountz - a handsome Swiss Army Watch. All event attendees are invited to turn in their door prize entry at the Chamber booth located in the rear of the Keystone Room.

More than 100 exhibitors are preparing their booths to celebrate this year's Broadway theme. Three awards will be presented at the end of the evening to exhibitors: The Best in Show voted on by attendees; The Best Use of Theme voted on by a panel of judges appointed by the Business and Industry Night Committee; and secret shoppers will select an exhibitor for the Best Sales Approach award. Also, in celebration of the theme, students from Cumberland Valley, Mechanicsburg Area and Northern York school districts will entertain us with show tunes.

Don't miss the largest and most talked about Chamber event of the year. Order tickets online at www.wschamber.org or email events@wschamber.org for more information.



Oct. 1
Business and Industry Night

Oct. 19
Women in Business Roundtable Trap Shoot

Oct. 21
October Networking Mixer

Oct. 28
Flu Vaccination Clinic

West Shore
Chamber of Commerce

Inspiring Business

**Reserve 2010 newsletter advertising
by November 16 at 2009 prices**

The **bolded** businesses in Business News section are Chamber members.

The **Foundation for Enhancing Communities'** Martin M. Sacks Memorial Fund is accepting grant applications due September 29 for nonprofit organizations providing youth and family-oriented programs in Cumberland, Dauphin, Franklin, Lebanon, and Perry counties. Applications are available for download at www.tfec.org. The Foundation for Enhancing Communities' AIDS Fund of South Central Pennsylvania is accepting grant applications due October 9 from nonprofit organizations serving persons living with HIV/AIDS in the counties of Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry, and York. For more info on either grant program, contact Rosemary Browne at 236-5040 or Rosemary@tfec.org.

Leadership Cumberland will host the fall series **Leaders@Lunch** on October 7 from noon to 1:30 p.m. at the **West Shore County Club**. The cost is \$25 per person. To register call 258-9500, email rsvp@leadershipcumberland.org, or visit www.leadershipcumberland.org.

A coaching tip from **Sylvia Hepler** of **Launching Lives**: Watch for some common but often overlooked situations that call for follow up: Unreturned messages, unusually silent or irritable colleagues, action items with no appreciable activity in a reasonable period, or errors in important documents - even your paycheck! Follow-ups are opportunities to "move the ball" for you and your team.

The **Cumberland Valley Visitors Bureau** has launched an intensive six-month branding program designed to discover, define and develop the county's competitive differentiator. The ultimate goal of this initiative is to bring more awareness to the area and attract more visitors to Cumberland Valley.

Cordier Antiques & Auctions has a new updated website: www.cordierantiques.com.

Did you know that 1 in 3 children will develop diabetes in their lifetime? Or that someone is diagnosed with diabetes every 20 seconds? Step Out with the **American Diabetes Association** on October 4 at City Island and help raise funds for a cure. We are seeking people

(Continued on next page)

Chamber Celebration Honors Ed Messner for 41 Years of Service

On November 10, Chamber members will gather to honor Ed Messner for four decades of service and dedication to the Chamber. The Celebration Committee is planning an evening reception to wish Ed well as he plans to spend more time with his family when he retires on January 4.

The Chamber invites all members to attend this event. Those who wish to personally express their appreciation for Ed's service to the Chamber are invited to purchase an entry in a special tribute magazine or purchase a "banner burst" that will be displayed on the wall. Tribute packages range from \$25 to \$500. Contact Leigh-Ann Reitze at leigh-ann@wschamber.org or 761-0702 for more information.

Tickets for the Celebration are \$41 - one dollar for each of Ed's years of service to the Chamber. The event will take place at the Holiday Inn Harrisburg West from 4 to 7 p.m. You can register online at www.wschamber.org or email events@wschamber.org.

ChamberPAK is Back

ChamberPAK, the monthly Chamber direct mail opportunity, is back and better than ever. New changes including a wider distribution, monthly mailing schedule and a lower price. Now mailing every month within the highly popular Events Flyer, ChamberPAK will reach members in a way it never has before. Copies of the new ChamberPAK will also be distributed at events and to the general public.

In ChamberPAK, your business's message will reach more than 1,000 business decision makers and members of the general public for \$300, a savings of \$140 on postage alone. Save an additional 10% with the welcome back discount. You can reserve monthly, bimonthly, quarterly and annually with this discount to receive the most savings.

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.



Chick Zoll, Chairman of the Chamber Board of Directors, presented Kenneth & Co. a certificate in celebration of the salon's 25th anniversary.

West Shore
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Ready! Aim! Network! Trap Shoot Event Returns

The Chamber Women in Business Roundtable will pull members together for a day of networking on October 19 at the West Shore Sportsman's Association for the 3rd Annual Trap Shoot Event, sponsored by Wells Fargo advisors.

This event has been a popular way for Chamber members to network while engaging in an activity that is different, fun and exciting. Learn a new skill in a safe and comfortable setting thanks to volunteers from the West Shore Sportsmen's Association. These volunteers will instruct attendees on gun safety and provide tips and guided practice during the shoot.

All equipment including guns, sporting clays, ammunition and safety gear is included in the \$50 registration fee. Also included is a networking lunch catered by Sir D's Catering and a special gift from the Women in Business Roundtable. Both those experienced in gun sports and those who have never picked up a gun before have found this event to be fun and exciting.

Other shooting activities included in the registration fee are pistol range target shooting, and five pistol rounds at this year's new activity - the dueling tree. The dueling tree is a competitive activity where participants are paired together to try and shoot metal targets on a pole more quickly than an opponent. Additional ammunition to participate in this new activity will be available for \$5. Returning this year is the Block Shoot, a game of chance much like a 50/50. For \$5, you can take a shot at a target and whoever hits closest to the cross hairs on the target wins half of the money collected.

Trap shooting rounds take place in groups of five. Just like members may assemble a foursome for a golf outing, members are also welcome to assemble a fivesome for the trap event or register individually and be placed into a fivesome for added networking. Registration is limited to the first 50 members.

Thank you also to supporting sponsor Integra Print & Image. Additional sponsorships are available. Contact Leigh-Ann Reitze at 761-0702 for more information.

to help with registration, rest stops and lunch following the walk. Register online at www.diabetes.org/stepout or call Randi Jacobs at 657-4310, ext. 4622.

Century 21 The Gold Team helped to sell 402 Ethan Allen, New Cumberland and 138 N 17th Street, Camp Hill. If you know someone who would like to buy or sell real estate, call 441-5437.

Keystone Human Services is asking for continued public support for those affected by the massacre of thousands of children and adults at Middle School #1 in Beslan, Russia. Forward all monetary donations to Keystone Partnership, 124 Pine Street, Harrisburg PA 17101, Attn: Beslan, or visit www.keystonehumanservices.org.

Uplifting Athletes kicked off College Colors Day Campaign to raise awareness for nearly 7,000 rare diseases that affect one of ten Americans. Show your true colors by partnering with Uplifting Athletes in a college themed "dress down" day in your office during college football season. For more information call 525-8966.

Join **ActionCOACH** on October 14, 7:30 to 10 a.m. at the **Giant Community Center** in Camp Hill for a seminar on 5 Ways to Increase Your Profits. The cost is \$49 for the first registrant and \$10 for each additional registrant. Visit www.coachmybiz.com for more information.

Laura Martin of **Latus Commercial Realty** recently leased office space at 1100 Bent Creek Blvd., Silver Spring Township, Mechanicsburg.

Harrisburg Academy named Arthur Moore Director of Development and Alumni Relations and Kristina Burlew was named Communications Associate. Harrisburg Academy is proud to celebrate its Triple Anniversary this year. September 25 marks the 50th Anniversary of the school's location in Wormleysburg.

New Hope Ministry's 11th Annual Golf Tournament is set for September 25 at **Range End Golf Club** in Dillsburg. Download a golfer registration brochure at www.nhm-pa.org and pay your registration online by clicking "Donate Now."

Penn State Harrisburg's Continuing Education Department will offer a new Certificate in Business Analysis program. The curriculum and instructors for the course are provided by Camp Hill-based **Momentum, Inc.** Momentum is the only IIBA Endorsed Education Provider in central Pennsylvania. For more info

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contact Chris Walker at 717-214-8000 x21 or cwalker@m-inc.com.

On October 16 **West Shore Evangelical Free Church** is hosting a night of praise and worship with artists Building 429, Todd Agnew, and Kimber Rising. Tickets are \$15 each in advance or \$18 at the door. Visit www.westshorefree.org to get tickets. The renowned World Vision Experience: AIDS tour is coming from November 15-22. This 3,600 square foot replica of an African village depicting how AIDS is affecting children. The exhibit is free to attend and will be held in the gym of West Shore Evangelical Free Church, 1345 Williams Grove Road, Mechanicsburg. To obtain tickets or volunteer to help, visit www.worldvisionexperience.org.

Black Consulting Services, Inc. will host a Women's Wellness Workshop at noon on September 23 at **Cornerstone Coffeehouse and Culinary Kitchen and Cooking School**. The cost is \$20 for one or \$30 for two. To register call 620-3042 or e-mail registration@blackcsi.com.

Ha Ha Helen of **LAFOLOT** will be one of the session speakers for the 2009 Women-Connect Retreat September 25-26. She'll present a "Laughter! Let's Get Serious!" program. For more information, contact Helen at helenoflafolot@yahoo.com.

Landmark Commercial Realty, Inc./ONCOR International handled the following transactions: **Pinnacle Health Medical Services** has leased 7,566 sq. ft. of office space at 810 Sir Thomas Court, Old English Gap, Harrisburg; Chuck Heller and David Rimmel brokered the purchase of a 7,000 sq. ft. commercial building at 277 Lauffer Rd., Middletown.

The volunteers of **Vickie's Angel Walk** are hosting its fundraising walk on October 10 at the New Cumberland Borough Park. Proceeds benefit families fighting cancer by funding basic necessity items such as rent/mortgage, food, fuel to heat the house, car repairs as well as co-pays, insurance premiums and other expenses. Teams of walkers are forming now. For info on participating or making donations, call Mickey Minnich at 774-3800, Mickey@vawalk.org or visit www.vickiesangelwalk.org.

Orrstown Bank announces that Mr. Chris Jackson has been promoted to Vice President, Controller and Investor Relations Officer in the

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Members enjoyed the view at Hollywood Casino and Penn National Race Course as they watched the first horse race of the evening at a September Mixer.

Member Orientation Gets a Makeover

Your Chamber membership encompasses a wide range of programs, benefits and opportunities. The Chamber holds member benefits orientations monthly. Customarily the fourth Wednesday of every month, Membership Orientation is designed to give both long-standing and new members the perfect review or introduction to all that the Chamber offers members.

Member Orientations have recently undergone some serious reconstruction and the results are in: members love the new additions to the program. For the first 20 minutes attendees enjoy a complimentary lunch while networking with a small group of attendees. After lunch, the meeting is conducted by a Membership Mentor who gives hints and tips to networking, committee involvement, and ways to make sure that your membership is working for you. The Chamber staff provides useful information on tools to maximize your membership.

Member Orientations are available to all members and limited to 20 attendees. If you have a new hire or just want a refresher and are interested in attending a Member Orientation please contact Mary Clayton at 761-0702.

Federal Health Care Reform Bill

Eric Beittel, Certified Financial Planner and Insurance Provider, and Legislative Chair on the Board of the Central Pennsylvania Association of Health Underwriters, led a discussion on Federal Health Care Reform Bill H.R. 3200 at August's Governmental Affairs Committee meeting.

The summary of the bill as introduced is as follows: "Sets forth provisions governing health insurance plans and issuers including: (1) exempting grandfathered health insurance coverage from requirement of the Act; (2) prohibiting pre-existing condition exclusions; (3) providing for guaranteed coverage to all individuals and employers and automatic renewal of coverage; (4) prohibiting premium variance, except for reasons of age, area, or family enrollment, and (5) prohibiting rescission of health insurance coverage without clear and convincing evidence of fraud."

At the Governmental Affairs Committee meeting, Robert Reilly, Senator Todd Platts office, said the way to properly tackle this all-encompassing legislation is "one piece at a time." While the Liberals and Conservatives are loudly debating the bill, he believes the moderates have yet to be heard. As of now, H.R. 3200 is the only game in the House and the legislature will have to work with it.

The most contested points include:

1. Establishing the Health Insurance Exchange with the Health Choices Administration in order to provide individuals and employers access to health insurance coverage choices, including a public health insurance option. It also provides for an affordability premium credit and an affordability cost-sharing credit for low-income individuals and families participating in the Exchange.
2. Requires employers to offer health benefits coverage to employees.
3. Amends the Internal Revenue Code to impose a tax on individuals without coverage under a health benefits plan, and an employer that fails to satisfy health coverage participation requirement for an employee.

The Chamber urges its members to log on to <http://thomas.loc.gov> and read the congressional summaries so you can make your own informed decision on what is true and what is hype on this important legislation. The Chamber will also keep members updated on the legislative pages of www.wschamber.org.

New Members

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

Alpha Benefits Group

Robert D. Heller
600 Wilson Lane, Suite 200
Mechanicsburg, PA 17055
766-3711
Insurance
www.alphabenefits.com

Capital Area Pregnancy Centers / Life Choices Clinic

Lorelei Aubrey
2515 Gettysburg Road
Camp Hill, PA 17011
761-4410 x3002
Organizations
www.lifechoicesclinic.org

Comfort Suites-Harrisburg West/ Mechanicsburg

Janine Pappalardo
2055 Technology Parkway
Mechanicsburg, PA 17050
732-8800
Hotels/Motels
www.comfortsuitesmechanicsburg.com

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Country Meadows Retirement Community

Alicia Keck
4905 E. Trindle Road
Mechanicsburg, PA 17050-3618
737-4028
Retirement
www.countrymeadows.com

Houck Printing Company

William Houck
4150 Industrial Road
Harrisburg, PA 17110-2949
233-5205
Printers/Publishers/Graphics

Kelly Services

Dean Baker
717 Market Street, Suite 110
Lemoyne, PA 17043
737-6738
Employment/Training
www.KellyServices.com

Miller 's Home Surplus

Justin Miller
97 Gateway Drive
Mechanicsburg, PA 17050
Retail
570-385-3811
www.millershomesurplus.com

WebTalent Internet Marketing

Oliver Feakins
228 E. Orange Street
Lancaster, PA 17602
496-3327
Marketing Services
www.webtalentseo.com

Weis Markets Inc.

Tom Senft
1195 Lowther Road
Camp Hill, PA 17011
737-7091
Retail
www.weismarkets.com

Bank's Finance Department. Orrstown Financial Services, Inc. announces the reinstatement as of September 1 of the Voluntary Cash Contribution investment option under its Stockholder Dividend Reinvestment and Stock Purchase Plan.

Liberty Forge announces the availability of 2010 Olympic Membership. Join now and receive September, October and November 2009 for free. Greens fees any day plus cart included. Special discounts on range balls, mini golf and 10 percent a la carte food discount at **Altland House**.

Christian Life Assembly donated hundreds of school supplies and toiletry items to **United Methodist Home for Children** on August 15 in conjunction with a day of service on the campus. Each year the United Methodist Home for Children provides long term residential care and emergency shelter to local children in need.

Health Question of the Month from Nurse Barb from the **Visiting Nurse Association of Central Pennsylvania**: "Can I get the flu from the flu vaccine?" No. The vaccine does not have a live virus in it. It takes two weeks for your body to build full immunity, so if you felt sick within days of a shot, you either came in contact with the flu virus around that same time, or you came down with something else that was not the flu. It's normal to feel mildly achy or have tenderness at the vaccination site. Getting the real flu is worse.

Sandra L. Meilton, Esquire, of the law firm **Daley Zucker Meilton Miner & Gingrich, LLC**, has been appointed President of the Pennsylvania Chapter of the American Academy of Matrimonial Lawyers.

September 8 through November 2009, audiences will journey into the wildly funny world of animals, as Animalopolis roars onto the giant screen at **Whitaker Center**. Admission for Animalopolis is \$5.00. For more info on tickets and show times, call 214-ARTS or visit www.whitakercenter.org.

Pyramid Construction Services, Inc., a Quandel Enterprises Company, has recently been awarded several new construction projects: a new **Members 1st Branch** to be located in the **Giant Foods Store** at Carlisle Market Place in Carlisle, an office fit-out for The Quandel Group at 3003 N. Front Street, Harrisburg,

(Continued on next page)

Recruit College Grads and Alumni at the 26th Annual Cumberland Valley Consortium Job & Internship Fair!

- ❖ **Wed., Feb 10th; 10 a.m. – 3 p.m;** Wyndham Hotel, Gettysburg
- ❖ Register at www.cumberlandvalleyconsortium.com. Early Bird fee is \$300 (after 12/15: \$350). Registration includes FREE access to the CVC Virtual Fair and publicity on website & fair guidebook.
- ❖ Participating institutions: Elizabethtown, Gettysburg, Hood, Messiah, McDaniel, Mt. Saint Mary's, Penn State Harrisburg, Shepherd, Shippensburg, Wilson, and York College of PA.

and the expansion of the Wears Like New store at the West Shore Plaza in Lemoyne.

PMI will begin management for Eagle View, a 270 unit Manufactured Housing property located in Berwick Township, Adams County.

Rev. Dr. Carl E. Young, a resident of **Bethany Village**, celebrated his 101st birthday this summer. In his honor, Bethany Village has named an annual award – The Carl E. Young Award for Excellence, recognizing an exceptional staff member. Individual staff members are nominated by their peers and a committee made up of residents and staff decides the winner.

Terri DiBacco, Director of Marketing for **J. Michael Brill & Associates**, received the Society for Marketing Professional Services Central PA Chapter's Keystone Award, which honors a long-term member of the organization and A/E/C industry whose career accomplishments and service to the organization are especially noteworthy.

JFC Staffing Associates is searching for a Staffing Advisor. The Staffing Advisor is responsible for all phases of interfacing with perspective and existing clients as well as protecting and nourishing the excellent reputation of JFC, by giving the best possible service. It has a base salary of 30-40K plus uncapped commissions. For more info, contact **James Carchidi**, CSP, at jimc@jfcstaffing.com.

High Associates, Ltd., handled the following transactions: the lease of 2,250 sq. ft. of space at the Capital City Plaza, 3401 Hartzdale Drive, Lower Allen Twp; space at the Windsor Park Shopping Center, Simpson Ferry Road, Lower Allen Twp.; and the purchase of investment properties at 1800 Lehman Street and 1800 Church Street in Lebanon, Pa.

Sass Salon & Day Spa will offer complimentary neck and shoulder massages from 1 to 7 p.m. on Sept. 23.

During October, **Keystone Photography Studio & Gallery** will offer West Shore Chamber members 25% off all photography in the Gallery, 4409 Carlisle Pike, Camp Hill. Gallery hours are 10 a.m. to 6 p.m. Tuesday through Saturday. Studio hours are by

(Continued on next page)

Member Renewals

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

40-49 Years

Associated Products Services Inc.

30-39 Years

Central Penn Multi-List

20-29 Years

Gunn Mowery LLC

10-19 Years

Reager and Adler PC
Cornerstone Adminsystems Inc.
Cumberland Valley School District
Mallard Run Apartments
C & J Car Care Center
West Shore Sportsmen's Association
Fraser Advanced Information Systems
Smith Custom Framing & Fine Art Gallery

5-9 Years

Starobin & Blanc Counseling Services
Adams County National Bank
S3 Inc.

Joseph T. Simpson Public Library
Caffrey Auto Supply Inc
D. L. Heiges Electric Services Inc.
JANEX Inc., "Janitorial Excellence"
Pecht & Associates PC

1-4 Years

Goodwill Keystone Area
Larson Lightning Protection Inc.
Camp Hill Forest Products
Tristan Associates
Graystone Bank
Atlantis Pools
Southern Penn Communications
Pennsylvania Regional Ballet
The Second Mile
Montour Home Comfort Services
Proforma Impressions Ink
Ultimate Car Wash & Lube LLC
Ardis Communication Strategy & Training
Midas Auto Service Experts
Philly Pretzel Factory

Electricity Program Rapidly Growing

The Chamber's Electricity Program has been picking up momentum since its inception in April. The program is rapidly expanding with more members realizing that, in less than three months, their electricity prices will see drastic increases due to the PPL rate caps coming off.

There are now 20 Chambers of Commerce in Pennsylvania participating in the ChamberChoice OnDemand Electricity Aggregation Program with OnDemand Energy Solutions. The participating members of these chambers represent a wide variety of business types and sizes with one common goal: saving money on their electricity costs.

The first buying pool has saved 415 members, 36 of which belong to the West Shore Chamber, an estimated 9-12 million dollars. The second pool, which is now closing is conservatively estimated to save participants 5-8 million dollars.

As one pool closes, another one opens, yet members who sign up sooner will save the most. Don't throw your money away; join the Chamber Electricity Program today and save money on your electric costs. For more information the Chamber Electricity Program, upcoming webinars, and informational meetings visit www.wschamber.org and click on the OnDemand icon. Members can also contact OnDemand directly by calling 1-866-699-9968.

CHAMBER SHORTS

■ The **Transportation Committee** met with Brian Moore, Construction Engineer, Michael Baker Corporation who discussed PA 581 project. So far, work is on schedule. The preliminary work included 808 days spent on 103 different utility activities by 12 separate utility companies to make way for new traffic patterns and road widening.

■ The **Health Care / Insurance Committee** met to discuss offering flu vaccination clinics at the Chamber. The clinics will be September 25 and October 28 (see Upcoming Events on page 7 for more information)

■ The Chamber wishes to recognize the passing of Rite Aid Founder **Alex Grass** on August 27. Alex was the 1991 Business Achievement Award recipient for his dynamic leadership. Our condolences are with his family and friends.

■ Congratulations **Rhonda Hebbard**, Luxor Events and Marketing, upon being named one of Journal Publication's 40 Under 40.

■ Congratulations to the following Chamber members who were named among the Top 50 Fastest Growing Companies in 2009 by the **Central Penn Business Journal**: **Engenuity LLC, Graystone Bank, Integrity Bank, Metro Bank, Momentum, Inc.** and **R.S. Mowery & Sons, Inc.**

Identifying Opportunity in a Recession: New Hope Ministries Receives Million Dollar Grant

Since 1986, New Hope Ministries has been serving our neighbors in times of need and supporting their efforts toward stability. In January 2009, New Hope expanded its service area to the communities of East Pennsboro Township, Enola, Wormleysburg, Camp Hill, Lemoyne and New Cumberland. This added an additional 53,000 people to their service area, with 3,000 of those people living below poverty level.

This increase in people served combined with recent economic conditions has increased the numbers of those needing services at New Hope's West Shore location. One of the chief needs of the Ministry is sufficient space for handling and storing food in an accessible location. After deliberation, New Hope decided to consolidate its efforts to reach both the Mechanicsburg and new West Shore service areas through a single, more central location.

A 15,000 square foot building on a public transportation route was identified on East Trindle Road in Mechanicsburg that was ideal for meeting New Hope's growing needs.

New Hope was given an opportunity to receive a \$1 million matching grant toward the purchase of this new facility. They thank everyone in the community who helped them raise the \$500,000 necessary in order to receive the \$1 million grant. New Hope is moving forward on acquiring the new building and hopes to open in 2010.

The West Shore Chamber would like to continue to share member success stories about taking advantage of the current economy to move forward and grow. If you have a story you would like to share, please email sandy@wschamber.org to be considered for a future issue.



New Hope Ministry acquired this building for a new center to open in 2010.

UPCOMING EVENTS

- **10/1 - Business & Industry Night**, 3:00 - 7:00 p.m., Radisson Penn Harris Hotel & Convention Center, 1150 Camp Hill Bypass, Camp Hill - Walk the red carpet at "A Night on Broadway" and join an audience of more than 1,000 business professionals for an evening of networking. Tickets are \$20/advance, \$25/at the door.
- **10/7 - Electricity Program Information Session**, 11:00 a.m. - 12:30 p.m. West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill - Learn how the chamber can save you money on your electric bill with the Chamber Electricity Program. There is no cost to attend.
- **10/19 - Women in Business Roundtable Annual Trap Shoot**, 8:30 a.m. - 4:30 p.m., West Shore Sportsmen's Association, 500 Ridge Road, Lewisberry - Join the Women in Business Roundtable and fellow members for a day of networking, gun education, and camaraderie (see article on page 3). The cost is \$50/member.
- **10/21 - October Networking Mixer**, 5:00 - 7:00 p.m., Orrstown Bank, 3045 Market Street, Camp Hill - Network with area business leaders while enjoying the hospitality of sponsor Orrstown Bank. Mixers are free to attend.
- **10/28 - Flu Shot Clinic**, 2:30 - 4:30 p.m., West Shore Chamber of Commerce, 4211 Trindle Road, Camp Hill - Don't let the flu catch you off guard this winter. The cost of the seasonal flu vaccine is \$32 and is covered by many health insurance programs.
- **11/5 - Joint Breakfast with Senator Patricia Vance**, 7:30 - 9:00 a.m., Hotel Carlisle, 1700 Harrisburg Pike, Carlisle - Attend this breakfast with members of both the West Shore and Carlisle Chambers of Commerce and inform yourself about the latest updates about our District on Capital Hill. The cost to attend is \$20/member and \$32/prospective member.

appointment. For more info call 761-0900 or visit www.keystonephotos.com.

East Pennsboro Township's 11th Pumpkin Fest will take place October 10-11 at Adams-Ricci Community Park.

The Salvation Army's Women's Auxiliary will hold its Annual Fabric Sale from 8 a.m. to 2 p.m. October 9 and 9 a.m. to noon October 14 at 30 E. Pomfret St., Carlisle. For more info about the sale or dropping off donated fabric, buttons or patterns, contact Capt. Marci Orr or Lt. Sandra Kobsar at 249-1411. Donations needed by Sept. 25.

Country Meadows Retirement Community announces its annual Fall Craft Bazaar & Family Pumpkin Fest on October 24 from 10 a.m. to 3 p.m. Event proceeds benefit the Central PA Food Bank for the holidays. For more info, call 975-3434 or email akeck@countrymeadows.com.

"Not Now Darling" is showing at **Allenberry Resort Inn & Playhouse** from September 15 through October 10. This is a great show with lots of laughs as a well-meaning shop keeper struggles to keep things on an even keel despite his philandering partner. Call 1-800-324-8716 for ticket information or visit www.allenberry.com.

Membership Mentor Networking Tip of the Month

*From the Membership
Mentor Committee*

Networking is kind of like a political campaign because you need to be truthful and relaxed, but you should not just wing it. Approach your networking opportunities with a game plan - think of some different icebreaker questions, and a way to transition the question into what your business does.

Useful Internet Resources

Visit <http://www.paworkstats.state.pa.us/> for economic, geographic, and demographic data for Pennsylvania's 67 counties.

CONNECTIONS

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