

Newsletter

A PUBLICATION OF THE
**West Shore
Chamber of Commerce**

Inspiring Business

July 2017

Putt it Into the Park

Calling all mini golf and baseball fans to join us for a night of fun at the West Shore Chamber of Commerce's Putt it Into the Park! Taking place on Thursday, July 20 starting at 3:30 p.m. on City Island in Harrisburg, Putt it Into the Park is the perfect mid-summer event for clients, employees, friends and family!

This affordable event mixes two of summer's favorite pastimes. Start at the beautifully landscaped, 18-hole Water Golf Mini Golf Course. After mini golf, attendees move to a picnic dinner buffet at the Harrisburg Senators Ballpark all while watching the Harrisburg Senators take on the Binghamton Rumble Ponies. The Phillie Phanatic is also bringing his act to FNB Field. Whether you're a Phillies fan or not, you're sure to be entertained by the Phanatic! And don't forget to stick around for an end of game Fireworks show that is always sure to impress!

The cost to attend is \$25/ages 13 & older; \$20/ages 4-12; and free/ages 3 & under. Registration includes: parking on City Island, 18 holes of mini golf at Water Golf, picnic dinner buffet, and a Senators baseball game.

Schedule of Events

3:30 - 6:00 p.m	Mini Golf Available
6:00 p.m	Baseball Gates Open
6:00 - 7:30 p.m.	Picnic Buffet Available
7:00 p.m.	Senators Baseball Game Starts

You will be able to choose your mini golf time to reduce your wait. Timeslots available - 3:30pm, 4:00pm, 4:30pm, 5:00pm, 5:30pm, or 6:00pm. Don't miss out on this highly anticipated event, register here!

Event is Partnered With:



UPCOMING EVENTS

7/20 Starts at 3:30 pm Putt it Into the Park

City Island, 2 Station Rd, Harrisburg.

[Click here to register.](#)

7/25 12:00-1:30pm Member Benefits Luncheon

West Shore Chamber of Commerce, 4211 Trindle Rd, Camp Hill. Call Tiffany Mahan to register as seating is limited!



Attendees mixing with each other out in the pavilion during the Carlisle Sports Emporium Mixer on May 23rd



At the mixer at Best Western Plus on June 7th the property showed off the renovations to the location including their guest rooms.



Members networking at the newly renovated LaQuinta Inn & Suites in Mechanicsburg during their mixer on June 14.

Business Spotlight



What services or products does your business offer?

Maui Whitening and Lash provides Laser Teeth Whitening and Eyelash Extensions.

How does your business separate itself from your competition?

We are far more affordable than a dental whitening. We offer immediate results instead of 2 or more weeks of using strips. Whitening is done in a comfortable, non-clinical, salon atmosphere.

How do you see your business growing in the future?

I hope to continue our growth on the west shore, and in the next year or so have a second location on the East Shore.

How does your business get involved in the community?

I currently donate gift certificates for auctions and other fundraisers. I can also set up a direct fundraiser with a Sports, Dance or Cheer Team.

How long has your business been a member of the Chamber?

Since 2017

How has Chamber membership been beneficial to your business?

Networking with the local business community has been huge for helping us get the word out. I really helps to have friends in the business community to talk to about common problems and solutions!

The Chamber's Programs & Marketing Committee has created the Business Spotlight to highlight member companies via business card drawings at a Chamber event.

Member Renewals

40 - 49 years

Beckley & Madden
Capital City Mall
Classic Drycleaners and
Laundromats
Modjeski and Masters Inc.
Parthemore Funeral Home and
Cremation Services
Veronique's Antiques

30 - 39 years

James O. Bower Insurance Inc.
JFC Staffing Companies
Padden, Guerrini & Associates PC
Robert L. Herr Agency Inc.

20 - 29 years

Central Penn College
Hartman & Scheuchenzuber, CPA's
McKonly & Asbury
Roland Builder Inc.
SECCO Inc.
Seifert Woodcrafts Inc.

10 - 19 years

Cumberland Stained Glass Inc.
D. L. Heiges Electric Services Inc.

Exhibit Studios/Get Graphics Now
Orrstown Bank

5 - 9 years

Bogar & Hipp Law Office
Daley Zucker Meilton & Miner LLC
David M. Green Bookkeeping and Tax
Service
Family Promise
H.B. McClure
SSS Printing
Travel Simplicity

1 - 4 years

Achieve Energy Solutions, LLC
Autobahn Indoor Speedway
Fairway Independent Mortgage Corp.
Geisinger Health Plan
Houck
Messiah College
MoversFor.Me
Natural Paths to Wellness
Oyster Mill Playhouse
Water Golf on City Island
West Shore Young Professionals

NEW MEMBERS

The following new members were approved for the month of June. Thank you to Ivy Schneider, West Shore Young Professionals and Miranda Viehman, Hello Gorgeous Consignments for their new member referrals.

Greenfield Janitorial & Carpet Cleaning LLC

Mr. Thomas Greenfield
3607 Market St, Ste 201
Camp Hill, PA 17011
(717) 773-2344
Janitorial
www.greenfield-janitorial.com

Pennsylvania Parks and Forests Foundation

Ms. Marci Mowery
1845 Market St, Ste 202
Camp Hill, PA 17011
(717) 236-7644
Non-Profit
www.paparksandforests.org

Providence Engineering Corporation

Mr. Jeremy Chubb
10 Eisenhower Blvd
Lancaster, PA 17603
(717) 509-7000
Engineering
www.proveng.com

Susquehanna Style

Mr. Rick Cochran
2029 Miller Rd
East Petersburg, PA 17520
(717) 571-6550
Publishers
www.susquehannastyle.com

Susquehanna Valley FCU

Ms. MaryKate Greenfield
3850 Hartzdale Dr
Camp Hill, PA 17011
(717) 737-4152
Financial Institutions
www.svfcu.org

Click [HERE](#) for downloadable/printable pdf of new members to add to your directory.

Thank you to our Board of Directors!

On behalf of the West Shore Chamber of Commerce Members and Staff, we would like to take a moment to thank our Board of Directors for all they do for the Chamber. They work tirelessly to grow our membership and advocate for what we do for the Community. They give endless amounts of time and support through volunteering efforts, sponsorships or by donating services that we may need here at the Chamber office. When you see them at the next event, please take a moment to join us in thanking them for their hard work!

Larry Bashore – *Edwin L. Heim Company*
 Andrea Dietz – *Urology of Central PA*
 Sal Fazzolari – *PeoplesBank*
 Lauren Fulmer – *Brown Shultz Sheridan & Fritz*
 Barry Goodling – *Messiah College*
 Lita Heckler – *Edible Arrangements*
 Jennifer Hipp – *Bogar & Hipp Law Office*
 Jason Holland – *Travel Simplicity*
 Sam Jones – *Lamar Advertising*
 Jamie Keener – *Herbert, Rowland & Grubic, Inc.*
 Steve Lubart – *Smith Elliott Kearns & Company*
 Tom McKee – *Wells Fargo Advisors*
 Jim Murdoch – *James B. Murdoch Insurance Group Inc.*
 Gretchen Ramsey – *Geisinger Holy Spirit*
 MaryAnne Reynolds – *PaySmart Payroll Services*
 Gary Scicchitano – *Myers-Buhrig Funeral Home and Crematory*
 Lynn Stickler – *Central Penn Business Journal*
 Ethan Stone – *Law Offices of Ethan K. Stone*
 Sue Stuart – *United Methodist Home for Children*
 Angela Tatum – *Riverview Bank*
 Steve Thomas – *Capital BlueCross*
 Stephen Wilt – *Alexander Building Construction Company*

2018 Membership Directory

The West Shore Chamber of Commerce Membership Directory is an annual publication in which 1,500 print copies are distributed to Chamber members and the community. A digital version of the directory is also hosted on the main page of our website. All ads purchased in the Membership Directory are hyperlinked to your company's website, telephone numbers, and any email addresses in your advertisement; creating double exposure for you year-round.

Directory Specifications *All in color, except patron listing	Original Price	Early Bird Discount
Back Cover 7.5" x 10"	\$3,160	\$2,686
Inside Front Cover 7.5" x 10"	\$2,680	\$2,144
Inside Back Cover 7.5" x 10"	\$2,680	\$2,278
Full Page 7.5" x 10"	\$2,500	\$2,125
1/2 Page 7.5" x 5"	\$1,500	\$1,275
1/4 Page 3.75" x 5"	\$1,050	\$893
1/8 Page 4" x 2.5"	\$600	\$540
Highlighted Logo Listing	\$250	\$225
Directory Patron Listing	\$50	\$40

These discounted prices are only valid through July 1, 2017.
 Contact Krystin Blauch at krystin@wschamber.org or (717) 761-0702 to reserve your 2018 Membership Directory Ad!

RIBBON CUTTINGS

Do you have a new office or an upcoming anniversary you want to celebrate with a ribbon cutting? Contact the Chamber at (717) 761-0702.



CARLISLE SPORTS EMPORIUM

Members of the West Shore Chamber and Carlisle Sports Emporium Management and Staff celebrate a ribbon cutting in front of their newly updated Grand Prix Race Track during their evening mixer on May 23rd.



PRECISION TRAINING CONCEPTS

Members of the West Shore Chamber and Precision Training Concepts Management and Staff celebrate a ribbon cutting in front of their new Harrisburg location during their Open House on June 1st.

Business NEWS

The **bolded** businesses in Business News are Chamber members. If you would like to submit business news, send your 30-word announcement to businessnews@wschamber.org by the first Friday of the month prior to the edition you want to be published in.

Gaps in insurance coverage often leave businesses vulnerable. Waiting until after an incident occurs is the wrong time to check for sufficient coverage, which is why **Boyer & Ritter CPAs and Consultants** is now offering independent insurance reviews designed to identify any gaps in coverage or opportunities for potential savings. Conducting the reviews is Theresa A. Kane, Boyer & Ritter's new Director of Insurance Services. Kane has more than 35 years of experience and has worked with a wide variety of industries.

Gunn-Mowery, LLC is pleased to announce the addition of Rick McMullin, Sales Executive, to our team! Rick has over 40 years of experience in the insurance industry and began his career with Aetna Casualty & Surety Company. He is a member of both the Society of Chartered Property Casualty Underwriters and the Society of Certified Insurance Counselors. At Gunn-Mowery, Rick will be working closely with a wide variety of customers in both an advisory and sales capacity. Rick is graduate of York College of Pennsylvania. His primary location will be in our Lemoyne office.

For the second year, *Forbes* magazine, has released its 2017 "Small Giants" list, a collection of 25 companies that show they value greatness over growth. **H.B. McClure Company** of Harrisburg, PA, is tremendously proud to announce that they have been named to this list. According to *Forbes* contributor Bo Burlington, the magazine chooses businesses that have sound models, strong balance sheets, and steady profits. All of the "Small Giants" are also privately owned and closely held, contribute to their communities, and stand out from others in the field. This honor truly demonstrated HB McClure's employee and customer-centric approach to business and corporate communications and reinforces the company's explosive growth. HB McClure Company, also recently announced that current employee-owner, Sara Kann, has been promoted to the position of Corporate Development Manager.

The realignment of Park Boulevard has been honored with a Road & Bridge Safety Award from the Pennsylvania Highway Information Association. The award was presented to Derry Township officials at the Pennsylvania State Association of Township Supervisors Conference at the Hershey Lodge on April 24, 2017. Chamber-member **Herbert, Rowland & Grubic, Inc. (HRG)** designed the project for Derry Township and devised a creative funding strategy that significantly expedited the project schedule.

A broad range of local leaders from Derry Township, Dauphin County, and area businesses worked together on this project to support future economic development in Hershey. The new roadway provides several safety improvements. **HRG** is also pleased to announce that Michael Babusci has joined our team as Transportation Practice Area Leader. In this role, he will oversee the delivery of all roadway, bridge, and traffic engineering services to clients in Harrisburg and throughout Pennsylvania, Ohio, and West Virginia.

In the news at **Harrisburg International Airport (HIA)**, the total number of passengers for April 2017 is up 4.7% over April 2016, and 2017 YTD passenger numbers are 8.5% over 2016 YTD. Looking ahead to the summer months, the airport expects traffic to be at or near 2016 levels." said Timothy Edwards, Executive Director. And in their June SARA Board Meeting, Lieutenant Stephen Kiessling will take the oath of office. Lt. Kiessling is originally from Williamsport, PA and served in the United States Army as a Military Policeman. He was a County Correctional Officer in Williamsport, and in 1990 joined the Pennsylvania State Police, and retired after 27 years of service. We welcome Lt. Kiessling to HIA and wish him much success!

If you are a local business professional looking for an opportunity to build your network and get the word out about your business in a relaxed setting without the pressure of having to give leads to others consider joining *Connect Over Lunch* hosted by **Konhaus Print & Marketing** on July 19 at Hoss's in Enola at 11:45am. Although there is no commitment and you are free to attend last minute please RSVP to sarah@konhaus.com so we know how many to expect. You are responsible for the cost of your lunch, but there is no other fee to attend.

Odessa Design, Inc. recently celebrated its 20th anniversary in business. A full-service graphic design firm, Odessa Design, develops and designs unique logos and brand identity systems, a wide variety of printed materials and publications, memorable ads, and other digital marketing tools. Services range from strategy development to content creation, design, and fulfillment.

Spring means warmer weather, longer days, and the unwelcome return of ticks. The Centers for Disease Control and Prevention (CDC) says infections from tick-borne diseases are steadily increasing. Lyme disease symptoms usually appear one to two weeks after a bite. Ticks usually live on tall grass and in wooded areas, but they can enter your home on pets or clothing. While it's a good idea to take precautions year-round, you should be cautious during warmer months when ticks are most active. **Patient First** physicians are available to explain the diagnosis, symptoms, treatment and prevention of tick bites and related diseases. For more information contact your nearest Patient First, www.patientfirst.com.

PaySmart Payroll Services is pleased to announce that it's Managing Member, Kelli Gift, CPA has been nominated for the Visionary Luminary Award through the West Shore Chamber of Commerce. Along with 7 women nominated by their peers, Gift is celebrated for her leadership and achievements within PaySmart, as well as her contributions to the community. The Visionary Luminary Awards honor an individual in an executive leadership position and recognizes the recipient for her outstanding character, commitment, professional achievement, stellar performance, and attitude.

William Pugh, senior vice president for corporate finance, treasurer and CFO, **PinnacleHealth System**, was named in the 2017 edition of "150 Hospital and Health System CFOs to Know," by Becker's Hospital Review for the second consecutive year.

Pyramid Construction Services, Inc., a Quandel Enterprises Company, recently completed a 3,000 sq. ft. outdoor terrace extension and renovations to the Tavern and Shore Rooms for **West Shore Country Club**, at its 100 Brentwater Rd., Camp Hill location.

Harrisburg attorney Michael W. Winfield, of the law firm **Rhoads & Sinon LLP**, has been selected as a Fellow of the Construction Lawyers Society of America. Mr. Winfield serves as Chair of the Firm's Litigation Practice Group, and concentrates his practice in the areas of construction law and litigation, public contracts, complex commercial litigation and dispute resolution. They are also pleased to announce that five of its attorneys were recently selected for inclusion in the *2017 Pennsylvania Super Lawyers* and *2017 Pennsylvania Rising Stars* lists, published by Thomson Reuters. 2017 Pennsylvania Super Lawyers: Ernest Tsoules, Jr. - Health Care, Thomas A. French - Business Litigation, Michael W. Winfield - Construction Litigation and 2017 Pennsylvania Rising Stars: Brandt T. Bowman - Business/Corporate and Amanda J. Lavis - Business Litigation.

We would like to remind you that all members receive 10% off all services at **Sass Salon and Day Spa**. We are also offering an extra 10% off to you and any friend or family member you refer to us. A referral is the highest honor a business can receive from a guest. Our Sass team appreciates you and all your continued support. Thank you for being a valued part of our success. For any details, questions, and/or to schedule your appointment please call our reservationists for assistance at (717)612-0344.

Business NEWS continued

Although this year's National Small Business Week is now behind us, don't lose sight of the reasons to continue celebrating the benefits of being a small business. American small businesses often have advantages over larger companies. It's important to recognize them—and make the most of them—as you start and grow your company. For more insight about the realities of starting and growing a small business, contact your local **SCORE** chapter to talk with a mentor.

Peter O. McDonald, CPA, Member of **Smith Elliott Kearns & Company, LLC**, has been recognized as Maryland's Accountant Advocate of the Year by the U.S. Small Business Administration. Peter was nominated by Mr. Robert M. Jones on behalf of SCORE Hagerstown #0539 for his business accomplishments, civic contributions, leadership, and efforts to both support and improve the climate for small businesses.

The Member Advisory Board of Nationwide East, a division of Nationwide Buying Group, held its annual meeting at the Myrtle Beach Hilton Resort on June 4-6, 2017. Attending after his recent selection as a member of the Furniture Advisory Committee was Jack Lashay, the owner of **Sofas Unlimited and More**. Jack was selected for the board due to his long standing position as an independent retailer of home furnishing products; and, due to his reputation as an ethical, honest, and community spirited business leader. His business enjoys excellent consumer reviews for fair prices and quality service.

Our days are full of meetings, so why not make those meetings a little more enjoyable? Bring your team to an off-site meeting at **SPAtacular Escapes'** customizable conference center. Our conference room is designed to accommodate groups as small as five or as large as fifty people with a host of accoutrements. As a member of the West Shore Chamber, we're thrilled to offer you a 20% discount! See details here.

The Emerging Philanthropist Program (EPP), a joint project between **The Foundation for Enhancing Communities (TFEC)** and Harrisburg Young Professionals (HYP), is pleased to announce a new grant opportunity. In 2017, the EPP program will focus on eliminating root causes of poverty by building human capital to better stabilize the community. To address this mission, EPP invites nonprofit organizations serving Harrisburg City and the surrounding geographic areas to apply for a one-time grant of \$5,000. These organizations must provide programs that work to assist individuals 18 and older to increase self-sufficiency. Eligible programs may include, but are not limited to, mentoring, workforce development and career building, financial literacy, and parenting classes. Organizations interested in applying should visit www.tfec.org to learn how to apply and review the grant guidelines.

Please join **Urology of Central PA** for Pours for Prostates on Friday, July 28th at 6:00pm at the Vineyard at Hershey. Wine Tastings and Live Music by the Tropical Soul along with light refreshments will be provided. Tickets are \$25 per person and are limited in quantity. Please call Andrea Dietz for information or tickets at (717) 515-5208.

Join the **West Shore Young Professionals** for our first Membership Celebration on Thursday, July 20, 4:30-6:30pm at High Hotels, 4950 Ritter Rd, Suite 102, Mechanicsburg. Our current and prospective members will convene for a delicious cookout and exciting updates about WSYP. Also don't forget to join us for the next Coffee and Connections networking event on Wednesday, July 26, 7:30-9am at Sophia's on Market. No RSVP required, open-house style. For more information visit, www.wsyp.org.

Luminary Awards

LUNCHEON



Wednesday, August 30th

11:30 a.m. - 1:30 p.m.

Radisson Hotel Harrisburg

[Click Here to Register](#)

DID YOU KNOW?

"A poor user experience can frustrate your customers and crush your profitability. Make it easy for your customers to find what they want, rather than directing them to your homepage and then on a wild goose chase to find the product or service you're marketing. And for those users who do wind up at your homepage, give them an optimized, easy-to-navigate site to use, because 79% will search for another site if content is not optimized."

~ Jason Glogau, PA Media Group

The West Shore Chamber reserves the right to edit submitted tips or facts. Submit your Did You Know facts to Krystin Blauch at krystin@wschamber.org.

Business Woman of the Year - Dr. Karen Scolforo with Central Penn College!



BWF, held on May 17th, brought vendors and over 400 attendees for the largest women's conference in the central Pennsylvania region. Attendees spent the day networking with other professionals and attending educational breakout sessions. Dr. Karen Scolforo of Central Penn College, was named this year's Business Woman of the Year for her exceptional contributions to the workplace. Thank you to Gail Evans, our wonderful keynote speaker, who taught us that if "She Wins, You Win". In addition, we would like to thank the speakers at the breakout sessions, the vendors for their participation in this year's event as well as the sponsors who helped make this event possible!



Attendees networking during the exhibitor booth time in between sessions at our Business Women's Forum on May 17th at Messiah College.



Keynote Speaker, Gail Evans, giving her talk on "She Wins, You Win" before lunch at our Business Women's Forum.



Attendees enjoying lunch at Lottie Nelson Dining Hall at Messiah College during our Business Women's Forum.

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.

Jamie Keener, Chairman of the Board
Lauren Fulmer, Treasurer
Larry Bashore, Immediate Past Chair

Andrea Dietz
Sal Fazzolari
Barry Goodling
Lita Heckler
Jennifer Hipp
Jason Holland
Sam Jones

Steve Lubart
Tom McKee
Jim Murdoch
MaryAnne Reynolds
Gretchen Ramsey
Gary Scicchitano
Sue Stewart

Ethan Stone
Lynn Stickler
Angela Tatum
Steve Thomas
Stephen Wilt

George Book, Jr., President & CEO
Editor: Krystin Blauch, Communications Coordinator

Phone: (717) 761-0702 | Fax: (717) 761-4315
wschamber@wschamber.org | www.wschamber.org

