

Annual Golf Outing

Our Annual Golf Outing will be held at the West Shore Country Club on Monday, May 8 with a Noon Shotgun start. It's not too late to sign up for a great day of golf, or to get your company's name in front of this year's attendees! Your company's promotional items can be inserted into each golfer's gift bag at no cost or you can donate a door prize item from your company to the cause. You can even put your company name on a tee sign for only \$100. Contact Margaret Murphy at (717) 761-0702 or margaret@wschamber.org for details. Your \$165 single registration or \$625 for a foursome includes green fees, cart, boxed lunch, 18 holes of golf and an awards dinner. Click here to register for this highly-anticipated event which allows attendees to spend the day networking, building relationships, meeting potential customers, and having a great time all while golfing. This year for the first time, a portion of the events proceeds will also go back to a Chamber nonprofit, Mission Central. Thank you to our tournament sponsor, Orrstown Bank for helping make this event possible.



Putt it Into the Park: We Plan the Event; you bring your Employees or Clients!

The West Shore Chamber of Commerce is excited to announce that our event Putt it Into the Park will be returning on July 20th this year. This affordable event is perfect for you to be able to show appreciation to your clients, employees or even use as a team building event. For \$25, you start at Water Golf, the beautifully landscaped 18-hole mini golf course on City Island. Then move to an all-you-can-eat picnic dinner at the Harrisburg Senators Ballpark (FNB Field) while enjoying the excitement of the Harrisburg Senators taking on the Binghamton Rumble Ponies. As an added bonus, The Phillie Phanatic is bringing his act to FNB Field. Whether you're a Phillies fan or not, you're sure to be entertained by the Phanatic!!

Contact Margaret Murphy at (717) 761-0702 or margaret@wschamber.org for more information and how to reserve your corporate registrations today!

UPCOMING EVENTS

5/4	4:30-7:00pm
5/4	4.00 7.00pm

Cinco de Mayo Regional Fiesta Mixer

Conference Center at Shippensburg University, 500 Newburg Road, Shippensburg, PA. Click here to register.

5/8 11:00am-6:30pm Annual Golf Outing

West Shore Country Club, 100 Brentwater Rd, Camp Hill, PA. Click here to register.

5/11	12 noon-1:30pm	Member Benefits Luncheon
4211 Trindle Road, Camp Hill – Seating is limited so call (717) 761-0702 to RSVP.		
5/17	8:00am-4:00pm	Business Women's Forum
Messiah College: High Center, 1 College Ave, Mechanicsburg, PA.		

Click here to register.

5/23 4:00-7:00pm Carlisle Sports Emporium Mixer

Carlisle Sports Emporium, 29 S. Middlesex Rd, Carlisle, PA. Click here to register.

Committee News

Golf Committee: Come out and support the West Shore Chamber and our nonprofit beneficiary member Mission Central at our Annual Golf Outing on May 8th at the West Shore Country Club.

Membership Committee: Committee members would like to remind you to refer individuals that you think would be a good fit for the Chamber, with our new Member Referral Program you have a chance to win two different Grand Prizes throughout the year! Refer a member to the Chamber today by calling (717) 761-0702.



Members of the Carlisle Area, Mechanicsburg and West Shore Chambers of Commerce Networking together during the Geisinger Holy Spirit Mixer on April 13.



Members and Messiah Alumni networking at the Messiah College School of Graduate Studies Mixer on April 19th. This event was held at their newly renovated, state-of-the-art 32,000 square-foot educational center that will house the Master of Occupational Therapy program.



Individuals from the community and the West Shore Chamber brought their items to shred on April 1, at the Inaugural Hampden Township Community Shred Event.

Business Spotlight



What services or products does your business offer?

I offer divorce/breakup coaching services and I sell copies of my book, The D-Word: Divorce Through a Child's Eyes.

How does your business separate itself from your competition?

In addition to one-on-one coaching, I also offer group programs online and community events.

How do you see your business growing in the future?

I aim to expand online, to offer more courses and an affiliate program for other divorce professionals.

How does your business get involved in the community?

I'm a member of several networking groups and I offer educational events. I also participate in volunteer/sponsorship opportunities.

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

I joined the Chamber in January 2016.

How has Chamber membership been beneficial to your business?

The Chamber has provided me with great opportunities to network and advertise within the community.

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



THURSDAY, OCTOBER 5, 2017

Member Renewals

1 - 4 years

Attention Desires Direction Bob Ruth Ford, Inc C.S. Davidson, Inc. Chasing Rainbows Drug Free Workplace PA Emerald Senior Services Gamut Theatre Group Monarch Media Solutions Northern York County School District Pain Relief Chiropractic Ressler Career and Business Solutions, LLC Safe Harbour, Inc. Signarama Sunoco Logistics Partners L.P. Zimmerman Plumbing & Heating Inc.

5 - 9 years

AAA Central Penn Alexander Building Construction Company Army Heritage Center Foundation Carey Associates/PBS Launching Lives, LLC PA Careerlink Cumberland County

Pennsylvania NewsMedia Association Sprint

10 - 19 years

Appalachian Harley-Davidson Belco Community Credit Union Bethany Village Camp Hill Borough Hassinger & Company Inc. HealthSouth Hospitals and Outpatient Centers LegalShield Inc. Munn's Diamond Gallery Odessa Design, Inc. Oxford Manor Apartment Associates PA House of Representatives

20 - 29 years

Alpha Consulting Engineers Inc. Consumers Insurance Agency Inc. Hampden Cleaners Kline Law Office Messiah Lifeways

40 - 49 years

West Shore Country Club

NEW MEMBERS

The following new members were approved for the month of April. Thank you to the following for membership referrals: Laura Potthoff, CAEDC; Angela Tatum, Riverview Bank; Christine Vasiliades, LiveWorkPlay LLC; Chelsea Wurster, Quality DOT; and Kristel Zaring, Gift & Associates.

Best Western Plus Harrisburg West/Enola

Ms. Christine Sczypta 4900 Woodland Dr Enola, PA 17025 (717) 635-2523 Hotels/Motels www.bestwestern.com/enola

Bridgewood Catering

Ms. Kathy Christopher 600 Valley Rd Summerdale, PA 17093 (717) 728-2304 Caterers www.bridgewoodcatering.com

Capital Region Benefits/Farmers Insurance

Mr. Bob Pease Jr. 3819 Market St Camp Hill, PA 17011 (717) 975-9300 Insurance www.capitalregionbenefits.com

Evolution Catering

Ms. Hope Stuart 6 Clairburn Dr Mechanicsburg, PA 17050 (717) 512-8309 Caterers www.evolutioncateringllc.com

Frampton Financial Services Corp Mr. Chris Frampton 600 Corporate Cir, Ste 101 Harrisburg, PA 17110 (717) 545-3100 Investment Counselors www.framptonfinancial.com

LaQuinta Inn & Suites Harrisburg/ Mechanicsburg

Mechanicsburg Ms. Christine Sczypta 350 Bent Creek Blvd Mechanicsburg, PA 17050 (717) 790-1520 Hotels/Motels www.laquintamechanicsburg.com

Perhaps Today Ministries International

Ms. Cheryl Ciambotti 40 Violet Dr Etters, PA 17319 (717) 938-6133 Nonprofit www.perhaps-today.com

Riverview Bank

Ms. Angela Tatum 200 Front St Marysville, PA 17053 (717) 599-4495 Financial Services www.riverviewbankpa.com

The Ames Companies

Mr. Robert Novak 465 Railroad Ave Camp Hill, PA 17011 (717) 730-2530 Manufacturing www.us.ames.com

The Flying Locksmiths of Central PA

Mr. Larry Bixler 1300 Market St, Ste 303 Lemoyne, PA 17043 (717) 707-2399 Locks www.flyinglocksmiths.com/CentralPA

Click HERE for downloadable/printable pdf of new members to add to your directory.

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.

As of March 7, 2017, **Belco Community Credit Union** marked its 78thAnniversary, with celebration events at all 11 Belco locations. Belco was organized in 1939 as a federally chartered credit union, serving the employees of Bell Telephone Company of Harrisburg, PA. Now 78 years later, the credit union has 11 branches, over 53,000 members and \$453 million in assets, and thanks to Belco's valued members, continues to grow each year.

For the second straight year, **Boyer & Ritter LLC** was recognized by Accounting Today Magazine as one of the top Mid-Atlantic accounting firms. Only three other Pennsylvania companies made the list, which the magazine bases on a firm's level of revenue that sets them in the top tier of their region. In February, Pennsylvania Business Central also named Boyer & Ritter among the "Top 100 Organizations" in the state for the second year in a row.

Did you know that you can share your events in **Central Penn Business Journals** "Off the Clock" Section? Submit photos of your company employees and leaders donating their time, raising funds or even playing some friendly inner office competition. Email photos with the caption information (name, date and location of the event) to offtheclock@cpbj.com. You can also send them online via our form at http://www.cpbj.com/section/submit-photo. Then you will see them in the Friday print edition of CPBJ, as well as the Off the Clock section of the website, www.cpbj.com. Any questions? Contact Cathy Hirko, managing editor, cathyh@cpbj.com

Central Penn Business Journal presents, 90 Ideas in 90 Minutes. On Wednesday, May 24, 2017 nine regional business leaders will each give ten of their best ideas in five minutes or less.Today we announce four of the nine speakers attempting to beat the clock. They are: John Dame, Dame Management Strategies; Daniel Betacourt, Community First Fund; John "Ski" Sygielski, HACC; Jim Carchidi, JFC Staffing Companies. Stay tuned to www.cpbj.com/events for updates on the announcement of the remaining five speakers.

The **Cumberland Area Economic Development Corporation** (CAEDC) is launching a planning study of the general area surrounding the Exit 48 and 49 interchanges of Interstate 81 in South Middleton Township."There has been a growing need for us to examine the traffic and transportation issues surrounding these two partial interchanges," says CAEDC CEO Jonathan Bowser. "By working together to define what our specific planning needs are, we can begin drafting the policies and identifying the projects we need to improve the area's mobility and economic development potential."

Partners in Women's Healthcare (PIWH) has leased additional space at 1 Lemoyne Square Plaza in Lemoyne for a screening mammography suite. The Partners in Women's Healthcare Mammography Suite will be located on the ground floor of their main location in Lemoyne. This all new, state-of-the-art facility will feature a spa-like environment complete with a discrete, comfortable waiting area and warmed plush robes. It will be open to patients of PIWH on or before June 5, 2017. Art Campbell and Jessica Gasper of **Campbell Commercial Real Estate, Inc.** represented both parties in the transaction.

Cordier Auctions is currently seeking qualified candidates to fill our full time Logistics Specialist position. If you or someone you know is interested, please submit resume and/or work history to ekelly@ CordierAuction.com or mail to Cordier Auctions, 1500 Paxton St, Harrisburg, PA 17104. No resume? No problem! Call, email or stop by during weekday business hours Monday thru Friday 9am-5pm to request an employment application.

Davids Furniture & Interiors recently announced the addition of Renee Pastor as a Design Consultant. Pastor comes to us from New York. She has been in the furniture business for over 22 years. She has visual merchandising experience that translates easily into designing her clients' personal spaces. Pastor's Design Philosophy: "A room when properly designed, should feel like getting a big hug, the minute you step inside."

At **DOCEO Office Solutions**, each year we donate 10% of our annual net income. It's our corporate tithing program, and we call it 'DOCEO Gives Back'. It is divided equally between two charities and the two charities are selected by a committee of DOCEO employees. For 2017, the ALS Associate and Children's Miracle Network have been selected.

F&M Trust is pleased to announce the addition of Cory Schaffer as the Community Office Manager for the bank's Mechanicsburg and Camp Hill Community Offices; and Rony Refat as the Assistant Financial Services Officer for the Camp Hill Community Office. Schaffer's primary office will be based at the F&M Trust Mechanicsburg Office located at 6375 Carlisle Pike and Refat's office will be located at the Camp Hill Community Office at 3907 Market Street.

It's not to early to make your reservations for Mother's Day! Give your mom a special meal on her special day at **Flinchy's**! Call (717) 761-9000 for Reservations today.

Your middle school days are back, so start training for the community's newest event, the Harrisburg Hoopla: Competing for a Cause! The Emerging Philanthropist Program (EPP), a partnership between Harrisburg Young Professionals (HYP) and **The Foundation for Enhancing Communities (TFEC)** will host its first-ever Harrisburg Hoopla! Our goal is to unite the local community, boost our economy, and raise money for local nonprofit organizations through friendly track and field competitions. Relive your memorable middle school days and compete in fun events such as potato sack race, three legged race, tug-owar, and more. For more information, or to register, visit www.tfec.org/ hbghoopla.

Fredricksen Library's Blueberries for Books fundraiser is underway. A 10 lb box is still \$30. Order until June 25 with pickup on June 29. Pay online, at www.fredricksenlibrary.org or at the library.

Geisinger Holy Spirit will host a free monthly tobacco cessation support group from 5:30 to 7 p.m. on the first Thursday of each month in the first-floor conference room in the Geisinger Ortenzio Heart Center at Holy Spirit, 503 N. 21st St., Camp Hill. These sessions are designed to promote and encourage a healthy tobacco-free lifestyle. Quitting smoking and use of other tobacco products reduces the risk of many health problems, including heart disease, cancer, and emphysema, and can greatly improve overall health and quality of life. No registration is necessary. For more information, please call 717-763-2775 or visit hsh. org.

Harrisburg International Airport (HIA) saw passenger traffic increase 7.6 percent when comparing February 2017 to February 2016. Delta saw an increase of 15.7%, American an increase of 11.2%, Air Canada an increase of 9.4%, and Allegiant an increase of 4.5%. United was the only airline to serve fewer passengers during February 2017. "This was the tenth consecutive month of passenger traffic increases at HIA," said Timothy J. Edwards, Executive Director at HIA. "Looking ahead we expect 2017 passengers to remain at or near 2016 levels."

Michelle Madzelan, from **Herbert, Rowland & Grubic, Inc.**, is the 2017 recipient of the John H. McCormick Educational Outreach Award. This honor is given to individuals who demonstrate a commitment to educating students in science, technology, engineering, and math (STEM) throughout Central Pennsylvania. Madzelan is a transportation engineer and has been an active supporter of STEM education throughout her career. She began by speaking to students at her own high school as an alumni and later served as a civil engineering mentor in the Architecture, Construction and Engineering (ACE) Mentoring program.

Leadership Cumberland is holding their Evolution of Leadership Roundtable Discussion and Mixer on May 3, 2017 from 3:30 pm -5:00 pm at US Army Heritage Education Center, click here to register. Interested in joining Leadership Cumberland for the Class of 2018? Fellow Applications are due on May 19th. Also Save the Date for the Class of 2017 Graduation at Dickinson College on May 25th from 12:00-1:30pm, registration will be available soon.

Business NEWS continued

Mid Penn Bank, Inc, headquartered in Millersburg, Pennsylvania, and The Scottdale Bank & Trust Company ("Scottdale") (OTC: SDLJ), headquartered in Scottdale, Pennsylvania, jointly announced the signing of a definitive merger agreement which calls for Mid Penn to purchase the stock of Scottdale in a transaction valued at approximately \$59.1 million. The merger will expand Mid Penn's footprint into western Pennsylvania including Westmoreland and Fayette counties. Mid Penn projects that it will have over \$1.3 billion in assets upon completion of the merger.

NAICIR announces retail space for lease. A mix of retail, warehouse, light manufacturing repair shops and offices conveniently located on Derry Street. They are ideally located for easy access to Route 322, 1-83, PA Turnpike, I-81 and Route 283. Contact Ida McMurray, at (717) 761-5070 or imcmurray@naicir.com, for more information.

New Hope Ministries announced today that Elaine Livas has joined the nonprofit organization as a grant writer with its fundraising team. Elaine comes with a wealth of nonprofit and grant writing experience, community connections, and a passion for serving people in need, having spent the last thirty-two years as founder and executive director of ProjectSHARE in Carlisle. She holds a master's degree in nonprofit management from Eastern University and received an honorary doctorate of public service from Dickinson College in May 2016. Elaine will manage the grant planning, research, writing, and reporting processes, as well as connect with corporations and businesses interested in committing to New Hope's annual Neighborhood Assistance Program (NAP) tax credit program with the state of Pennsylvania.

Orrstown Financial Services, Inc. the parent company of **Orrstown Bank** and Wheatland Advisors, Inc. announced today that Mike Kugler has joined the Bank as VP/C&I Relationship Manager. Mr. Kugler has more than 39 years of banking experience in the region, most recently with BB&T and its predecessor Susquehanna Bank. The majority of his banking career was with F&M Trust, where he began in 1978. Mindy Loftus, SVP/Regional Senior Loan Officer, commented, "Mike's knowledge of the business community in Franklin County is a great asset and I am excited to welcome him to the Orrstown Bank Team."

The first day of Spring has passed but the flu still remains. State health officials report flu activity remains widespread throughout the region, and one type of influenza continues to rise this month. **Patient First** medical centers have recorded a significant rise in positive cases of the influenza B virus over the last week. How can you fight the flu, colds, and other infections? These five tips can help you avoid the bug: Wash Your Hands, Cover up when you Sneeze & Cough, Disinfect household items, Don't Share Your Germs and Live Healthy. For more information visit www.patientfirst.com.

The PinnacleHealth Board of Directors has unanimously appointed Philip W. Guarneschelli president and CEO of **PinnacleHealth System**. His new role was effective as of March 2017. Guarneschelli had been serving as senior vice president and chief operating officer at PinnacleHealth and has been with PinnacleHealth for more than 30 years. His experience also includes operations management, strategic planning, contracting, finance, physician relations, and real estate and construction management.

We are excited to announce the opening of the newest **Planet Fitness** Center in Cumberland County and the launch of their Planet Fitness Television Network. This network will run on eight ~ 50 - 60 inch digital monitors placed throughout the facility. Members will be watching this network during their workouts for Fitness Center schedules, news, and events; tips on health and nutrition; as well as current time and weather/ news updates and now local business information. We are allowing a limited number of local businesses the opportunity to become exclusive sponsors of this network. This means that your business will be featured front-and-center for the thousands of weekly member visits. If you'd like to reserve an exclusive space or with questions or to request samples, please contact Doug Kline directly at (717) 538-1791.

Pyramid Construction Services, Inc, a Quandel Enterprises Company, recently began construction on the Pennsylvania Ballet Academy. The 7,400 sq. ft. space at 2009 Enfield St, Camp Hill which had previously housed a flower shop will be transformed into four studio spaces and will also feature a café, retail space and a mezzanine for onlookers. Construction has also commenced on an expansion of the parking area at Tröegs Independent Brewing at 200 E. Hersheypark Drive, Hershey, PA 17033. This complex, phased project will encompass an underground stormwater retention system and will add around 75 parking spaces to this well-known local brewery attraction.

Sass Salon & Day Spa's Spring Special includes a Neti Massage, Salt Room Session, Pure Focus Facial, and a Pedicure for \$99. Any questions and/or to schedule your appointment please call our reservationists for assistance at (717)612-0344. As a reminder also, all chamber members receive 10% off all services at Sass Salon & Day Spa.

Join Shippensburg Small Business Development Center for the seminar, Buying in or Cashing Out: Purchasing or Selling a Business on May 10, 2017 from 9:00-11:00am at the West Shore Chamber of Commerce. Buying or selling a business is often a life-changing event. Come receive an overview on the process of buying or selling a business. Topics will include identifying opportunities, structuring the transaction, negotiating tips, conducting due diligence, and financing options. Presented by: **Johnson, Duffie, Stewart & Weidner**. Click here for more information and to register.

Smith Elliott Kearns & Company, LLC has been named one of Accounting Today's Regional Leaders for 2017. SEK&Co was listed among 18 leading firms in the Capital Region, which includes Maryland, Virginia, Washington, D.C., Delaware, and West Virginia. Accounting Today's Top 100 and Regional Leaders ranking features the most successful public accounting firms in the country based on firm revenue and growth.

High School Students participating in the West Shore Chamber of Commerce Foundation's **Junior Leadership Program** (JLP) came together to lead and organize the second annual Lead the Way 5k: Community Run/Walk for Education at Messiah College in Grantham, PA on Sunday, April 23, 2017.

West Shore Young Professionals would like to announce the following two events coming up in May. On May 18, from 11:30-1pm, **Konhaus Print & Marketing** will present "Marketing to Different Generations" hosted by PaySmart Payroll Services, Gift CPAs, and IFS Group. Sarah Barr, Business Development Manager at Konhaus Print & Marketing, will present. Attendees will walk away with marketing tips to help communicate with each of these different generations. Also on May 31, 7:30-9am will be the Coffee and Connections networking event at Sophia's on Market. This is held the last Wednesday of every month. No RSVP required, open-house style.

Have You Registered Yet?

You can't afford to miss the 23rd annual Business Women's Forum (BWF). This year's event will take place on Wednesday, May 17 at the High Center at Messiah College in Mechanicsburg. BWF is the largest one-day professional development conference for women in the central Pennsylvania region. This event is hosted by the Carlisle Area Chamber, Harrisburg Chamber & CREDC and West Shore Chamber of Commerce. Our mission is to provide opportunities for business women of all professional levels to network, create business contacts, and develop additional leadership skills in a motivational and supportive environment.

This year's keynote speaker will be Gail Evans, bestselling author of Play Like a Man Win Like a Woman, an informative business guide to the secrets men know about success that women need to learn. Gail will present "She Wins, You Win", by supporting each other, women can pave the way for success. She will talk about tactics and strategies that can help every woman achieve her career goals. Attendees of BWF have the opportunity to network with other individuals from a variety of backgrounds and organizations. They get a chance to develop their professional skills by attending any of the breakout sessions. Because the event allows the attendees to rejuvenate and reinvent themselves professionally, socially, and personally; everyone who attends considers this event a "must" and return year after year. Click here to register. Thank you to main event sponsor Geisinger Holy Spirit for helping make this event possible.



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.



FRAMPTON FINANCIAL SERVICES CORP

On April 6, 2017, Frampton Financial Services Corp celebrated the Grand Opening of their Harrisburg location with a ribbon cutting and Open House. (From L-R, Sam Jones, Vicki DiSylvester, George Book, Chris Frampton, Lois Leckvarcik, Karen Young, Bob Pease, Tom McKee)



"If you file your taxes past the deadline, you are generally charged 5% of the underpaid amount for each full or partial month the payment is late. The maximum penalty for this late-filing penalty is 25%. In both cases, you may also be subject to other fines or interest."

~Ashley Kurtz, H&R Block

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.



HELLO GORGEOUS CONSIGNMENT BOUTIQUE On April 7, 2017, Hello Gorgeous Consignment Boutique celebrated the Grand Re-Opening of their Camp Hill store with a ribbon cutting and Open House later that evening. (From L-R, John Thomas, Tom McKee, Gretchen Ramsey, Pam, Crystal, Miranda Viehman, George Book, Rebecca Viehman, Andrew Viehman, Sam Jones)

You too can sit at the table with State & Federal Officials!

To my fellow West Shore Chamber Members,

I am writing this because I want all of you to know of a great opportunity that you are missing out on. Once a month, the Chamber hosts a Governmental Affairs meeting on the fourth Thursday of the month from 8:00-9:00 a.m. During this time, you have the chance to talk directly with your elected PA State and Federal officials. It's like our own little "town hall" meeting. This is a direct line to these officials! At our last meeting, PA Representative Sheryl Delozier and Greg Rothman were in attendance along with Representatives for PA Senator Mike Regan, U.S. Senator Pat Toomey and U.S. Congressman Scott Perry. It was a great meeting and lots of information exchanged.

We all pay taxes and these are the folks who are spending our money and make the laws of the land. So why not take advantage of the venue our Chamber is offering to dialogue about issues important to you and your business? There is no dress code and no strict rules to follow. All you need to do is show up for the morning meeting and then go on with the rest of your day. We hope to see you at our next meeting!

-Chick Zoll, Don Jacobs Insurance Company Past Chair of the West Shore Chamber Board of Directors Longtime Member of the West Shore Chamber of Commerce

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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George Book, Jr., President & CEO Editor: Krystin Blauch, Communications Coordinator Phone: (717) 761-0702 | Fax: (717) 761-4315 wschamber@wschamber.org | www.wschamber.org

