

Newsletter

A PUBLICATION OF THE

West Shore
Chamber of Commerce

Inspiring Business

October 2017

67th Annual Business & Industry Night

EXTREME MAKEOVER Chamber Edition

Join the West Shore Chamber of Commerce for the 67th Annual Business & Industry Night celebration on Thursday, October 5 at its new time from 2:00-6:00pm at the Radisson Hotel Harrisburg in Camp Hill. Come and see how our members can make over you or your business at this annual themed expo designed to showcase our members' products and services!

At the area's largest and longest running trade show a panel of secret judges will vote on exhibitor's booths for Best Use of Theme and Best Sales Approach, while all attendees vote on Best in Show. Don't miss this excellent opportunity to explore the latest offerings of the area businesses while networking with hundreds of local professionals. As an added bonus the Chamber will be debuting it's very own Extreme Makeover at the event, don't miss out! Tickets are available for \$25 in advance or \$30 after 12:00 p.m. on October 3, 2017. To order your tickets, click [here](#).

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BUSINESS JOURNAL



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2018 Marketing Guide - Budget Wisely!

As we are currently in the last quarter of the year, we know that most of you are starting to prepare your marketing budgets for 2018. Have you ever thought about sponsoring an event or marketing your business through the Chamber for the upcoming year? Did you know that often the number of individuals and businesses you can reach in the Chamber for the cost is cheaper than advertising elsewhere?

We have sponsorship and marketing opportunities available for all levels of investment. If you are interested in taking advantage of more than one marketing opportunity we would also love to talk to you about putting together an individualized discounted package just for your business. Our updated 2018 Sponsorship & Marketing Guide is now available on our website, just in time for you to start preparing your 2018 Marketing Budget. Questions regarding sponsorship or marketing opportunities? Call the Chamber office at (717) 761-0702.

UPCOMING EVENTS

10/5	2:00-6:00pm	67th Annual Business & Industry Night
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Radisson Hotel Harrisburg, 1150 Camp Hill Bypass, Camp Hill, PA.

[Click here to register.](#)

10/18	5:00-7:00pm	Davids Furniture & Interiors Mixer
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Davids Furniture & Interiors, 55 N York St, Mechanicsburg, PA.

[Click here to register.](#)

10/25	11:30am-1:30pm	Classic Drycleaners & Laundromats Mixer
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Good Hope Fire Station, 1200 Good Hope Rd, Mechanicsburg, PA.

[Click here to register.](#)

Committee News

The Business & Industry Night Committee reminds you to get your tickets for the 67th Annual Business & Industry Night taking place on October 5th at the new time of 2:00-6:00pm. Visit [wschamber.org](#) for tickets before 10/3 at 12 Noon to get them for \$25.

Have someone that you think would be a great addition to the West Shore Chamber and would benefit from our resources? Our **Membership Committee** would like to remind you about the Chambers Member Referral Program, when you refer someone and they become a member you both get a gift!



Members networking at the PaySmart Payroll Services Mixer on September 8th at their location in Mechanicsburg.



Attendees networking as they arrived at the Luminary Awards Luncheon on August 30th at the Radisson Hotel Harrisburg.



Our 2017 Shining Star and Visionary Nominees at the Luminary Awards Luncheon on August 30th. Rubina A. Aziddin, MS of Central Penn College was the recipient of the Shining Star Award and Amanda J. Lavis, Esq. of Rhoads & Sinon, LLC was the recipient of the Visionary Award.

Business Spotlight



What services or products does your business offer?

We offer a great home away from home with amenities such as a fitness center, business center, indoor pool, spa, and a hot breakfast.

How does your business separate itself from your competition?

We have had a recent renovation and we do not have a pet fee! We enjoy seeing our guests and their pets return again and again.

How do you see your business growing in the future?

I hope to have more people come and enjoy our hotel and see how wonderful we are.

How does your business get involved in the community?

We have been Cumberland Valley High School Athletic sponsors and donated to the SPCA.

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

LaQuinta Inn and Suites Mechanicsburg has been a member of the Chamber since February 2017.

How has Chamber membership been beneficial to your business?

The chamber helps us meet potential new guests and clients.

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

50 - 59 years

Planet Fitness

30 - 39 years

CAMPBELL Commercial Real Estate, Inc.
Central Penn. Business Journal/Central Penn. Parent
Goodall Pools
Gunn Mowery LLC

20 - 29 years

Cumberland County Commissioners
Kline Law Office
Looker, Wolfe & Gephart Insurance Agency
Polaris Advisors
Property Management Inc.

10 - 19 years

ACNB Bank
Centric Bank
Executive Planning Group - Louis F. Grammes, CLU, CFBS
Goodwill Keystone Area
Harrisburg International Airport (HIA)
Jennings Auction Group
Joseph T. Simpson Public Library
Leadership Cumberland
PinnacleHealth System
Pyramid Construction Services Inc.
RBC Wealth Management
Smith Custom Framing & Fine Art Gallery

The Warrell Corporation
Wegmans Food and Pharmacy

5 - 9 years

Bath Fitter
Card Connect
David M. Green Bookkeeping and Tax Service
Executive Image Solutions
Flinchy's
Great Clips at Carlisle Pike
Harrisburg Senators Baseball Club
Michael Baker International
PaySmart Payroll Services
Premium Card Solutions
Radle Electric
Shippensburg University of Pennsylvania
Tanner Furniture

1 - 4 years

Keystone Displays
Cumberland Valley School District
IFS Group
INTERIORSHOME
Pavex Inc.
Carlisle Sports Emporium
Central PA Winery & Brewery Tours
DeRock Electric Company, LLC
Home Point Financial
Red Salon
Strickler Agency Inc.

NEW MEMBERS

The following new members were approved for the month of September.

ADVANCED AV, LLC

Ms. Linda Speck
(877) 696-7700
Information Services
www.advancedav.com

Creative Building Concepts

Mr. Ross Garner
145 D St
Carlisle, PA 17013
(717) 385-3878
Building/Construction/Remodeling
www.buildsomethingcreative.com

Cumberland Valley Foot and Ankle Specialists

Ms. Susan Rosso
5108 E Trindle Rd
Mechanicsburg, PA 17050
(717) 761-3161
Medical Services/Supplies
www.cumberlandvalleyfootandankle.com

Katchmark Construction Inc.

Mr. David Murdocca
764 Corporate Cir, Ste 100
New Cumberland, PA 17070
(717) 745-4170
Roofing
www.katchmarkPA.com

Leshier Mack Sales and Service

Mr. Steve Erb
2700 Cumberland St
Lebanon, PA 17042
(717) 273-4535
Transportation
www.leshermack.com

SPERM Health, LLC Magazine

Ms. Judith A. Chandler
PO Box 333
Camp Hill, PA 17001
(717) 963-0222
Health and Wellness
www.spermhealth.com

Susan's Treasures

Ms. Nancy Dickson
900 Market St, West Shore Farmers Market
Lemoyne, PA 17043
(717) 731-7250
Retail
www.susanstresures.com

Thrivent Financial

Mr. Mark Monroe
507 E Main St
Lewistown, PA 17044
(717) 248-1018
Financial Services
www.thrivent.com

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

October is Chamber of Commerce Month

Governor Tom Wolf declared in a proclamation recently that October 2017 is Local Chamber of Commerce Month in Pennsylvania. Please see the specifics of the proclamation below and join us in celebrating this October!

"Our local chambers of commerce play a critical role in supporting the needs of our vibrant business community, and are essential to the commonwealth's continued economic growth and advancement. As my administration works hard to retain current and create new family sustaining jobs by supporting business and industry throughout the commonwealth, I am grateful for our local chambers of commerce for providing the invaluable role that they play in ensuring that businesses new and old can continue to prosper in Pennsylvania. I commend Pennsylvania's local chambers of commerce for representing thousands of businesses, and I am certain their efforts to enhance our communities will serve as an inspiration across the commonwealth for years to come. As Governor, and on behalf of all citizens of the Commonwealth of Pennsylvania, I am honored to support October 2017 as Local Chamber of Commerce Month."

RIBBON CUTTINGS

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



PAYSMART PAYROLL SERVICES

PaySmart Payroll Services celebrated 15 years in the Payroll Industry on September 8th at their morning mixer with the Chamber.

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.*

Big Brothers Big Sisters of the Capital Region hosted an event called "Blue on the Move." This event, sponsored by Enterprise, brought together "Bigs" from our "Bigs in Blue" program (where police from local police departments serve as mentors for kids in the communities they protect and serve) with "littles" and other youths that are "ready to be matched." The purpose of the event, which was held on September 7th at Veteran's Park, was to get kids active and featured fun games and sports with exercise in mind.

The Bill Gladstone Group of NAI CIR would like to announce the following sales and leases: Brown Golf Management purchased a 4,800+/- SF space located at 106 S. Saint John's Drive in Camp Hill. The owners plan on using the location for their Golf Management Company home office. Keystone PF Acquisition, LLC leased 6,000 SF of office space located at 2010 State Street in Camp Hill. The company will use the space as a regional headquarters location. Hoover Physical Therapy, P.C. leased 1,200+/- SF located at 3507 Market Street in Camp Hill. This will be a new location for the physical therapy center. The lease will start in the fall.

Boyer & Ritter LLC's commitment to providing unmatched client service has earned the Camp Hill-based firm a spot among the nation's top 300 largest firms ranked by annual revenue according to Inside Public Accounting (IPA). Based on annual revenue, Boyer & Ritter ranked 234 nationally, and eighth in Pennsylvania out of the 10 firms making the list.

Carlisle Sports Emporium would like to announce the following new updates and additions to their complex: Race! Race! Race! Try our NEW F-22 9hp go-karts on our NEW outdoor Grand Prix track with impressive LED under-glow lights! Feel the speed of our NEW Screaming Eagle Go-Karts with LED under-glows on our indoor FasTrack! Then, buckle up and race on our newly reopened outdoor Clover Leaf Go-Kart Track! Brand NEW Batting cages are OPEN - offering varying heights and speeds for baseball & softball! Come taste our new Soft Serve Ice Cream with 8 different flavor bursts at our Victory Lane Café. Plunge into our cutting-edge arcade with over 20 new arcade games. There is ENDLESS FUN at THE PLACE TO PLAY!

Cordier Auctions and Appraisals has won Harrisburg Magazine's Simply the Best Auctioneer for the fourth year in a row! Thank you to all our bidders and consignors for your continued support.

F&M Trust is pleased to announce the following Officer promotions: Eric Fleming, was promoted to Vice President; Bruce Smith, was promoted to Vice President; Matthew Berger, was promoted to Assistant Vice President; Dana Kaiser-Brechbiel, was promoted to Assistant Vice President; Kathleen Bloss was promoted to Commercial Services Loan Portfolio Manager in Cumberland County; Jeremy Culler was promoted to Business Banking Manager; Cyndie Kelly was promoted to Treasury Management Relationship Manager; Jordan Peffer was promoted to Retail Services Operations Officer; Julie Powell was promoted to Business Banker and Kathy Powley was promoted to Commercial Services Loan Portfolio Manager.

Gunn-Mowery, LLC is proud to announce that we have retained our Best Practices Agency status for 2017 for the 8th year! We qualified by ranking among the top performers in the annual Best Practices Study

Business NEWS continued

conducted by the Independent Insurance Agents & Brokers of America, Inc. Out of 1,500 agencies nominated--we were one of 262 that qualified!

Herbert, Rowland & Grubic, Inc., has named Ryan Albright, Chad Hanley, Erin Letavic, and Laura Williams as associates of the firm. They've been chosen for this honor because of their strong commitment to the company's core values and their demonstration of leadership. HRG has also designated Christopher Dellinger, Justin Mendinsky, and Dan Santoro as direct shareholders of the firm. Each has been invited to purchase a special class of shares in the employee-owned firm.

Junior Achievement of South Central PA is seeking volunteers to teach In-Class programs throughout the 2017-2018 academic year at Camp Hill School District, Cumberland Valley School District, East Pennsboro School District, Mechanicsburg School District, Northern School District, South Middleton School District, Susquehanna School District and West Shore School District. To volunteer and teach a 5 visit In-Class Program in a K-12 classroom please contact Mary Reinhard at Mary@jascpa.org.

Fleetpark 1515, LLC recently purchased a 15,000 SF industrial service facility situated on 3 acres, located at 1515 Commerce Avenue, Carlisle, PA. Senior Vice President, Jason Grace, CCIM, SIOR at **Landmark Commercial Realty** negotiated the transaction between the buyer and seller, Scheler Realty, LLC.

Orrstown Bank is pleased to announce that Amber Eisenhower recently joined the Bank as a Branch Executive Officer. Ms. Eisenhower will manage the Bank's newest branch in New Holland, Lancaster County, which is scheduled to open on August 28, 2017.

We would like to remind you that all members receive 10% off all services at **Sass Salon & Day Spa**. With the change of season approaching we would like to extend \$10 off a halo therapy session. In addition,

we are offering 10% any one hair color service, pedicure, or manicure service of your choice. For details, questions, and/or to schedule your appointment please call our reservationists for assistance at (717) 612-0344.

The Executive Director of **SEDA-Council of Governments** has submitted his plans for retirement after 44 years at the helm of the agency. Dennis Robinson has helped to forge partnerships with local, state, and federal agencies and has led SEDA-COG's 11-county, 22-member board in carrying out board policies and directives that represent its multi-county partnership.

Thomas Bank of **Simply Stated Architecture, PC** was honored to be asked to serve this year as a judge in the USGBC Central Pennsylvania's 2017 Forever Green Awards to be held in November, celebrating the accomplishments of people and projects in our region that advance sustainable buildings.

Timothy E. Peters, CPA, CGMA, Member of **Smith Elliott Kearns & Company, LLC**, has been presented with United Way of Washington County's ultimate volunteer recognition, the Jesse L. Kagle Award for Distinguished Service. Tim served as treasurer for five years and is the immediate past chair of the Board.

West Shore Young Professionals would like to invite you to join us for our next Coffee and Connections networking event on Wednesday, October 25th, 7:30-9:00 AM at Sophia's on Market. No RSVP required, open-house style. Also in November, Save the Date for November 9th from 8:00-9:30am at Viscul Creative to Join us for "Speaking Your Clients' Language" presented by Jessica Hughes, Partner of Viscul Creative. She will walk through how to create a customer persona and how to use it to create a marketing and communications plan.



Leaders at Lunch

Dr. Dilip Abayasekara

*Trainer, Executive Speech Coach, Toastmaster
Finalist, Leadership Cumberland Guest Faculty*



Thursday, November 9, 2017

Central Penn College Conference Center

Registration: 11:30 am Tickets: \$35/each
Lunch/Program: 12:00 pm \$350/VIP table of 8

Sponsored by: **ORRSTOWN BANK**

Register Online Today!

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