



Our Mission: To support and enhance the Chamber profession and increase the vitality of local chambers



Chairman's Corner

Nancy Keefer, CCE
 President & CEO
 Chester County Chamber of Business & Industry

It's hard to believe that one quarter of the new year is complete. I don't know about you but time just seems to be moving along at break neck speeds. This is why your active involvement in PACP is more important than ever. For those of you who renewed so quickly, we thank you for your confidence and support. You have given us the resources to ramp up quickly and begin to provide you with a return on your investment. For those of you yet to renew, we hope we can count on your support moving forward.

A special thank you to the following Chambers for stepping up and supporting the organization at an enhanced level through our Chairman's Circle: *Chester County Chamber of Business & Industry; Hanover Area Chamber; Huntington County Chamber; Lebanon Valley Chamber; Pittsburgh Airport Chamber, Venango Area Chamber and the Williamsport / Lycoming Chamber.*

We have just approved an aggressive *Plan of Action* this year and are pleased to have received so many requests for involvement. This is your organization and it is your opportunity to be active and shape its future. For details see the article included in this newsletter. It's not too late to get involved. Committees are just forming and there is much work left to be done.



Mon Valley – Representatives from five local chambers attended the Mon Valley Regional Chamber's luncheon featuring the US Chamber's Great Lakes Region Executive Director, Ben Taylor.

We are very excited about our partnership with the *Pennsylvania Chamber of Business & Industry* and have confirmed **June 5 as Chamber Day at the Capitol**. Led by Board members Robert Carl and Chad Amond, in conjunction with Alex Halper from the State Chamber, we have an exciting day planned for you and your volunteers in Harrisburg. Look for more details soon.

As I mentioned during our annual Fall Conference last October, my challenge to you is to **become the member of PACP that you want your members to be of your chamber... engaged, active and responsive.**

We look forward to a great year!

■ PACP Welcomes...

PACCP Announces Two New Board Members

PACCP is pleased to announce two new members to the association's Board of Directors. Both will serve one-year appointments for PACP Chair Nancy Keefer. Check out the 2012 Plan of Action for PACCP to see how you can get involved, too!



Bernard Dagenais
 Main Line Chamber of Commerce



Vern Squier
 Chamber of Business & Industry of Centre County

May PACP Newsletter Deadline

The deadline for the **MAY 2012** PACP newsletter will be **Friday, April 27, 2012.**

Send updates to
Tiffany Fulmer Ott
 PACP Administrator
 tfulmer@tlfexecutiveservices.com

■ CHAMBER STAFF

Blair County Chamber Exec Receives Award

The Chamber's President and CEO, **Joe Hurd**, was recently recognized as one of Pennsylvania Business Central's Top 100 People.



This honor recognizes leaders, from 20 counties within the state, who have had the most impact in 2011. Through Hurd's innovative and creative leadership, the Chamber has positioned itself as a leader in the chamber industry.

ED Position Available at Columbia Montour Chamber

A full-time **Director of Economic Development** position, reporting to the Board of the Columbia Alliance for Economic Growth, is available. The position is responsible for coordinating economic development interests in Columbia and Montour counties located in North-Central Pennsylvania. In addition, the individual would be responsible for managing, promoting, and selling parcels for our new business park. The individual would be an employee of the Chamber, and will be eligible for employee benefits. Interested parties should send resume and salary history by March 23 to [larsonb@kydex.com](mailto:l Larsonb@kydex.com).

Gettysburg Adams Chamber Executive Adds to Family

Carrie Stuart, Chamber President, and her family welcomed **Carley Virginia** into the world on Thursday, December 29 at 4:50pm. Everyone is doing well and Carrie was back at the Chamber in mid-February. Congratulations Carrie!



■ PACP UPDATES

2012 PACP Plan of Action

The PACP Board recently met in Harrisburg, PA to develop the 2012 Plan of Action. The following committees were formed, and we'd love for more volunteers to become involved in the association. If you see a committee you'd like to be a part of, please contact your PACP Administrator, Tiffany Fulmer Ott, at (865) 249-8021 or tfulmer@tlfexecutiveservices.com.

Chamber Day in Harrisburg Committee (Tuesday, June 5, 2012)

Co-Chair – Robert Carl, Schuylkill Chamber

Co-Chair – Chad Amond, Westmoreland Chamber

Committee Members – Alex Halper, PA Chamber; Gary Laird, Hanover Area Chamber

- Plan and execute event

Communications Committee

Chair – Susan Williams, Venango Area Chamber

Vice Chair – Deb Keefer, Mon Valley Regional Chamber

Committee Members – Yvonne Martin, Huntingdon County Chamber

- Information/Resources, Newsletter, Social Media, Website

Fall Conference Committee

Chair – Debra Orner, Greater Johnstown/Cambria County Chamber

Vice Chair – Michelle Crowley, Greater Carlisle Area Chamber

Committee Members – Carrie Stuart, Gettysburg Adams Chamber; Kellie Goodman Shaffer, Bedford County Chamber; Kathleen Bishop, Meadville-Western Crawford Chamber

- Event Programming, RFP preparation for 2013

Member Services Committee

Chair – Claudia Thornburg, Erie Regional Chamber

Vice Chair – Larry Bowman, Lebanon Valley Chamber

Committee Members – Eileen Dautrich, TriCounty Area Chamber

- Awards/Recognition, Peer Groups, Scholarships

Professional Development Committee

Chair – Melissa Anderson, Warren County Chamber

Vice Chair – Marianne Martelli, Chester County Chamber

Committee Members – Jean Gerber, Centre County

- Board Development Tool, Regional Meetings, Webinars

Resource Development Committee

Chair – Sharon Minninger, Indian Valley Chamber

Vice Chair – Yvonne Martin, Huntingdon County Chamber

Committee Members – Sally Haas, Pittsburgh Airport Area Chamber

- Development of sponsorships for Chamber Day in Harrisburg and Fall Conference

Strategic Plan Committee

Chair – Vince Matteo, Williamsport/Lycoming Chamber

Committee Members – Joe Hurd, Blair County Chamber; Gary Laird, Hanover Area Chamber

- Determine strategic vision areas

■ CHAMBER STAFF

Monroeville Area Chamber Welcomes New Executive

In February 2012 **Frank Horrigan** was named President of the Chamber. Prior to this position, Mr. Horrigan was the Director of the Southwest Region of the Pennsylvania Governor's Action Team, where he had been directly involved in the region's largest and most important economic development projects. Mr. Horrigan received his BA from Bucknell University and has two MAs from the University of Pennsylvania.



PACP Welcomes New Chamber Member

PACP is proud to announce the addition of the **African American Chamber of Commerce of Western Pennsylvania** to the member roster. **Doris Carson Williams** serves as President & CEO. You may welcome Doris at doris@aaccwp.com.

■ VENDOR MEMBER NEWS

Atlantic Communications Group Steve Vegoe

Atlantic Communications Group, Inc. delivered the 2012 NEPA Outlook (their annual business directory, community magazine, and membership services guide) to the Greater Wilkes-Barre Chamber of Commerce just before Christmas, 2011. NEPA Outlook is a gorgeous 98-page publication that includes a business magazine featuring half a dozen chamber member businesses that have been in business in the Wyoming Valley for at least three generations. The magazine also includes a lengthy article on the Geisinger Health System, a three-page spread on manufacturing businesses and the products they create in the Wyoming Valley, and an update on a major accounting form (Parente Beard)

■ CHAMBER UPDATES

African American Chamber of Commerce of Western Pennsylvania

Doris Carson Williams, President & CEO

The Chamber will host a Special Small Business Tax Workshop on March 13 at the Regional Enterprise Tower in Pittsburgh. Attendees will receive an overview of business taxes for small business owners and self-employed individuals to understand your tax rights, responsibilities, and Act 32..

The Chamber's Power Breakfast Meeting will be held March 16 at the Rivers Club. Honorable Richard Fitzgerald, Chief Executive of Allegheny County will be the guest speaker.

The Chamber's March Member Mixer is scheduled for March 29 at the Carnegie Museum of Art. The Museum will present a groundbreaking retrospective of African American photographer Charles "Teenie" Harris (1908-1998), featuring nearly a thousand of Harris's most beautiful and historically significant images. The event will also feature a special poetry reading.

Chamber of Business & Industry of Centre County

Vern Squier, President & CEO

The Chamber recently announced the finalists for their 2011 CBICC Awards. The recipients of the awards will be announced during the Awards Gala scheduled for March 1 at The Penn Stater Conference Center. The Chamber will recognize the outstanding contributions of area businesses & individuals within the community. The evening will begin with a cocktail hour, followed by dinner and the award presentations. The 2011 awards to be presented include Community Service Award, Corporate Philanthropy Award, Small Business of the Year Award, Outstanding Technology Company Award, Excellence in Entrepreneurship Award, Quality of Life Award, CBICC Volunteer of the Year, CBICC Spirit Award, and CBICC Ambassador of the Year.

Columbia Montour Chamber of Commerce

Fred Gaffney, President

Member businesses and individuals of the Chamber were recognized during the organization's 71st Annual Meeting held in February 2. The event was held at Rolling Pines Golf Course & Banquet Facility in Berwick, and was sponsored by PPL Corporation. More than 190 people attended the dinner meeting which celebrated outstanding member achievements, elected members to the Board of Directors, highlighted Chamber activities of the past year, and previewed the year ahead. During the event, four Chamber Member Awards were presented for their significant contributions to the business community: the Small Business of the Year Award, the Large Business of the Year Award, the Community Progress Award, and the Outstanding Citizen Award.



Erie Regional Chamber and Growth Partnership

Barbara Chaffee, President

In January, the Chamber along with the White House and the US Department of Transportation hosted the Deputy Secretary of the US Department of Transportation, Mr. John Porcari, for a roundtable discussion with key business leaders on President Obama's State of the Union Address.

In February, the Chamber hosted LORD Corporation's CEO Mr. Rick McNeel. Mr. McNeel discussed the company's history and future plans for the Northwest Pennsylvania region. He also shared with attendees his thoughts on the general business environment both in the U.S. and overseas.



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■ VENDOR MEMBER NEWS

that was founded in Wilkes-Barre. As with all publications created by Atlantic, the complete 98-page magazine and directory is available online at:

<http://knowthisplace.com/pa/wilkes-barre-pa-bk/>

■ PFEW

PFEW Prepares for Summer

John Trombetta

Affiliate PACP member “Pennsylvania Free Enterprise Week” has begun preparations for its four, one-week sessions this summer in earnest. Plans for this year call for including nearly 1,500 students (rising high school juniors and seniors) in its internationally-acclaimed program designed to teach young adults to both understand and appreciate our private enterprise system. Now the largest program of its kind in the world, with similar programs in two dozen states and the countries of Australia and New Zealand, PFEW has now graduated more than 30,000 students over its storied thirty-three year history.

Unabashedly pro-business and pro-private enterprise in its curriculum, PFEW now partners with eighty-five PACP member chambers in “spreading the good news” about its work with the youth of Pennsylvania. During the months of January, February and March, information is being distributed to member businesses, schools and the greater service areas of each chamber. The effort has been to secure student scholarships, recruit volunteers and encourage students in literally every high school in Pennsylvania to take part in this one-of-a-kind educational experience that celebrates the world of business and Pennsylvania business specifically.

During their seven-day participation, each PFEW participant will play the role of an imaginary business owner, running mock corporations using a sophisticated computer simulation that enables them to experience all the pressures of running a business. Each

■ CHAMBER UPDATES

Erie Regional Chamber and Growth Partnership (*continued*)

The Chamber recently produced a video for their Project Jobs initiative. When completed, the primary employer demand research collected from Project Jobs will enable the Erie community – citizens, training providers, educators, elected officials and business leaders – to see first-hand the occupations most in demand for workers. You can learn more about the initiative at <http://www.eriepa.com/project-jobs>.

Greater Chambersburg Chamber of Commerce

Dave Sciamanna, President

Pennsylvania’s Secretary of Transportation, Barry J. Schoch, will be the featured speaker at a Legislative Luncheon presented by the Franklin County Council of Chambers on March 8. Those attending will have the opportunity to meet the Secretary and learn about significant infrastructure issues and funding challenges in Franklin County and Pennsylvania.

The Chamber will honor members at its Annual Awards Breakfast on April 12. The Chamber will present the Athena International Award, as well as recognize members for property improvements, innovation and environmental sustainability. A Volunteer of the Year and Chambersburg Heritage Center Ambassador will also be honored.

The Mid-Atlantic Hispanic Chamber of Commerce in Washington, D.C. and the Chamber signed a Collaborative Partnership Agreement that establishes a formal relationship between the two business advocacy organizations. The chambers will partner in an effort to help facilitate the harmonious integration of present and future immigrant communities. The primary objectives of the agreement are to promote economic, workforce and community development in the Borough of Chambersburg and in Franklin County, to help integrate present and future immigrant communities into the social, cultural and economic fabric of Franklin County, and to promote cultural diversity, inclusiveness, and goodwill in the community at large. To that end, the Chambers will work in earnest to ensure that present and future immigrant communities are given every opportunity to succeed based on ability and personal initiative. The idea for creating a business partnership came about as a result of a series of conversations over a three-year period.

Hanover Area Chamber of Commerce

Gary Laird, President

The Chamber has created a Leadership Hanover program which will launch in October. The program is designed to help make attendees more successful by better knowing the Hanover area, networking with key business men and women throughout the community, and establishing strong relationships with other participants. Meeting one day a month for six months, the program will focus on key components of the community including education, economic development, health and wellness, and local and state government. The Chamber is now accepting applications for this first class.



Lebanon Valley Chamber of Commerce

Larry Bowman, CCE, PaCCE, President & CEO

Secretary Alan Walker of the PA Department of Community & Economic Development was the featured speaker at the Chamber’s “Eggs & Issues” Breakfast in February. In his remarks, Walker focused on the Corbett Administration’s plans and strategies for attracting and retaining businesses and jobs in Pennsylvania and also discussed key components of the Governor’s proposed state budget.



Trattoria Fratelli will be the host and sponsor for the Chamber’s first “Mix & Munch” Lunch on March 8. The new event will provide Chamber members and guests with a

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■ PFEW (continued)

day also includes world-class speakers that will talk to them frankly about the issues that face Pennsylvania companies specifically, covering such areas as: the Role and Relationship of Business and Government, Business Ethics, Finance and Banking, Labor Issues, etc., etc.

If your chamber is already working to include students in your area in this summer's programming, PFEW is very grateful. If you are only learning about this award-winning program for the first time, and would like to get your area students involved, please contact its President & CEO, John Trombetta, by calling (814) 833-9576, ext. #1 or by emailing him at john@pfew.org. Visit the PFEW website at www.pfew.org to find out more about this award-winning program!



Budding PFEW "entrepreneurs" working on their corporate decisions.

■ PACP CHAIRMAN'S CIRCLE

New in 2012 is the **Chairman's Circle** – a new membership level created to generate funds that will go toward strategic initiatives to build and sustain the organization beyond what your traditional annual investment would cover.

Chambers supporting PACP at this level will receive additional benefits above their normal member benefits.

For more information, see the Chairman's Circle page on the PACP website.

■ CHAMBER UPDATES

Lebanon Valley Chamber of Commerce (continued)

relaxed setting for one-on-one business networking and for making potential new client contacts. While there will be brief welcoming remarks and introductions part way through the event, there will be no speaker or formal program for this lunch. Chamber members and guests have the option of dropping in for a portion of the event or staying for the entire 90-minute duration of the lunch.

Meadville-Western Crawford County Chamber of Commerce

Kathleen Bishop, President/CEO

The Chamber recently celebrated 205 years in business on their anniversary – February 7. This makes the Chamber the 3rd oldest Chamber in the US (founded 1807).

Mon Valley Regional Chamber of Commerce

Debra Keefer, Executive Director

Seventy-five members and guests attended a luncheon at the Willow Room in Rostraver Township, hosted by the Chamber. Five local Chambers of Commerce were represented which included a program presented by Ben Taylor, Executive Director of the Great Lakes Region of the United States Chamber of Commerce. The Chamber, which evolved from the Charleroi Board of Trade, is a founding member of the US Chamber and has maintained membership for all 100 years of the organization's existence. Ben's presentation updated attendees on the "State of American Business" and the national Chamber's perspective on current business related legislation.

StrongLand Chamber of Commerce

Allan Walzak, President

The StrongLand Business to Business Trade Show is scheduled for March 22 at the Clarion Inn. The StrongLand HomExpo, the region's largest indoor event, attracted over 30,000 spectators in February.

The 25th Annual Government and Chamber Clam Bake will be held April 12 at the River Forest Country Club. Besides a complete buffet dinner, the event will feature appetizers, a cash bar, and door prizes.

The 2012 Chicken 'n Ribs Country Barbeque & Golf Outing is set for June 22 at the Oak Lake Golf Course.

TriCounty Area Chamber of Commerce

Eileen Dautrich, President

The Chamber's March Membership Breakfast will be held March 29. The event will feature representatives from the US Chamber and a Small Business Expo.

On May 4, the Chamber will host a simulcast of the 2012 Chick-fil-A Leadercast taking place in Atlanta, GA.

The Chamber's Annual Dinner has been scheduled for May 10 at the RiverCrest Golf Club & Preserve. Dr. G. Terry Madonna, nationally recognized political pollster/commentator and Director of the Center for Politics and Public Affairs at Franklin and Marshall College, will talk about how the 2012 presidential election could affect local businesses.

■ SAVE THE DATE! – 2012 Chamber Day at the Capitol

Please join PACP and the PA Chamber for one of the most exciting events for local chambers in Pennsylvania – the 2012 Chamber Day at the Capitol – **Tuesday, June 5**. Your local chamber of commerce and volunteers are invited to join us for a day of networking with other chamber professionals and insightful meetings with key state lawmakers and legislative staff on the issues of importance to job creators and Pennsylvania's local communities. The event agenda includes a Legislative Breakfast in the East Wing of the Capitol, a presentation and luncheon at the PA Chamber, and issue sessions back at the Capitol that afternoon. Be sure to save the date & join us in June!

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