

Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

chamber news

www.mercersburg.org
www.tuscaroraareachamberofcommerce.org



REDISTRICTING IMPACTS TUSCARORA

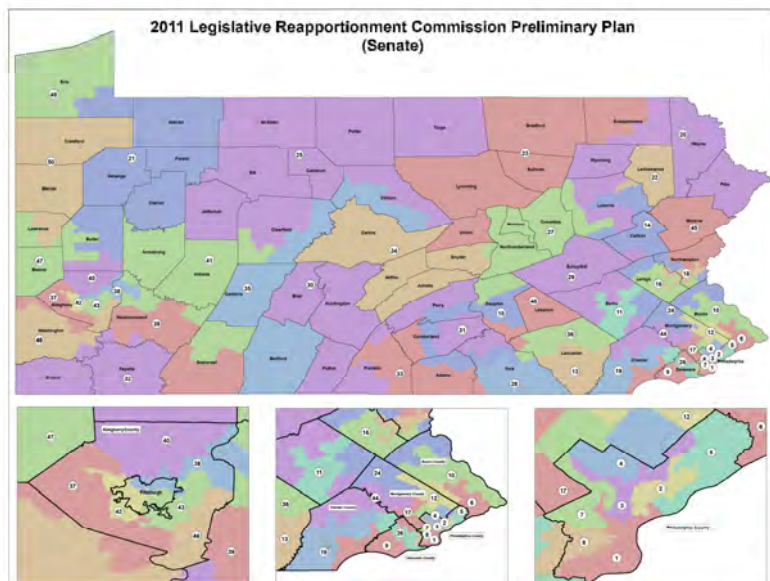
The Tuscarora Area Chamber of Commerce was the first to introduce the proposed map and plan, that the State of PA announced October 30th, to redistrict/reapportion the House and Senate districts in our area. These changes will shift the legislative districts in Franklin County. The Tuscarora region will be impacted the most with both House and Senate changes.

The 90th House District held by Todd Rock will lose the Mercersburg region. While the 86th House District will lose the Fort Loudon, St. Thomas regions. The entire Tuscarora area will shift to 78th House District held by Rep. Dick Hess.

The 33rd Senatorial District held by Sen. Rich Alloway will lose the entire Tuscarora region. Sen. John Eichelberger of the 30th District will gain Tuscarora.

The state has yet to announce the Congressional map. At this time the chamber does not know if there will be any changes to Congressman Shuster's 9th District.

You can learn more about redistricting @
<http://www.redistricting.state.pa.us/>
Representative Hess @ <http://www.dickhess.com/>
Senator Eichelberger @ <http://senatoreichelberger.com/>



ANNUAL ECONOMIC BREAKFAST SPEAKERS

The 2011 Tuscarora Economic Breakfast sponsored by F&M Trust was held November 8, 2011. The Chamber appreciates the dynamic speakers; (left to right) FCADC President Mike Ross, Senator Alloway, 2012 Chair Melanie Gordon, and Congressman Bill Shuster.

UPCOMING EVENTS

January 18, 2012

Networking Lunch with PA Secretary of
Revenue Dan Meuser

Noon-1pm

\$10 Members \$15 Nonmember

Paid at the Door Only, No Invoicing

RSVP by January 16 1pm to
info@tachamber.org or 328-5827

Whitetail Golf Resort

Blairs Valley Rd. , Mercersburg

February 15th, 2012

Networking Lunch with PA CareerLink's
Derrick Donnell

Noon-1pm

\$10 Members \$15 Nonmember

Paid at the Door Only, No Invoicing

RSVP info@tachamber.org or 328-5827

Whitetail Golf Resort

Blairs Valley Rd. , Mercersburg

Board of Directors

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Tower Bank

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Melanie Gordon

F&M Trust

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Gloria Pine

First National Bank of Mercersburg

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Judy Boyd

Whitetail Resort

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Elizabeth George, MD

Tuscarora Family Practice

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Tammy Oberholzer

Borough of Mercersburg

Debra Rutherford

Mercersburg Academy

Dwayne Johnson

St. Thomas Development, Inc.

Travis Hall

D.L. Martin Co.

Staff

Executive Director

Mary-Anne Gordon

The Chamber News is a monthly newsletter of the Tuscarora Area Chamber of Commerce. Submit your information by the 19th of each month for inclusion. The Chamber reserves the right to edit content of submissions for space limitations. Ideas, opinions and statements expressed in articles by contributors are not necessarily those of the Chamber.

Chances are the person next to you at a luncheon is going to have an impact on your life.

Dear friends and members,

As I complete my 2 years of service on the TACC executive committee, I find myself reflecting on the great variety of businesses that are chamber members. We often think of a Chamber of Commerce as having members from such businesses as manufacturing and contracting, retail and recreational businesses, financial and insurance services. What I find interesting is the number of nonprofit, civic and service organizations; our members include 6 churches, 10 educational institutions, 24 non profit organizations and 6 Health care services. What's more interesting is seeing how much all these different kinds of businesses have in common and can benefit together from being TACC members.

TACC Networking Luncheons are an amazing opportunity for this great variety of businesses and organizations to meet and find out how much they can support each other's business growth. I'm repeatedly amazed at how just taking an hour to join one of the TACC luncheons has made a new connection. And the thoughtfully selected topics fill a number of business and community needs. I'd like to describe for prospective chamber members the impact the networking luncheons can have on their businesses:

1. **The topics are often about a service available to your business** – such as lower cost electricity through APPI, or insurance cost savings through PCI and Penn National.
2. **They are educational** – such as the Marcellus Shale lecture and Q & A about financial and environmental impacts.
3. **The networking luncheons can hone your leadership skills** – One such speaker had us play a simple card game to demonstrate her point: it illustrated for me how my competitive spirit could lead me to overlook an opportunity to create a “Win – Win” solution.
4. **The location gives you a chance to find out about your community** – most recently we enjoyed the new lodge at Whitetail and recently many of us got to tour the beautiful setting of Cove Valley Christian Youth Camp.
5. **They are an opportunity to share about your business programs or products.** In August I had the chance to share with a broad audience about why MPMC is good for the business bottom line.
6. **You can get useful ideas for your own business presentations** – for example, see what details and layout of a power point made it interesting and what didn't work. You can see what draws your attention about a speaker's style and get marketing ideas from their presentations and pamphlets.
7. **It's not unusual to be sitting with a county official or state office holder,** giving you the opportunity to share your concerns or learn about government actions. Recently we listened to a great primer on the organization of county and state government. Or the speaker might be a government official: PA Secretary of Revenue Musser is presenting on January 18th and the PA Gaming Regulation's Communications Director Doug Harbach is presenting on May 16th.
8. **It's not unusual to meet someone who offers a “missing piece” or new perspective on one of your projects.**
9. **Chances are the person next to you at a luncheon is going to have an impact on your life.** If you take a moment to find out about the person next to you – something the other person shares will impact how you do business, or help you find new services, customers or resources, or give you new insights.

We thank our existing members for what you each bring to the broad experience of the networking luncheons. We look forward to sharing this benefit with new members.

Dr. Elizabeth George MD
Summit Physicians Services & MACWell

Get Paid to Modernize Your Business

Facilities in Pennsylvania that upgrade to reduce energy consumption may be eligible to receive **rebates or direct cash payments** from their local electric utility.

Under PA Act 129, electric utilities in Pennsylvania—PPL, PECO, Duquesne Light, Pennsylvania Electric, Metropolitan Edison, and Allegheny/West Penn Power—offer unique energy efficiency programs that provide cash rebates or payments to their customers. You can receive funds now for installation of more efficient lighting, HVAC, and other items. Plus, increased efficiency means lower energy costs for years to come.

Rebates can be for lighting retrofits, installing occupancy sensors, switching from incandescent to compact fluorescent light bulbs, using variable frequency HVAC systems, and modernizing equipment like exit signs, control systems, vending machines, and refrigeration.

All PA electricity customers already pay a monthly assessment to fund PA Act 129. Participants in PA Act 129 rebate programs often qualify for reductions of up to 75% in the costs of the upgrades. And, they save an average of \$5,000 annually in reduced electricity costs. Nationally, businesses that improve energy efficiency have cut electricity costs an average of 25% with some customers reaping 60% reductions. Some funds are available retroactively for items done in the past few years.



Not only does PA Act 129 provide customers with access to funds, but it also provides access to energy experts that can assess your facility, deliver project proposals, install modernized equipment, and verify energy savings. PA Act 129 program funds are available for a limited time—until they are fully allocated to PA customers.

An independent energy consulting firm, APPI Energy will provide you with the information and process you need to identify and access the benefits of PA Act 129. All of this is done at no cost to you. To determine if your facility can qualify for these opportunities, call APPI Energy at 800-520-6685.

About the author: Kathy Kiernan is Senior Vice President of Affiliated Power Purchasers International LLC (APPI Energy), an independent energy consulting firm endorsed by Tuscarora Area Chamber of Commerce and 140 other local, state, and national associations. APPI Energy helps businesses reduce and manage energy expenses. She can be reached at kkiernan@appienergy.com or 800-520-6685. View more at www.appienergy.com.

WELCOME NEW MEMBERS

BENDING BRIDGE FARM

Audrey and Cameron Pedersen

6893 Little Cove Rd.

Mercersburg, PA 17236

717-328-3627

bendingbridgefarm@gmail.com

<http://www.bendingbridgefarm.com>

Organic Farm and CSA

PHANTOM SHADOW ENTERTAINMENT & LIMOUSINES

Donovan Yaukey

25 South Queen Street

Shippensburg, PA 17257

717-532-9618

Fax: 717-532-2322

donovan@phantomshadow.com

<http://www.phantomshadow.com>

Entertainment



*Moon Dog Pottery
Invites you to join
us for our annual
open House and
pottery Sale.
Showcasing over
300 new pieces.*

*December 9,10,11
Fri,Sat 10-5
Sunday 10-3*

Door prizes

Happy Holidays

*We offer fine hand made American Crafts for your
gifting needs.*

*11667 Mercersburg Road In Welsh Run
717-328-9993 or Moondogpottery@gmail.com*

MANAGER'S CORNER: *IF I WERE TO BUMP INTO YOU.....*

I recently bumped into "Terry," the president of a company I worked with four years ago. During my engagement with them, we'd done strategic planning, leadership succession planning, and lots of management team and systems development (i.e., process and procedures development and management training). Because it'd been awhile since I'd worked with them, I asked, "How are things going?" Terry looked embarrassed, hesitated, and then said, "Well to be honest, we're drifting off-track a bit....I'm travelling a lot these days so I'm not spending the time with the management team I need to. We've lost money the past three quarters and I need to stop that....But standing here looking at you and listening to myself, I'm just making excuses aren't I? &%\$#!"

Instead of simply saying "Yes" which I could have, (I mean I AM The Dragon Lady of Leadership Accountability™ right?), I said, "Terry, you're human. But you are the president of the company. And if just seeing me causes you to feel guilty, you've probably known you've not been doing your job lately: You're not leading your team as they need to be led. But Terry, you know what? You're not alone. If leading effectively during tough times were easy, there'd be many more successful organizations out there."

After a few more basic questions of Terry, it became clear to him, he'd allowed a few of his key leadership responsibilities to drift away:

- Are you and the management team reviewing your strategic plan regularly? No
- Are you still meeting with the management team regularly to keep them informed of company issues and to allow them to communicate across departments to develop better working relationships? No
- Since you're not meeting regularly with the management team, how are you letting them know what you expect of them to help address the financial and management issues facing the company? Well email of course and I connect with them one-on-one as I can.
- Are you still working with the managers in developing their skills so they can cover for one-another and for you? No
- Are you still focusing on training to develop your employees and management team to build skills and talent deep and wide within your organization? No I stopped that because we're losing money.

I stopped asking questions, the guy felt like a heel. He knew he'd slipped into a reactionary role instead of acting as a leader. He was pulling away from his management team when he needed them more than ever. In talking with Terry, it wasn't my intent to embarrass him. I was simply curious as to how he, his team, and the company were doing. After all, I'd spent three years working with them. However, just by seeing me, and answering a few questions, Terry "looked in the mirror."

So here's my challenge for you, if I were to bump into you within the next few days and ask you the questions above, what would you see in the mirror? Are you leading effectively?





Waste Management Supports TWEP

Mr. Rod Newton, Executive Director for the Tuscarora Wildlife Education Project accepts a check for \$5,000.00 from Cheryl Shields, Community Relations Manager for Waste Management. This \$5,000.00 grant was made possible through the Pennsylvania Department of Community and Economic Development's Education Improvement Tax Credit Program. Cheryl stated "We appreciate the important contribution TWEP makes to environmental education in our community. You, your staff, and your volunteers are to be commended for your hard work and dedication."



Chamber Sponsors Mock Interviews at JB High School

The Tuscarora Area Chamber of Commerce partnered with the Tuscarora School District again this November to provide "Mock Interviews" for a mandatory skills class taught to Juniors. The "Mock Interview" is an effort to expose students to real world scenarios.

These students are your next best employees and this process helps them prepare themselves for the world of work. For a very small commitment of time and energy, the volunteers made a big impact on our students and school district. Thank you Liz Weber, ACNB, First National Bank of Mercersburg, F&M Trust, Whitetail Resort, DL Martin Co., Patriot Federal Credit Union, and Waste Management for your help.

How can you get involved in the next Mock Interview session this May? Contact the chamber at 328-5827 or mgordon@tachamber.org.



Flannery's Patrons Support US Troops

Dieter Protsch, Retired U.S. Army Major accepts a donation from John Flannery of Flannery's Tavern on the Square in Mercersburg in which he will purchase phone cards and deliver them to U.S. Troops at Ramstein Air Force Base in Germany.

The donation was raised from Flannery's 2nd annual Golf Tournament held on August 27, 2011 at Whitetail Golf Course. Dieter Protsch was inducted into the Hitler Youth when he reached age 10, he escaped WWII Germany as a Young Man. Dieter has devoted himself to working with veterans groups. He organized the first Veteran's Day parade in Hagerstown, and he's now raising funds to purchase telephone cards for troops returning to Ramstein Air Force Base in Germany from Iraq and Afghanistan. Dieter personally flies there and hands out the free cards.



Rotary's Dictionary Project

Third graders at St. Thomas Elementary School show off the new dictionaries they received from the Rotary Club of Mercersburg. The Dictionary Project is a national program with a goal of giving a new dictionary to every third grade student across the United States. The Rotary Club of Mercersburg presented dictionaries to third graders in all of the Tuscarora Elementary Schools.

Tuscarora Area CHAMBER OF COMMERCE

19 North Main Street • Mercersburg, PA 17236
717-328-5827 • mgordon@tachamber.org

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Permit #15

Local Medical Missionaries traveled to Ecuador in November 2011!

First row (l to r): Brittany Defenderfer, Rachel Stanton, Lis Yeun, Jim Taglang, Dr. Gerald Willwerth, Dianne Hetrick, Dr. James Druckenbrod, Karen Keefer

Middle row: Paul Yeun

Second row (l to r): Linda Berberich, Teresa Franciose, Cherish Patterson, Carol Parsons, Sonny Parsons, Dr. Robert George, Dr. Norman Bradford, Dr. Pam Bradford, Chris Pyne, Sandra Lynch

Not pictured: Dr. Elizabeth George



2012 BUSINESS PERSON OF THE YEAR

ABOUT THE AWARD: The highest commendation the Tuscarora Area Chamber of Commerce presents each year is the “Business Person of the Year Award”. This award is given to a person who unselfishly committed to the local business community.

AWARD CRITERIA:

- Nominee shall be a current Tuscarora Area Chamber member business owner or employee in good standing.
- Nominee’s business must be located within Tuscarora Area Chamber of Commerce’s service area of Peters, Warren, Montgomery, St. Thomas Townships and the Borough of Mercersburg.
- The individual exemplifies exceptional leadership both inside and outside their place of business and has a strong presence in community activities.

Nomination form available via in this PDF.



Helping your business reach new heights!

Another member benefit is CenturyLink Business-Class High-Speed Internet.

- Get your first month FREE on 1.5 Mbps and higher
- FREE professional installation and FREE activation
- Minimum 2-year term required

Existing CenturyLink customers can upgrade to 5Mbps and get one month FREE!

To take advantage of this offer to Chamber Members Only, call or email Laureen Lutz at 717.267.4683 or Laureen.C.Lutz@centurylink.com



CenturyLink™

Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

Membership's Business & Tourism Directory 2012 Advertising Rates

Advertise in the 2012 Chamber Directory at these fantastic rates!

1/4 page 3.5" w x 2" h \$100.00

1/2 page 3.5" w x 4" h \$200.00

Full page inside ad 3.5" w x 8.5" h \$400.00

Inside front or back cover 3.5" w x 8.5" h \$450

Inside back cover 3.5" w x 8.5" h \$450

March 10th deadline for ads.

Use the convenient form below to reserve your advertising space.

Ad size: ___ 1/4 page ___ 1/2 page ___ Full page

_____ Inside Front (call for availability)

_____ Inside Back (call for availability)

Ad enclosed _____ Ad emailed _____ Use same ad as 2011 _____

Business: _____

Address: _____

Contact Person: _____

E-mail: _____

Phone: _____

Scan/email or mail form to:
Tuscarora Area Chamber of Commerce
PO Box 161
Mercersburg, PA 17236
info@tachamber.org

TUSCARORA AREA CHAMBER OF COMMERCE

ANNUAL BUSINESS PERSON OF THE YEAR AWARD BANQUET

Whitetail Lodge
13805 Blairs Valley Rd., Mercersburg
Thursday April 26, 2012 Cocktail Reception 5:00pm
Plated Dinner and Meeting 6:30pm

Centerpiece Sponsorship Opportunity

Centerpiece Sponsor

\$200

20 available

2 tickets to the event, 1 sponsored centerpiece (not to exceed \$40 including tax, must be ordered from approved florists, names will be provided), special mention in all publicity prior to the event, at the dinner and all publicity following the event and on our web site.

Sponsorship Commitment

Sign up for:

Centerpiece Sponsor

Price

\$200.00

Method of Payment

Bill Me

Payment Enclosed

Name _____

Address _____

Phone _____

Signature _____

Return to -
Tuscarora Area Chamber of Commerce
PO Box 161
Mercersburg, PA 17236
E-mail: mgordon@tachamber.org Phone: 717-328-5827

Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

BUSINESS PERSON OF THE YEAR

Confidential Nomination Form

ABOUT THE AWARD: The highest commendation the Tuscarora Area Chamber of Commerce presents each year is the "Business Person of the Year Award". This award is given to a person who unselfishly committed to the local business community.

AWARD CRITERIA:

- Nominee shall be a current Tuscarora Area Chamber member business owner or employee in good standing.
- Nominee's business must be located within Tuscarora Area Chamber of Commerce's service area, Peters, Warren, Montgomery, St. Thomas Townships and the Borough of Mercersburg.
- The individual exemplifies exceptional leadership both inside and outside their place of business and have a strong presence in the business community's activities.

INDIVIDUAL NOMINATED: _____

COMPANY: _____

TITLE: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

TELEPHONE: _____ WORK: _____ EMAIL: _____

Nominator's relationship to nominee:

Manager _____ Co-Worker _____ Other (describe) _____

ACCOMPLISHMENTS: Share your thoughts on what makes an ideal candidate for this award. Please include details about their professional and person accomplishments.

(over)

OTHER: Include any other information you feel distinguishes this individual as the Tuscarora Area Chamber of Commerce Business Person of the Year.

NOMINATOR: Business Person is being nominated by:

Name: _____

Company: _____

Title: _____

Address: _____

City/State/Zip: _____

Telephone: _____ Email: _____

Please circle one:

Nominee IS or IS NOT aware that he/she has been nominated.

NOMINATION MUST BE SUBMITTED BY MARCH 1, 2012

RETURN BY MAIL TO:

Tuscarora Area Chamber of Commerce

Attn : BPOY

PO Box 161

Mercersburg, PA 17236



Does your business insurance
EARN dividends?

Ours does.

Chamber+

How It Works

Dividend earned is based on the total group premium and claims experience of eligible lines.

For example:	If group premium is:	\$1.5 Million
	and group loss ratio is:	24%
	Group dividend is:	9%
	If member premium is:	\$20,000
	Dividend earned will be:	\$1,800

Dividend payments are based upon program eligibility and are not guaranteed.

Program Features

- All-lines dividend (excluding umbrella and bonds). Dividend payments are based on total group program premium and claims experience of eligible lines. As program grows, so does dividend potential.
- Enhanced coverages on auto, businessowners, property, workers compensation, and general liability — giving you added protection at no additional cost
- Equipment breakdown coverage automatically included with businessowners and property policies
- Information and services to help reduce losses — the payoff is greater dividend potential
- Outstanding, local claim and customer support service

**Subject to individual risk characteristics, loss experience and underwriting guidelines.*



Want to know more?

Call one of these chamber member insurance agencies today!

Tuscarora Chamber

- Craig, Friedly, Potter & Moore Insurance Agency 717-762-3147
- Strickler Agency, Inc. 800-503-8908
- Bell Insurance 717-328 2523



PENN NATIONAL
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www.PennNationalInsurance.com

Tuscarora Area
CHAMBER OF COMMERCE
Mercersburg, Montgomery, Peters, St. Thomas, Warren



Montgomery • Peters • Mercersburg Connectivity

Building community vibrancy and enhancing public spaces by connecting people & places with safe routes for pedestrians & bikers

PUBLIC COMMENT on proposed TRAIL & PATH ALTERNATIVES



Community Workshop
Share your ideas & views

January 24, 2012
at the JBHS Library
6:00 pm - 8:00 pm
(snow date January 31, 2012)

••• Everyone is encouraged to attend! •••



Visit us online at:
www.mpmcproject.weebly.com

SOUTH CENTRAL WORKFORCE INVESTMENT AREA

FAST FACTS

OCTOBER 2011 EDITION



Each of the following sections is a quick snapshot of many different labor market and economic datasets.

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For additional information, please contact:
Center for Workforce Information & Analysis (CWIA)
 Call: 1-877-493-3282; Fax: 1-717-772-2168
 E-mail: workforceinfo@pa.gov
www.paworkstats.state.pa.us

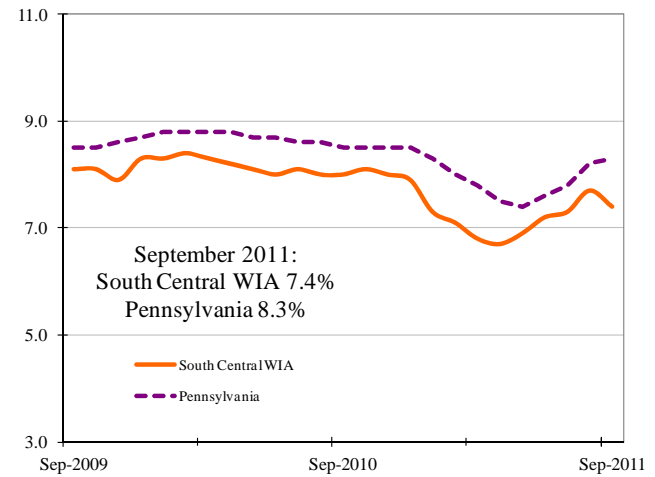


CENTER FOR WORKFORCE INFORMATION & ANALYSIS

Release Date: 11-1-2011
Next Release Date: 12-1-2011

LABOR FORCE STATISTICS

Unemployment Rate



Local Area Unemployment Statistics, September 2011 (Seasonally Adjusted)

Area	Civilian Labor Force	Employment	Unemployment	Unemployment Rate (%)
Pennsylvania	6,334,000	5,811,000	523,000	8.3
South Central WIA	728,200	674,100	54,100	7.4
Adams County	54,700	51,000	3,700	6.8
Cumberland County	122,300	114,000	8,300	6.8
Dauphin County	134,500	123,900	10,600	7.9
Franklin County	80,300	74,900	5,400	6.8
Juniata County	12,300	11,400	900	7.1
Lebanon County	74,500	69,500	5,000	6.7
Perry County	24,200	22,300	2,000	8.1
York County	225,200	207,100	18,100	8.0

WIA Unemployment Rates, September 2011 (Seasonally Adjusted)

WIA	Rate	WIA	Rate
Philadelphia County WIA	11.0	Westmoreland/Fayette WIA	8.0
Luzerne-Schuylkill WIA	9.9	Central WIA	7.7
Pocono Counties WIA	9.7	Southwest Corner WIA	7.5
Lackawanna County WIA	9.3	Northern Tier WIA	7.4
West Central WIA	9.1	South Central WIA	7.4
Lehigh Valley WIA	8.8	Bucks County WIA	7.3
North Central WIA	8.6	Tri-County WIA	7.2
Southern Alleghenies WIA	8.5	Three Rivers WIA	7.1
Berks County WIA	8.3	Lancaster County WIA	6.9
Delaware County WIA	8.3	Montgomery County WIA	6.8
Northwest WIA	8.2	Chester County WIA	6.2

LABOR FORCE STATISTICS

Unemployment Rate (All data are seasonally adjusted)

- South Central WIA was ranked 15th (highest rate) in comparison to the remaining 21 WIAs
- South Central WIA's unemployment rate for September was 7.4%
- O-T-M change was -0.3 percentage points
- O-T-Y change was -0.6 percentage points
- Change since December 2007, the official start of the recession, was +3.3 percentage points

Unemployment

- South Central WIA's unemployment for September was 54,100
- O-T-M change was -2,000
- O-T-Y change was -3,500
- Change since December 2007 was +23,900 (+79.1%)

Employment

- South Central WIA's employment for September was 674,100
- O-T-M change was +4,400
- O-T-Y change was +7,700
- Change since December 2007 was -31,000 (-4.4%)

Labor Force

- South Central WIA's labor force for September was 728,200
- O-T-M change was +2,300
- O-T-Y change was +4,200
- Change since December 2007 was -7,100 (-1.0%)

O-T-M: Over the Month
O-T-Y: Over the Year

UNEMPLOYMENT COMPENSATION EXHAUSTEES

Estimates of UC Exhaustees, Statewide and by Counties within the WIA

	Jan 2010 - Aug 2011	Actual	Projected			Total
		Sep 2011	Oct 2011	Nov 2011	Dec 2011	
Pennsylvania	163,000	5,000	8,000	8,000	10,000	194,000
Adams County	1,380	20	70	70	80	1,620
Cumberland County	1,880	70	90	90	120	2,250
Dauphin County	3,240	170	160	160	200	3,930
Franklin County	1,450	30	70	70	90	1,710
Juniata County	220	10	10	10	10	260
Lebanon County	1,120	40	50	50	70	1,330
Perry County	490	10	20	20	30	570
York County	4,730	170	230	230	290	5,650

UC Exhaustees by Pre-UC Supersector, Statewide and for the WIA, January 1, 2010 to September 30, 2011

Pre-UC Supersector	Pennsylvania		South Central WIA	
	Exhaustees	% of Total	Exhaustees	% of Total
Total	168,000	100%	16,150	100%
Natural Resources & Mining	890	0.5%	85	0.5%
Construction	15,110	9.0%	1,500	9.3%
Manufacturing	26,000	15.5%	3,145	19.5%
Trade, Transportation & Utilities	36,940	22.0%	3,645	22.6%
Information	2,900	1.7%	220	1.4%
Financial Activities	8,510	5.1%	705	4.4%
Professional & Business Services	35,010	20.8%	3,935	24.4%
Education & Health Services	19,840	11.8%	1,050	6.5%
Leisure & Hospitality	13,760	8.2%	1,005	6.2%
Other Services	4,760	2.8%	325	2.0%
Government	1,520	0.9%	215	1.3%
Unclassified Industry	2,760	1.6%	320	2.0%

Source: PA Unemployment Compensation System.

These counts reflect the total number of persons during the month who have exhausted all available state and federal UC benefits under current law. Numbers may not add due to rounding. Percentages are rounded to the nearest 0.1%. Percentages less than 0.05% will be displayed as 0.0%. Pre-UC Supersector represents the aggregated industry sector of the primary employer of the exhaustee prior to collecting unemployment benefits.

QUARTERLY CENSUS OF EMPLOYMENT AND WAGES

South Central WIA – Quarterly Census of Employment and Wages 2-digit NAICS – Private Sector Only

NAICS Title	NAICS Code	2010 Q4 Final		2009 Q4 Final		Employment Change from 2009 Q4		Establishment Change from 2009 Q4	
		Average Employment	Average Establishments	Average Employment	Average Establishments	volume	percent	volume	percent
Admin. Support and Waste Mgmt. Services	56	27,815	1,436	24,778	1,434	3,037	12.3%	2	0.1%
Transportation and Warehousing	48-49	41,757	970	39,455	975	2,302	5.8%	-5	-0.5%
Arts, Entertainment, and Recreation	71	5,444	417	5,181	411	263	5.1%	6	1.5%
Agriculture, Forestry, Fishing and Hunting	11	3,949	332	3,875	332	74	1.9%	0	0.0%
Information	51	8,391	377	8,238	366	153	1.9%	11	3.0%
Accommodation and Food Services	72	42,107	2,443	41,378	2,428	729	1.8%	15	0.6%
Health Care and Social Assistance	62	71,433	3,962	70,564	3,755	869	1.2%	207	5.5%
Other Services (except Public Administration)	81	19,149	2,926	18,967	2,941	182	1.0%	-15	-0.5%
Professional, Scientific, and Technical Services	54	22,522	2,697	22,379	2,740	143	0.6%	-43	-1.6%
Retail Trade	44-45	71,515	4,228	71,604	4,305	-89	-0.1%	-77	-1.8%
Utilities	22	1,633	43	1,637	38	-4	-0.2%	5	13.2%
Construction	23	24,080	2,729	24,167	2,839	-87	-0.4%	-110	-3.9%
Manufacturing	31-33	73,870	1,647	74,603	1,693	-733	-1.0%	-46	-2.7%
Wholesale Trade	42	19,066	1,510	19,524	1,543	-458	-2.3%	-33	-2.1%
Finance and Insurance	52	23,163	1,782	24,351	1,841	-1,188	-4.9%	-59	-3.2%
Real Estate and Rental and Leasing	53	5,131	911	6,132	904	-1,001	-16.3%	7	0.8%
Mining, Quarrying, and Oil and Gas Extraction	21	***	***	647	30	***	***	***	***
Mgmt. of Companies and Enterprises	55	10,958	200	***	***	***	***	***	***
Educational Services	61	***	***	***	***	***	***	***	***
Unclassified	99	N/A	N/A	***	***	***	***	***	***
Total		484,212	28,916	478,992	29,018	5,220	1.1%	-102	-0.4%

- Admin. Support and Waste Mgmt. Services had the largest O-T-Y percentage increase in employment at +12.3%, followed by Transportation and Warehousing at +5.8%.
- Real Estate and Rental and Leasing had the largest O-T-Y percentage decrease in employment at -16.3%, followed by Finance and Insurance at -4.9%.
- The South Central WIA showed an O-T-Y employment change of +5,220 (+1.1%).

Notes: ‘***’ indicates data are not disclosable; ‘N/A’ indicates data are unavailable or incomplete. Numbers may not add due to rounding. Percentages are rounded to the nearest 0.1%. Percentages less than 0.05% will be displayed as 0.0%.

INDUSTRY HIGHLIGHTS

South Central WIA Industries with Growing Companies in 2010

Industry	Growing Companies	Industry	Growing Companies
Manufacturing	30	Retail Trade	12
Health Care and Social Assistance	15	Transportation and Warehousing	9
Professional, Scientific, and Technical Services	12	Accommodation and Food Services	8

Growing Companies Detail

- Growing Companies are companies that began the period with at least 10 employees and increased their employment for four consecutive quarters and by at least 10%.
- Total number of growing companies in 4th quarter 2010 was 117
- In **Manufacturing** – Architectural and Structural Metals Manufacturing; Metalworking Machinery Manufacturing; Plastics Product Manufacturing
- In **Health Care and Social Assistance** – Individual and Family Services; Child Day Care Services; Offices of Physicians
- In **Professional, Scientific, and Technical Services** – Architectural, Engineering, and Related Services; Computer Systems Design and Related Services; Management, Scientific, and Technical Consulting Services

Industries with Declining Companies in 2010

Industry	Declining Companies	Industry	Declining Companies
Manufacturing	19	Wholesale Trade	7
Admin. Support and Waste Mgmt. Services	7	Accommodation and Food Services	6
Professional, Scientific, and Technical Services	7	Construction	6

Declining Companies Detail

- Declining Companies are companies that began the period with at least 20 employees and lost employment for four consecutive quarters and by at least 10%.
- Total number of declining companies in 4th quarter 2010 was 72
- In **Manufacturing** – Coating, Engraving, Heat Treating, and Allied Activities; Plastics Product Manufacturing; Printing and Related Support Activities
- In **Admin. Support and Waste Mgmt. Services** – Other Support Services; Services to Buildings and Dwellings; Business Support Services
- In **Professional, Scientific, and Technical Services** – Computer Systems Design and Related Services; Advertising and Related Services; Architectural, Engineering, and Related Services

SOUTH CENTRAL WIA **EMPLOYER ACTIVITIES**

(Based on published media reports)

Reported^{1/} Openings or Expansions by Industry

Industry	2011 Y-T-D		Sep 2010 to Aug 2011	
	Events	Emp. Gain	Events	Emp. Gain
Agriculture, Forestry, Fishing and Hunting	0	0	0	0
Mining	0	0	0	0
Utilities	0	0	0	0
Construction	0	0	0	0
Manufacturing	3	290	3	290
Wholesale Trade	0	0	0	0
Retail Trade	10	760	11	785
Transportation and Warehousing	0	0	0	0
Information	0	0	0	0
Financial Activities	0	0	0	0
Professional and Business Services	1	450	1	450
Education and Health Services	1	100	1	100
Leisure and Hospitality	7	393	9	508
Other Services	0	0	0	0
Public Administration	0	0	0	0
Total	22	1,993	25	2,133

^{1/}Compilation of employers and employment gain may be unconfirmed and incomplete.

Reported^{1/} Closings or Layoffs^{2/} by Industry

Industry	2011 Y-T-D		Sep 2010 to Aug 2011	
	Events	Emp. Loss	Events	Emp. Loss
Agriculture, Forestry, Fishing and Hunting	0	0	0	0
Mining	0	0	0	0
Utilities	0	0	0	0
Construction	0	0	0	0
Manufacturing	4	-267	6	-674
Wholesale Trade	0	0	1	-35
Retail Trade	6	-231	7	-294
Transportation and Warehousing	4	-685	6	-854
Information	1	-92	1	-92
Financial Activities	0	0	0	0
Professional and Business Services	0	0	1	-56
Education and Health Services	2	-284	2	-284
Leisure and Hospitality	1	-36	6	-249
Other Services	0	0	0	0
Public Administration	1	-52	1	-52
Total	19	-1,647	31	-2,590

^{1/}Compilation of employers and employment loss may be unconfirmed and incomplete.

^{2/}Includes temporary layoffs

NEW HIRES

South Central WIA New Hires, 2010 to 2011, 1st Quarter^{1/}

	2011 Q1	2010 Q1	Change from 2010	
			volume	percent
Total New Hires	16,300	16,100	200	1%
Goods Producing Industries	3,300	2,900	400	14%
Ag, Forestry, Fishing, Hunt.	400	200	200	100%
Mining	0	0	0	N/A
Construction	900	1,100	-200	-18%
Manufacturing	2,000	1,600	400	25%
Service Providing Industries	13,200	13,100	100	1%
Trade, Transp. & Utilities	2,000	1,700	300	18%
Wholesale Trade	500	500	0	0%
Retail Trade	1,000	700	300	43%
Transp., Warehouse & Util.	500	500	0	0%
Information	100	100	0	0%
Financial Activities	400	300	100	33%
Finance & Insurance	300	200	100	50%
Real Estate & Rental & Leasing	100	100	0	0%
Professional & Business Svcs.	4,300	3,800	500	13%
Professional & Technical Svcs.	1,200	900	300	33%
Management of Companies	100	100	0	0%
Admin & Waste Services	3,000	2,800	200	7%
Education & Health Services	3,000	3,000	0	0%
Educational Services	1,000	1,100	-100	-9%
Health Care & Social Assistance	2,000	1,900	100	5%
Leisure & Hospitality	2,600	3,200	-600	-19%
Arts, Entertainment & Recreation	500	700	-200	-29%
Accommodations & Food Svcs.	2,100	2,500	-400	-16%
Other Services	600	700	-100	-14%
Government	200	300	-100	-33%
Unclassified industry	0	0	0	N/A

^{1/}Dashes indicate New Hires count was below 50 but greater than 0 for both quarters.

- **Top Industries with new hires above year-ago levels** – Professional, Scientific, and Technical Services; Administrative and Support Services; Support Activities for Agriculture and Forestry; Motor Vehicle and Parts Dealers
- **Top industries that have new hires below year-ago levels** – Food Services and Drinking Places; Specialty Trade Contractors; Ambulatory Health Care Services; Amusement, Gambling, and Recreation Industries

Note: In every economy there is job creation and job destruction every month and the result is employment change. New hires are linked to job creation, however, an increase in new hires does not directly equate to an increase in the total employment count. The new hires count is simply an indication of hiring activity in an industry. Separations, in the form of layoffs, firings, or quits, are linked to job destruction and account for the other half of the employment change equation. The balance of hires and separations result in the employment change.

HELP WANTED ONLINE ADS

South Central WIA Help Wanted Online Active Ads by Industry Sector

Industry Sector	September 2011	September 2010	Volume Change	Percent Change
Total Ads by Industry	19,521	17,272	2,249	13.0%
Goods Producing Industries	936	874	62	7.1%
Ag, Forestry, Fishing, Hunt.	17	7	10	142.9%
Mining	4	1	3	300.0%
Construction	147	118	29	24.6%
Manufacturing	768	748	20	2.7%
Service Providing Industries	7,635	7,667	-32	-0.4%
Trade, Transp. & Utilities	1,926	2,165	-239	-11.0%
Wholesale Trade	430	503	-73	-14.5%
Retail Trade	901	1,125	-224	-19.9%
Transp., Warehouse & Utilities	595	537	58	10.8%
Information	167	244	-77	-31.6%
Financial Activities	625	653	-28	-4.3%
Finance & Insurance	460	425	35	8.2%
Real Estate & Rental & Leasing	165	228	-63	-27.6%
Professional & Business Svcs.	2,526	2,222	304	13.7%
Professional & Technical Svcs.	1,087	851	236	27.7%
Management of Companies	0	0	0	N/A
Admin & Waste Services	1,439	1,371	68	5.0%
Education & Health Services	1,826	1,929	-103	-5.3%
Educational Services	196	220	-24	-10.9%
Health Care & Social Assistance	1,630	1,709	-79	-4.6%
Leisure & Hospitality	240	194	46	23.7%
Arts, Entertainment & Recreation	74	64	10	15.6%
Accommodations & Food Svcs.	166	130	36	27.7%
Other Services	152	187	-35	-18.7%
Government	173	73	100	137.0%
Unclassified or unavailable industry	10,950	8,731	2,219	25.4%

Note: Help Wanted Online Ads by Industry and Occupation are compiled differently and totals will not necessarily be equal.

HELP WANTED ONLINE ADS

South Central WIA Help Wanted Online Active Ads by Occupational Group

Occupational Group	September 2011	September 2010	Volume Change	Percent Change
Total	19,578	17,311	2,267	13.1%
Office and Administrative Support	2,723	1,918	805	42.0%
Healthcare Practitioners and Technical	2,580	2,760	-180	-6.5%
Sales and Related	2,442	2,532	-90	-3.6%
Transportation and Material Moving	1,894	1,457	437	30.0%
Computer and Mathematical	1,664	1,296	368	28.4%
Management	1,208	1,192	16	1.3%
Business and Financial Operations	1,075	830	245	29.5%
Production	847	598	249	41.6%
Installation, Maintenance, and Repair	829	733	96	13.1%
Healthcare Support	698	942	-244	-25.9%
Food Preparation and Serving Related	655	489	166	33.9%
Architecture and Engineering	543	537	6	1.1%
Construction and Extraction	439	321	118	36.8%
Building & Grounds Cleaning & Maintenance	335	216	119	55.1%
Personal Care and Service	318	247	71	28.7%
Education, Training, and Library	317	315	2	0.6%
Arts, Design, Entertainment, Sports, and Media	298	269	29	10.8%
Community and Social Services	292	290	2	0.7%
Protective Service	176	136	40	29.4%
Life, Physical, and Social Science	142	128	14	10.9%
Legal	61	46	15	32.6%
Farming, Fishing, and Forestry	31	21	10	47.6%
Military Specific	11	6	5	83.3%
Miscellaneous	0	32	-32	-100.0%

Note: Help Wanted Online Ads by Industry and Occupation are compiled differently and totals will not necessarily be equal.

HELP WANTED ONLINE ADS

South Central WIA Top 25 Industries Help Wanted Online Active Ads

Industry	September 2011
Temporary Help Services	548
General Medical and Surgical Hospitals	466
Employment Placement Agencies	446
All Other Miscellaneous Ambulatory Health Care Services	260
General Freight Trucking, Long-Distance, Truckload	254
Engineering Services	162
Computer Systems Design Services	162
Custom Computer Programming Services	161
Nursing Care Facilities	158
Offices of Physicians (except Mental Health Specialists)	151
All Other Professional, Scientific, and Technical Services	142
Commercial Banking	130
Office Supplies and Stationery Stores	126
Home Health Care Services	124
National Security	114
Insurance Agencies and Brokerages	113
All Other Business Support Services	102
Chocolate and Confectionery Manufacturing from Cacao Beans	91
All Other Outpatient Care Centers	91
Colleges, Universities, and Professional Schools	82
Home Centers	77
Family Planning Centers	75
Elementary and Secondary Schools	75
Travel Agencies	62
Department Stores (except Discount Department Stores)	61

HELP WANTED ONLINE ADS

South Central WIA Top 25 Occupations Help Wanted Online Active Ads

Occupation	September 2011
Truck Drivers, Heavy and Tractor-Trailer*	1023
Registered Nurses*	931
Customer Service Representatives*	791
Retail Salespersons	537
First-Line Supervisors/Managers of Retail Sales Workers	389
Physical Therapists*	347
Management Analysts*	329
Computer Systems Analysts*	316
Executive Secretaries and Administrative Assistants*	284
Occupational Therapists*	272
Computer Support Specialists*	270
Sale Reps, Wholesale & Mfg. (except Sci & Tech)*	235
Speech-Language Pathologists	228
Supervisors/Managers of Production & Operating Workers*	223
Medical and Health Services Managers	220
Network and Computer Systems Administrators*	218
Insurance Sales Agents*	208
Laborers and Freight, Stock, and Material Movers, Hand	206
Supervisors/Managers of Office and Admin. Support Workers*	203
Office Clerks, General*	199
Web Developers	186
Supervisors/Managers of Food Prep. & Serving Workers	181
Maintenance and Repair Workers, General*	177
Industrial Engineers*	176
Truck Drivers, Light or Delivery Services*	171

*2011 High Priority Occupation (HPO) for PA

HELP WANTED ONLINE ADS

South Central WIA Top 25 Employers Help Wanted Online Active Ads

Employer	Sep 2011	Employer	Sep 2011
WellSpan Health	373	Reflectx Services	73
Deloitte	316	Nurse Options USA	70
Allegis Group	146	MAS Medical Staffing	63
Aerotek	129	AT&T	61
HGI Healthcare	122	UPS	58
Staples	115	Bayada Nurses	57
Army National Guard	97	American Express	55
Penn State Hershey Medical Center	95	Centra Healthcare	55
Summit Health	91	TE Connectivity	52
THE HERSHEY COMPANY	91	Medical Staffing Network	51
Medical Staffing Source of America	89	Manpower	51
SOLIANT HEALTH	80	NHS Human Services	50
Lowe's	73		

NEWS OF THE MONTH

Center for Workforce Information & Analysis Presentations

The Center for Workforce Information & Analysis (CWIA) PA Work Stats website now includes informative presentations given by CWIA staff on various aspects of the labor market and the information provided by the CWIA.

These reports can be found at:

<http://www.paworkstats.state.pa.us/gsipub/index.asp?docid=782>

Sample Presentations:

Labor Market Information (LMI) for Data Users

This presentation provides an overview of the CWIA and its labor market information products and services in support of workforce and economic development.

Analyzing Pennsylvania's Employment Picture

This presentation uses statewide and local area press releases to explain the different employment data that are available from the CWIA.

DEFINITIONS

LABOR FORCE STATISTICS - Source: *Pennsylvania Local Area Unemployment Statistics (LAUS)*.

The labor force and unemployment data are based on the same concepts and definitions as those used for the official national estimates obtained from the Current Population Survey (CPS). The Local Area Unemployment Statistics (LAUS) program measures employment and unemployment on a place-of-residence basis and produces estimates using equations based on regression techniques. This method utilizes data from several sources, including the CPS, the CES, and state unemployment insurance (UI) programs. The LAUS program does not produce estimates for any demographic groups.

Unemployment Rate: The number unemployed as a percent of the labor force.

Unemployment: Unemployed persons are persons aged 16 years and older who had no employment during the reference week (contains the 12th day of the month), were available for work (except for temporary illness), and had made specific efforts to find employment sometime during the 4-week period ending with the reference week. Persons who were waiting to be recalled to jobs from which they had been laid off need not to have been looking for work to be classified as unemployed.

Employment: Employed persons are all persons who, during the week which includes the 12th day of the month, (a) did any work as paid employees, worked in their own businesses or professions or on their own farm, or worked 15 hours or more as unpaid workers in enterprises operated by members of their families, or (b) were not working but who had jobs from which they were temporarily absent. Each employed person is counted only once, even if the person holds more than one job. Included are the self-employed, unpaid family workers, agricultural workers, and private household workers, who are excluded by the Current Employment Statistics survey.

Labor Force: All persons either working or looking for work or classified as employed or unemployed.

UNEMPLOYMENT COMPENSATION - Source: *The Pennsylvania Department of Labor & Industry and the U.S Department of Labor*.

Unemployment Compensation (UC): Unemployment Compensation (UC) protects workers against job loss by providing temporary income support to people who become unemployed through no fault of their own. UC Benefits are paid, for a limited time, to individuals who are able and available for suitable work, and are actively seeking new employment. To qualify for UC benefits, a worker must have performed services covered under the Pennsylvania UC Law, and must have worked for an employer who is required by law or elects to pay into the UC Fund.

Exhaustions: Exhaustion occurs when a worker draws the maximum amount of benefits to which he or she is entitled.

CLAIMS - Source: *The Pennsylvania Department of Labor & Industry and the U.S Department of Labor*.

Initial Claims: Initial claims measure the number of filings for state jobless benefits. An initial claim occurs when a person files a notice of unemployment to initiate a request to determine entitlement and eligibility for unemployment compensation. A person can file multiple claims.

Continued Claims: Continued claims measure the number of weeks that claimants are requesting payment of unemployment benefits. These claims include "waiting weeks" which do not receive payment, and claims that are subsequently denied benefits.

DEFINITIONS

QUARTERLY CENSUS OF EMPLOYMENT AND WAGES - Source: *The Pennsylvania Department of Labor & Industry, Quarterly Census of Employment and Wages.*

Employed: Employed persons are all persons who, during the week which includes the 12th day of the month, (a) did any work as paid employees, worked in their own business or profession or on their own farm, or worked 15 hours or more as unpaid workers in an enterprise operated by a member of their family, or (b) were not working but who had jobs from which they were temporarily absent. Each employed person is counted only once, even if he or she holds more than one job.

Establishment: The physical location of a certain economic activity, such as a factory, store, office, or mine. Generally, a single establishment produces a single good or provides a single service.

INDUSTRY HIGHLIGHTS - Source: *Pennsylvania Quarterly Census of Employment and Wages and the Center for Workforce Information & Analysis Strategic Early Notice Econometric Model.*

The Strategic Early Notice Econometric Model identifies probable companies and industries of importance. There are two types of notices: Early Warn Notices and Early Growth Notices. Early Warn notices are generated for companies and industries that are experiencing significant employment decline. Early Growth notices are generated for companies and industries that are experiencing significant employment growth. The model does not presuppose a cause for a company's decline or growth. Companies are selected based on an algorithmic model.

Early Warning Company: a company whose employment count has declined each quarter over the past year. Only those companies having at least 20 employees at the beginning of the measurement period and having an employment decline of at least 10 percent are identified.

Early Growth Company: a company whose employment count has grown each quarter over the past year. Only those companies having at least 10 employees at the beginning of the measurement period and having employment growth of at least 10 percent are identified.

PA EMPLOYER ACTIVITIES - Source: *Based on published media news reports and articles.*
Compilation of employers and employment gain or loss may be unconfirmed and incomplete.

NEW HIRES - Source: *The Pennsylvania Department of Labor & Industry.*

New Hire Reporting is a process by which employers report information on all employees hired on or after January 1, 1998 to locate non-custodial parents, establish child support orders, or enforce existing orders. Company and individual data are confidential and cannot be reported on. However, the data can be aggregated to show where and in what industries hiring is taking place as an indication of what sectors of the economy are experiencing growth or decline. Approximately sixty percent of all new hires are captured. New hire counts by industry are an indication of trend only.

HELP WANTED ONLINE ADS - Source: *The Conference Board Help Wanted OnLine™ data set.*

The Conference Board Help Wanted OnLine data set provides real-time insight into the employment marketplace through the world's largest database of online job ads. Jobs ads can be classified by industry, occupation, employer, and geographic area. Data are analyzed for employment trends and to forecast economic conditions. The underlying data for The Conference Board HWOL are provided by Wanted Technologies Corporation.

NEWS OF THE MONTH - Source: *Pennsylvania Department of Labor & Industry.*

MAP OF UNEMPLOYMENT RATES BY COUNTY - Source: *Pennsylvania Local Area Unemployment Statistics (LAUS).*

