



2010 Membership Benefits

The Pennsylvania Chamber
of Business and Industry

The Statewide Voice Of Business



PA Chamber Members' Legislative Agenda

Ensuring the competitiveness of your business

Today, states compete for businesses, while businesses compete in a global economy. Now more than ever, Pennsylvania employers need a broad-reaching, effective plan to establish a competitive business environment that will sustain economic growth and job creation for the long run.

The Pennsylvania Chamber of Business and Industry's legislative priorities reflect input from thousands of member businesses throughout the Commonwealth—employers who are the real experts in what is needed to run a business effectively and efficiently, and remain competitive.

The PA Chamber is working with state lawmakers in Harrisburg to:

- Reduce Pennsylvania's business taxes
- Provide effective and quality health care to employers and employees at a reasonable cost
- Reform Pennsylvania's unbalanced legal system
- Make Pennsylvania's labor laws more cost-effective
- Improve Pennsylvania's transportation infrastructure

Learn more about PA Chamber members' legislative action agenda at www.pachamber.org.

Why Sit Back and Wait When You Can Affect the Outcome Now?



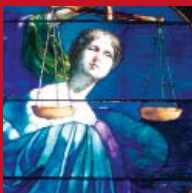
Taxes. Health-care costs. Workers' compensation. Unemployment compensation. Environmental regulation. Lawsuit abuse reform. Transportation infrastructure. Nearly every day, state lawmakers make critical decisions in areas that directly impact the cost of running your business.

And with each new legislative session comes new faces in the Pennsylvania General Assembly—the perfect opportunity to work with newer lawmakers on our members' pro-business, pro-jobs agenda, and to reinforce this message to all state elected officials.

It is membership support that earns the respect of lawmakers who are dealing with the fate of business growth—here in the Commonwealth, and on a national level as well. As membership in the PA Chamber grows, so does our members' collective voice on statewide legislation, and through coordination with other state chambers focusing on federal legislation in Washington.

Your support is a strong investment in your business and the overall economic revitalization of the Commonwealth.

Investor Membership



Pennsylvania Chamber Investors are a committed group of individuals and companies dedicated to investing in the future of their own business, as well as the economic future of the Commonwealth. Investor privileges include:

- An invitation to sit on the Government Affairs Roundtable, which helps establish

Pennsylvania Chamber legislative advocacy priorities and interfaces with public officials.

- Unprecedented access to and coordination with the PA Chamber's Government Affairs team. We are on the Hill every day, and can be your eyes and ears in Harrisburg, coordinating with your government affairs staff.
- Exclusive email updates from the Government Affairs team regarding the PA Chamber's position on key legislation of interest to business.
- An Annual Membership Review—once a year, personal visit from our Investor Executive staff in which we review our working relationship, make certain we are representing you in the best way, check to make sure the right people are receiving the appropriate information, and cover any concerns you may have.
- Electronic publication, *Investors Quarterly*, which features news about the Investor program, Investor events and other Investor companies; updates on critical legislation from the PA Chamber's

vice president of government and public affairs; and lawmaker and CEO spotlights.

- Invitations to Investor-only meetings with high-level public officials, including the governor and other senior officials.

Additional services for our Chairman's Club

- Executive Membership Review—annual, personal visit from a Pennsylvania Chamber senior executive to ensure we are representing you as you need, and cover any concerns you may have
- President's Roundtable—the opportunity to interact with and provide input directly to the President of the PA Chamber, and to receive a one-on-one "State of the Chamber" briefing.
- Work space while visiting Harrisburg
- One month free promotion of your company on the PA Chamber's home page www.pachamber.org

Additional services for our Governor's Club

- President's Membership Review—annual, personal visit from the President of the Pennsylvania Chamber to ensure we are representing you as you need, and cover any concerns you may have

If you are interested in becoming an Investor, please contact **Jeff Albright, member executive, at 877 843-2541 or jalbright@pachamber.org.**

Get Involved and Stay Informed



The Pennsylvania Chamber is The Statewide Voice of Business on Capitol Hill in Harrisburg. Our highly visible Government Affairs team takes action to influence public policy and works to ensure that the concerns of our members are heard by the state's lawmakers.

Through lobbying, testifying, developing key relationships, grassroots activities, and tracking bills and regulations, we promote pro-business legislation and fight anti-business legislation with one goal in mind: improving the business climate for Pennsylvania's job creators.

Your support of the PA Chamber not only gives us the ability to protect and represent your company at all levels of government, but joining gives you exclusive access to a wide range of tools and opportunities to participate in this process. You decide how involved you want to be—and how much information you want to receive.

Work Groups, Forums and Task Forces

Regularly held forums in core areas (HR, Tax, Environment, Transportation and Education) give members opportunities to address their most critical business concerns with top ranking government officials and prominent regulatory groups at both the state and federal levels; receive inside information and opportunities for feedback on regulations and legislation; and assist in drafting official PA Chamber comments and testimony.

Grassroots Activities

As the largest broad-based business association in the Commonwealth, the Pennsylvania Chamber draws upon and mobilizes the power and passion of its members to enhance and leverage YOUR message to lawmakers in Harrisburg. Whether the Chamber is helping you send an email to your state lawmakers, getting you the tools to send a letter to the editor of your newspaper or facilitating your participation in news conferences at the state Capitol, the Pennsylvania Chamber is ensuring that YOUR voice is heard.

ChamberPAC—The PA Chamber's Political Action Committee

ChamberPAC, the political arm of the PA Chamber, supports and endorses candidates for state legislative office who pledge to make Pennsylvania a better place in which to do business. ChamberPAC,

solely supported by contributions from Chamber members and others in the business community, plays a major role in securing and reshaping the political landscape of Harrisburg.

Targeted HR, Tax, Environmental and Lawsuit Abuse Alerts as Needed

Only the most critical information, in brief format, and only when you need it.

Catalyst

Premiering in 2006, the PA Chamber's full-color quarterly magazine, *Catalyst*, features insightful articles and regular features, including business profiles, member news, legislative and regulatory updates, and practical advice for business.

The VOICE of Pennsylvania Business

Our exciting monthly electronic publication keeps members up to date on timely PA Chamber news, including action on legislation of importance to the business community and the latest on the Chamber's ongoing effort to create a better business climate.

The Sentinel

Weekly news on the business community's key legislative issues before the General Assembly.

The PA Chamber Minute

Monthly video message keeps members up to date on critical legislative issues that impact their business. One of the PA Chamber's newest and most popular communications.

Investors Quarterly

Exclusive to Investor members, *Investors Quarterly* features news about the Investor program, Investor events and other Investor companies; updates on critical issues from the PA Chamber's vice president of government and public affairs; and lawmaker and CEO spotlights.

Media Alerts

Periodic updates about Chamber TV appearances and media interviews.

About The Pennsylvania Chamber



The Pennsylvania Chamber of Business and Industry is the largest broad-based business association in Pennsylvania, serving more than 24,000 members and customers throughout the Commonwealth.

Our membership comprises nearly 50 percent of Pennsylvania's private workforce. Headquartered in Harrisburg, the PA Chamber serves as the frontline advocate for business on Capitol Hill in Harrisburg by influencing the legislative, regulatory and judicial branches of state government. In 1995, the Pennsylvania Chamber

of Business and Industry became one of only five state chambers at that time to be accredited by the U.S. Chamber of Commerce for meeting the highest standards of performance and effectiveness.

The Pennsylvania Chamber of Business and Industry is dedicated to helping its members understand and easily follow the complexities of state and federal workplace regulations. Services include conferences and publications on a wide variety of issues important to the business community. Our mission is to improve Pennsylvania's business climate and increase the competitive advantage for PA Chamber members.

Membership Benefits and Services

				Investor Membership			
	General Member	Trial Member	Advocacy Member	Executive Club	President's Club	Chairman's Club	Governor's Club
	Up to \$179	\$179	\$300-\$4,999	\$5,000-\$9,999	\$10,000-\$19,999	\$20,000-\$29,999	\$30,000 +
Political Action							
Grassroots Activities	x	x	x	x	x	x	x
Chamber PAC	x	x	x	x	x	x	x
Work Groups, Forums, Task Forces, Roundtables							
Work Groups, Forums, & Task Forces		x	x	x	x	x	x
Government Affairs Roundtable				x	x	x	x
President's Roundtable						x	x
Investor Only Special Events				x	x	x	x
Publications, Alerts, Information							
The Catalyst	x	x	x	x	x	x	x
The Sentinel	x	x	x	x	x	x	x
The Voice of Pennsylvania Business	x	x	x	x	x	x	x
PA Chamber Minute	x	x	x	x	x	x	x
Targeted Alerts as Needed		x	x	x	x	x	x
Investors Quarterly				x	x	x	x
Biz Agenda to Investors				x	x	x	x
Products and Services							
Complete Employee Benefit Solutions	x	x	x	x	x	x	x
ClubChamber Statewide Employee Benefit Options	x	x	x	x	x	x	x
Chamber Conferences—Member Discount	x	x	x	x	x	x	x
Publications—Member Discount	x	x	x	x	x	x	x
Access to Chamber Resources							
Unparalleled Access to PA Chamber's GA Team				x	x	x	x
Annual Membership Review with Executive Staff				x	x	x	x
Annual Membership Review with Director Level Staff					x	x	x
Annual Membership Review with Senior Staff						x	x
Annual Membership Review with Chamber President							x
Relationship Manager				x	x	x	x
Temporary Work Space While Visiting Harrisburg						x	x
Money-Savings Programs							
Energy Savings, HR Training, Shipping, and More	x	x	x	x	x	x	x
Promote Your Business							
Sponsorships, Advertising, Exhibitor Opportunities	x	x	x	x	x	x	x
Member News, Online Members Directory	x	x	x	x	x	x	x
One Month Free Promotion on www.pachamber.org						x	x

Chamber Advantage Small Business Solutions Center

Complete Employee Benefit and Individual Insurance Solutions



Pennsylvania Chamber Insurance
Family of Companies

Pennsylvania Chamber Insurance offers businesses and individuals an expansive selection of insurance options including a complete menu of healthcare plans, specialty coverages and administrative services through the Chamber Advantage Small Business Solutions Center.

Pennsylvania Chamber Insurance also offers a vast portfolio of specialty

coverage options: —dental, vision, life, disability, Employee Assistance Programs and a medical plan designed specifically for part-time employees. Most programs have no minimum participation requirements and have guaranteed acceptance. Life and disability programs can be customized to fit the unique needs of your company and all programs can be offered on a voluntary or employer-paid basis.

In addition to a comprehensive selection of employee benefit programs, the Chamber Advantage Small Business Solutions Center provides the most unique, simplified administration packages for businesses. One consolidated invoice for most products and carriers provides easy and efficient enrollment and payment processing for the employer. Benefit consulting with employees provides the professional assistance necessary in selecting the benefits that best fit the individual employee's needs.

To learn more about the Pennsylvania Chamber Insurance programs, please call 800 755-3021 or visit www.pachamberinsurance.com.

Insurance and Benefit Solutions For Businesses and Individuals	Administrative and Value Added Services
Medical Plans From Every Major Carrier	COBRA Administration Section 125 Premium Only Plan
Dental and Vision Plans	Secure Online Enrollment and Account Administration
Life Insurance Plans	HR, Payroll, Tax & Benefits Administrative Services
Part Time and Short Term Medical Plans	Consolidated Employer Invoice for all Employee Benefits
Short and Long Term Disability Insurance	Packaged Benefit Programs at Exclusive Member Pricing
Medicare and Retiree Programs	Credit Card and Electronic Payment Programs
FSA, HRA, HSA Programs	Employee Assistance Programs

Conferences and Publications

A recognized leader in helping businesses with compliance information



The PA Chamber understands the importance of keeping Pennsylvania businesses up to date on the latest changes to laws and regulations and cost-effective best practices. Our events provide attendees with ideal settings to hear from top field experts and state officials, as well as develop business relationships with peers facing similar

business and regulatory challenges.

Our 2010 conference and roundtable topics include:

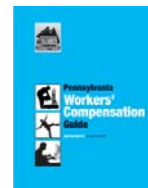
Environmental Laws and Regulations
IT Security
OSHA and Workplace Safety
Workers' Compensation
Unemployment Compensation
Human Resources
Safety Committee Re-Certification
Marketing
Business Insurance
International Trade

See the back cover for a listing of 2010 conferences. For detailed descriptions and a complete listing of conferences, compliance guides and other publications, visit www.pachamber.org.

Our newest and most popular compliance publications:



The **2010/2011 OSHA Handbook** has been completely revised and updated, and presents a step-by-step compliance process for the standards most cited by OSHA under General Industry. This comprehensive working resource, compiled by leading experts in the field (including actual OSHA inspectors), is specifically designed to help reduce the potential for higher fines and penalties resulting from OSHA inspections.



One of the most comprehensive and helpful resources available, the **2010/2011 Pennsylvania Workers' Compensation Guide** answers nearly every question about workers' compensation: who is entitled to receive workers' compensation; WC insurance; how to manage your in-house programs; controlling costs; and what to do when faced with WC litigation.



An outstanding resource on general safety for all companies, the Pennsylvania Chamber's **2010/2011 Workplace Safety Manual** is a complete safety guide combining workers' compensation and OSHA requirements at the time of an accident, plus how to set up and manage your in-house safety committee, reducing the amount of work and time needed to administer your company's safety program.

Each of these publications are \$70 for PA Chamber members; \$80 for non-members, (plus tax where applicable). You may order at www.pachamber.org or call toll free at 877 866-8965.

Money-Saving Programs

Preferred provider solutions

Members have access to many great products and services offered by PA Chamber Preferred Providers. Bringing together the strength of numbers for Pennsylvania business, PA Chamber Preferred Providers offer exclusive discounts and additional services so that you can save on day-to-day operations. Learn more at www.pachamber.org/moneysavingprograms.

Energy Solutions



APPI Energy

Independent utility consulting firm Affiliated Power Purchasers International (APPI) secures price quotes, reviews terms and conditions of supply contracts, identifies cost savings, and presents savings options to members on utilities, electricity/natural gas, and telecommunication services.

Finance Solutions



Platinum Plus® for Business MasterCard®

The advantages of the Pennsylvania Chamber Platinum Plus® for Business credit card account from FIA Card Services, Inc. include a low introductory Annual Percentage Rate on cash advances and balance transfers, a high credit line, your business name on all your cards, and additional cards for your employees at no extra cost.



ADP Small Business Services

With more than 60 years of experience, ADP offers the widest range of Human Resources, payroll, tax and benefits administration solutions from a single source. ADP offers solutions and value to companies of all types and sizes.

Human Resources Solutions



HR Compliance Training: Online, On Demand

Seasoned labor law attorneys have created five real-world training courses designed to effectively train your workforce and minimize your risk to damaging claims. At \$26/seat (\$20.80 for PA Chamber members), these online, on-demand courses are cost-effective alternatives to traditional training methods. Courses include: Preventing Harassment in The Workplace, EEO/Preventing Discrimination, Lawful Terminations, Fostering Diversity, and Disability Discrimination.



Pennsylvania HR Compliance Library

HR rules and regulations change regularly and are often difficult to understand. The 2009 Pennsylvania HR Compliance Library answers your questions and tells you everything you need to know to stay in compliance.

Office Supply Solutions



Staples Business Advantage®

The Pennsylvania Chamber has teamed up with Staples Business Advantage® to provide office supply solutions to meet your needs. Staples works with each customer—small, medium and large-sized businesses—to learn the particular business in depth, building an “all encompassing” office supply procurement strategy. The program includes dedicated account management, world-class award winning customer service, easy ordering through StaplesLink.com, next day delivery and a wide array of other business and service solutions.

Shipping Solutions



Your source for member savings.



Shipping Plus™

Receive substantial discounts on a wide range of shipping services using top-rate, quality-driven, nationally and internationally known carriers at competitive rates, including FedEx, UPS Supply Chain Solutions, New Penn, Roadway and Yellow Transportation.



Certificates of Origin

Companies that export goods and require Certificates of Origin can save money by having them processed by the Pennsylvania Chamber.

Technology Solutions



Hewlett-Packard

PA Chamber members can enjoy special pricing and great discounts on a wide range of HP business products you use every day, including printers, notebooks, PCs, servers, and much more! Plus, receive free US ground shipping*, flexible financing and leasing options, a specially trained sales team, and award-winning service and support.

*For orders billed and shipped to a US address. Some weight restrictions apply.



Broadview Networks

Take advantage of competitive pricing on long distance, local phone service, high speed Internet access, web hosting and development, travel calling, paging, network integration, and toll-free service.

Promote Your Business through sponsorships, advertising, publicity and more!



Event Sponsorships

Event sponsorships are an exceptional value, offering high-profile promotional exposure leading up to the meeting, at the meeting itself, and following the meeting through publicity and advertising in PA Chamber member publications.

26th Annual Chamber Dinner—Monday, Sept. 27, 2010, Hershey Lodge. Since 1985, the Chamber Dinner has been the premier annual gathering of Pennsylvania's decision makers. With up to 1,400 business and legislative leaders in attendance, this is an opportunity to get your company's message in front of an influential audience. Visit www.chamberdinner.com for more information.

7th Annual Business Golf Outing—Monday, Aug. 16, 2010, Hershey Country Club. More than 200 CEOs, business leaders and top officers representing companies from across Pennsylvania will hit Hershey's famed East and West Courses. All sponsorships include at least one foursome. For further information, visit www.chambergolfouting.com.

Educational Conferences, Roundtables and Workshops. All of the PA Chamber's educational programs are available for sponsorship. Reach management-level attendees who are specialists in the areas of HR, IT, Safety, Marketing and Environmental Compliance.

DEP Quarterly Meetings. An opportunity to showcase your products and services to environmental experts and decision makers from throughout the Commonwealth while supporting the work of the PA Chamber. Only one sponsor for each meeting.

Budget Briefing—February 2010. Following the governor's annual budget address to the General Assembly, the PA Chamber's Budget Briefing provides members a first-hand account of the administration's budget priorities from Cabinet officials, as well as insight into what to expect from the administration during budget negotiations. Sponsors must be a member of the PA Chamber.

Board of Directors Meetings and Investor Member Events Limited, exclusive sponsorships are available at Pennsylvania Chamber Board of Directors meetings or our Investor Member receptions.

Exhibitor Opportunities

All conference, roundtable and workshop sponsorships include exhibit space as part of the promotional package. Our full day and larger conferences offer exhibitor opportunities independent of sponsorships. Space is often limited, and booths are assigned on a first-come basis.

Print Advertising

Our quarterly magazine, *Catalyst*, is Pennsylvania's premier statewide business-to-business publication. Promote your products and services to business leaders throughout the state with one advertising program, or consider our insert option for a more targeted geographic reach (circ: 12,000).

Electronic Advertising

Increase your brand identity while you drive traffic to your website by placing your corporate logo in the **Featured Sponsors** section of the PA Chamber's website, www.pachamber.org; or place an ad in our monthly electronic member newsletter: **The VOICE of Pennsylvania Business** (circ. 9,000).

Consider a sponsorship of one of the PA Chamber's newest communication tools: **The Chamber Minute** is a monthly video message that keeps members up to date on critical legislative issues that impact their business.

Free to All Members Member News

Member companies are invited to submit their electronic press releases to **Lesley Smith at lsmith@pachamber.org**. Submissions will be considered for inclusion in the Member News section of our website, as well as in our quarterly member magazine, *Catalyst*.

Online Members Directory

Our online membership directory allows prospective customers to find your company by searching key words, SIC codes or corporate name. Members can submit their information by logging on www.pachamber.org and clicking on *Membership Directory* on the left navigation bar on the homepage. (If you need your Organization and Individual IDs, please call us at 800 225-7224.)

For further information on sponsorships, advertising or exhibitor opportunities, contact: **Laurel Belding at 877 227-7375, 717 720-5425 or email lbelding@pachamber.org**, or **Justin Shellenberger at 800 225-7224 ext. 5553 or email jshellenberger@pachamber.org**.



2010 Pennsylvania Chamber Events

Topic	Date & Location
IT Security Roundtable	Friday, February 19—Sheraton Harrisburg-Hershey, Harrisburg
International Trade Roundtable	Friday, February 26—Sheraton Harrisburg-Hershey, Harrisburg
UC Roundtable and the OSHA Roundtable	Thursday, March 4—Hilton Scranton & Convention Center, Scranton
UC Roundtable and the OSHA Roundtable	Friday, March 12—Crowne Plaza of Valley Forge
UC Roundtable and the OSHA Roundtable	Thursday, March 18—Radisson Penn Harris Hotel & Convention Center, Camp Hill
UC Roundtable and the OSHA Roundtable	Wednesday, March 24—Ambassador Banquet & Conference Center, Erie
UC Roundtable and the OSHA Roundtable	Thursday, March 25—Pittsburgh Airport Marriott, Pittsburgh
2010 Mid-Atlantic Environmental & Energy Conference and Trade Show	Tuesday and Wednesday, April 13 & 14— Radisson Penn Harris Hotel & Convention Center, Camp Hill
WC Annual Safety Committee Re-Certification Training Conference and the HR Roundtable	Tuesday, April 27—Crowne Plaza of Valley Forge
IT Security Conference and Trade Show	Wednesday, May 5—Eden Resort Inn and Suites, Lancaster
WC Annual Safety Committee Re-Certification Training Conference and the HR Roundtable	Thursday, May 13—Holiday Inn Conference Center, Lehigh Valley
Marketing Roundtable	Wednesday, May 19—Sheraton Harrisburg-Hershey, Harrisburg
OSHA Workplace Safety Conference	Wednesday, May 26—Sheraton Harrisburg-Hershey, Harrisburg
Workers' Compensation Roundtable	Thursday, June 3—Sheraton Harrisburg-Hershey, Harrisburg
PA Chamber Foundation Event	Wednesday, July 28—Sheraton Harrisburg-Hershey, Harrisburg
Seventh Annual PA Chamber/PCI Insurance Golf Outing	Monday, August 16—Hershey Country Club—East and West Courses
OSHA Roundtable	Thursday, September 16—Sheraton Harrisburg-Hershey, Harrisburg
WC Annual Safety Committee Re-Certification Training Conference and the HR Roundtable	Wednesday, September 22—Radisson Penn Harris Hotel & Convention Center, Camp Hill
26th Annual Chamber Dinner	Monday, September 27—Hershey Lodge
Insurance Roundtable	Thursday, September 30—Sheraton Harrisburg-Hershey, Harrisburg
Environmental Compliance Issues Conference	Tuesday, October 5—Sheraton Pittsburgh North, Mars
HR Roundtable	Wednesday, October 6—Sheraton Pittsburgh North, Mars
Environmental Compliance Issues Conference	Tuesday, October 19—Sheraton Harrisburg-Hershey, Harrisburg
Environmental Compliance Issues Conference	Wednesday, October 27—Crowne Plaza of Valley Forge
Critical Thinking Workshop	Thursday, Nov. 18—Sheraton Harrisburg-Hershey, Harrisburg
2010 Annual Human Resources Conference	Tuesday, November 30—Hershey Lodge

To learn more about sponsorship and exhibitor opportunities, or to register for an event, visit www.pachamber.org, and click on *Conferences and Events*.



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