The audience you want.
The decision makers you need.
2020 EVENTS SCHEDULE

February
13 — HR Manager Webinar Series: Part 1 — Workers’ Compensation Benefits Basics
19 — DEP Quarterly Meeting, Harrisburg
20 — Annual IT Conference, Hershey
25 — 8th Annual Economic Forecast and Business Leadership Summit, Harrisburg

March
12 — Annual OSHA & Workplace Safety Conference, Hershey
26 — Spring HR Conference, Hershey

April
14 — Annual Environmental Conference and Trade Show, Hershey

May
7-8 — “In the Footsteps of Leaders” Leadership Program, Gettysburg
20 — DEP Quarterly Meeting, Harrisburg

June
4 — HR Manager Webinar Series: Part II — Unemployment Compensation Benefit Basics

July
16 — PA Chamber Foundation Event — Workforce Development, Hershey

August
17 — 17th Annual PA Chamber/PA Chamber Insurance Golf Outing, Hershey

September
16 — DEP Quarterly Meeting, Harrisburg
17 — HR Manager Webinar Series: Part III — Employee Handbooks
24 — IT Architectural Conference, Hershey

October
5 — 36th Annual Chamber Dinner, Hershey
14 — Fall Environmental Compliance Conference, Hershey
23 — Fall Environmental Compliance Conference, Mars

November
20 — Annual HR Conference, Hershey

Event topics, dates and locations are subject to change.

To register, visit: www.pachamber.org/events or call the Conference Hotline at 877.866.8965
Continuing education credits are available at most events.
Whether you're interested in a single event or a year-long sponsorship plan, we can tailor a package that fits your budget and helps you achieve your business development and marketing goals.

Select one of our high-value sponsorship packages OR customize a sponsorship that is tailored to your company!

A sampling of promotional benefits include:
• Sponsor logo and/or name featured in all pre- and post-event promotion, including direct mail, email, the PA Chamber website and member publications
• Exhibit/table top space at the event
• Advertising space in Catalyst magazine (print and on-line)
• Social media promotion
• Complimentary conference registrations
• Pre- and post-event registrant/attendee summaries
• Sponsor ribbons for all attendees
• Preferred seating
• Opportunity to introduce an event speaker (breakout session or keynote)
• Opportunity to offer remarks or showcase a promotional video (30 seconds)
• Opportunity to include a promotional flier in every attendee packet or on every seat
• One free registration for a future educational event
• Inclusion in the pre-event slide show
• Recognition as a “Featured Partner” on the PA Chamber website

Not sure if you’ll reach your target audience?
If you want to be sure you’ll be getting your message in front of prospective customers, contact MaryEllen Galuska at 717.720.5557 or mgaluska@pachamber.org to request a summary of past participants at the event you’re considering.
SIGNATURE EVENTS

17th Annual Business Golf Outing
August 17 — Hershey
One of the business community's most popular golf outings, this event attracts top officers, executives and business owners from companies throughout the Commonwealth for a day at Hershey Country Club's famed East and West courses. For more information and a complete list of 2019 sponsors, visit www.chambergolfouting.com.

Premium Sponsorships from $1,500

36th Annual Chamber Dinner
October 5 — Hershey
A time-honored tradition, the Annual Chamber Dinner offers 1,800 business executives an opportunity to interact with key policymakers, gain insight from some of the nation's most visionary speakers and top entertainers, and get reacquainted with business associates. Past speakers include: Gen. Colin Powell, Condoleezza Rice, Sen. Bob Dole, Tom Brokaw, Nikki Haley, Michael Strahan and Pres. George W. Bush. For more information and a complete list of 2019 sponsors, visit www.chamberdinner.com.

Premium Sponsorships from $4,500

For further details, visit www.pachamber.org/promote or contact MaryEllen Galuska at 717.720.5557 or mgaluska@pachamber.org.
BUSINESS MANAGEMENT AND LEADERSHIP

Annual Pennsylvania Budget Briefing
February 5 — Harrisburg
Held the day after the governor presents his budget, this briefing provides members first-hand insight into the administration’s priorities directly from cabinet officials. Sponsorship is limited to PA Chamber members.
Exclusive Premium Sponsorship $2,500

8th Annual Economic Forecast and Business Leadership Summit
February 25 — Harrisburg
The PA Chamber Educational Foundation, in partnership with the PA Bankers Association, presents an in-depth economic forecast at the state and national levels, as well as dynamic leadership programming.
Premium Sponsorships from $2,500

NEW! Workforce Development Summit
July 16 — Hershey
Workforce is the top issue Pennsylvania employers are facing — the need for career-ready employees, skilled labor and the training necessary for the jobs that exist.
The PA Chamber is committed to help bridge the skills gap between Pennsylvania employers’ current and future employment needs and the skills of today’s workforce. In July 2020, the PA Chamber Education Foundation will be hosting a Workforce Summit that will bring solutions to PA businesses across all industries geared toward human resource professionals and c-suite executives to address critical issues employers face in filling their labor shortage.
Premium Sponsorships from $3,500

“In the Footsteps of Leaders” Leadership Program
May 7–8 — Gettysburg
Back by popular demand! A program of the Gettysburg Foundation, “In the Footsteps of Leaders” provides the highest quality leadership training by using the history of the Battle of Gettysburg as a teaching tool, demonstrating leadership lessons within the context of place and helping participants translate those lessons into practical application.
Exclusive Premium Sponsorship $1,750 per session

“By far that was the most relevant and enjoyable development course I have taken in a long time.”
— John T. Hines
Shell Oil Company

“The lessons of the past can be applied today — this was a 3D example of historical leadership that can be applied to today’s climate.”
— Rachael Lucas
Reclamere

Recent Business Management and Leadership Sponsors and Exhibitors:
- APPI Energy
- Assurance Software, Inc.
- Atlantic Community Bankers Bank
- Baker Tilly Capital BlueCross
- Chief Oil & Gas
- Crown Holdings
- Customers Bank
- Erie Insurance
- Fulton Financial Corporation
- Geisinger Health System
- High Real Estate Group
- Integrity Bank, a Division of S&T Bank
- L.R. Webber Associates, Inc.
- Mauch Chunk Trust Company
- McNees Wallace & Nurick LLC
- Mid-Penn ACP
- Mike Leonard’s Plumbing
- MKT Metal Manufacturing
- Orrstown Bank
- PA Assn. of Career and Technical Schools
- PA Bankers Services Corporation
- PA Chambers Insurance
- Penn-Waste
- RKL
- Service 1st Restoration
- Sordoni Construction
- The Benecon Group
- UGI Utilities
- Virtual Corporation
- Weinstein Realty Consultants

For further details, visit www.pachamber.org/promote or contact MaryEllen Galuska at 717.720.5557 or mgaluska@pachamber.org.
HUMAN RESOURCES

Spring HR Conference
March 26 — Hershey
This popular full-day conference addresses in-depth and a handful of the toughest HR management issues. This event attracts more than 100 HR professionals from across the state.
Premium Sponsorships from $1,500
Exhibit Space $550 Member / $600 Non-Member

Annual HR Conference
November 20 — Hershey
This long-standing full-day conference attracts more than 200 HR decision makers and C-level executives annually. Multiple break-out sessions offer attendees comprehensive professional development opportunities.
Premium Sponsorships from $2,500
Exhibit Space $550 Member / $600 Non-Member

HR Manager Webinar Series
Timely webinars addressing key HR topics attract HR professionals from across Pennsylvania. Limit of one sponsorship per webinar.
February 13 — Part I: Workers’ Compensation Benefits Basics
June 4 — Part II: Unemployment Compensation Benefits Basics
September 17 — Part III: Employee Handbooks
$250 per webinar or $600 to exclusively sponsor the series

Recent HR Sponsors and Exhibitors:
Allied Universal
AmeriHealth Casualty
Bank of America
Capital BlueCross
CBY Systems Inc.
Colonial Life
Conrad Siegel
Coventry Workers’ Compensation Services
Duane Morris Institute
Edward Jones
Everest Care Management
Grand Canyon University
Harrisburg University of Science and Technology
Henderson Brothers, Inc.
Highmark Caring Place
Highmark Inc.
Holy Spirit — A Geisinger Affiliate
HR Resolutions
HR Staffing Tools
Information Network Associates
Innovu
Interstate Tax Service
Mazzitti & Sullivan EAP Services
MedExpress
Mediplan Connect
PA Bureau of Workers’ Compensation
PA Chamber Insurance
PA Department of Labor and Industry — Shared Work Program
Pennsylvania Treasury Department — PA 529 College Savings Program
PSECU
Orasure Technologies, Inc.
The BeneChoice
The Latino Connection
Tycor Benefit Administrators, Inc.

For further details, visit www.pachamber.org/promote or contact MaryEllen Galuska at 717.720.5557 or mgaluska@pachamber.org.
ENERGY AND ENVIRONMENT

Annual Environmental Conference and Trade Show
April 14 — Hershey
This premier full-day environmental and energy conference is attended by EHS decision makers from across Pennsylvania and surrounding states. More than 50 exhibitors attend annually.
Premium Sponsorships from $2,500
8x10 Exhibit Space: $650 Member / $700 Non-Member

Fall Energy and Environmental Compliance Conferences
October 14 — Hershey
October 23 — Mars
Top field experts and experienced professionals present the most current compliance details and offer practical steps and best practices at these popular full-day conferences. Attended by environmental directors, consultants and compliance specialists from across Pennsylvania and surrounding states.
Premium Sponsorships from $1,500 per location
Exhibit Space: $550 Member / $600 Non-Member
Preferred pricing is available to sponsor or exhibit at multiple events

DEP Quarterly Meetings
February 19 — Harrisburg
May 20 — Harrisburg
September 16 — Harrisburg
An exclusive opportunity for PA Chamber members to hear directly from leaders at the PA Department of Environmental Protection as well as other state and regulatory offices, the legislative branch, trade associations and consulting firms across the Commonwealth.
Exclusive Premium Sponsorship $1,500 per meeting

For further details, visit www.pachamber.org/promote or contact MaryEllen Galuska at 717.720.5557 or mgaluska@pachamber.org.

Recent Energy and Environment Sponsors and Exhibitors:
- Active Environmental Technologies
- ACV Enviro
- Adler Tank Rentals
- AERC Recycling Solutions
- A14 Inc.
- Allegheny Utility Solutions LLC
- APPI Energy
- ARRO Consulting, Inc.
- August Mack Environmental, Inc.
- Barton & Loguidice, D.P.C.
- Clean Air Engineering, Inc.
- Covanta
- Cycle Chem, Inc.
- EA Engineering, Science and Technology
- EarthRites Group, Inc.
- ECOFLO, Inc.
- ECS Mid-Atlantic, LLC
- Eichelbergers, Inc.
- Elk Environmental Services
- Entech Engineering, Inc.
- Environmental Recovery Corp.
- Environmental Waste Minimization, Inc.
- Enviroscan, Inc.
- ERG, Inc.
- Eurofins Lancaster Laboratories
- Exeter Supply Co., Inc.
- Ferris Company LLC
- FirstEnergy
- Gannett Fleming, Inc.
- Geochemical Testing
- GeoView, Inc.
- GZA GeoEnvironmental, Inc.
- HaelenHardy, LLC
- Hi-Tech Concrete Coatings & Soil Stabilization
- Hull & Associates, Inc.
- Hy-Tech Mushroom Compost
- IES Engineers
- JMT Environmental Technologies Inc.
- Langan Engineering & Environmental Services
- Lewis Environmental, Inc.
- Liberty Environmental, Inc.
- Miller Environmental Group, Inc.
- Moody and Associates, Inc.
- Mountain Research, LLC
- National Response Corporation
- Normandeau Associates, Inc.
- PA Capital Area Chapter of AHMP
- Pace Analytical Services, Inc.
- PACE Environmental
- Penn E&R
- POWER Engineers, Inc.
- PSI, Inc.
- QSEM Solutions, Inc.
- Ramboll
- Resource Environmental Solutions LLC
- RETTEW
- RT Environmental Services, Inc.
- Stormwater Solution Source
- Suburban Testing Labs
- Sustainable Energy Fund
- Tetra Tech, Inc.
- TIER Environmental Services, Inc.
- Trinity Consultants, Inc.
- United Environmental Services, Inc.
- Utility Services Group
- Zephyr Environmental Corporation
HEALTH AND SAFETY

Annual OSHA and Workplace Safety Conference
March 12 — Hershey
Safety directors, workplace safety managers and safety committee members hear first-hand from OSHA compliance specialists and top safety consultants who provide real life examples, best practices and practical information on keeping employees safe and companies in compliance.

Premium Sponsorships from $1,500
Exhibit Space: $550 Member / $600 Non-Member

INFORMATION TECHNOLOGY

Annual IT Conference
February 20 — Hershey
Microsoft, Cisco and Verizon join other top systems security specialists and consultants to cover some of the most wide-reaching tech advances and their impact on businesses, as well as the most significant and wide-spread threats facing IT today.

Premium Sponsorships from $1,500
Exhibit Space: $550 Member / $600 Non-Member

NEW! IT Architectural Conference
September 24 — Hershey
Presented for the c-suite as well as IT Directors, the PA Chamber IT Architecture Conference will cover essential frameworks organizations need to support their technology demands. This conference will cover the principles and guidelines enabling enterprises to identify the necessary hardware, software and cloud technologies along with standardized processes and procedures essential for their organization’s technical architecture.

Premium Sponsorships from $1,500
Exhibit Space: $550 Member / $600 Non-Member

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ADVERTISING PROGRAMS

Catalyst
Launched in 2006, Catalyst is the PA Chamber’s full-color quarterly statewide magazine. Capturing the pulse of business, government and politics in the Commonwealth, Catalyst provides readers with insightful articles and regular features, including in-depth profiles of Pennsylvania businesses and business and political leaders; employee and company news; critical legislative and regulatory updates; and practical advice for business. Catalyst is available in print and online. Circulation: 19,250.
Advertising space is priced from $375 (1/6 page; 4 insertions)

All Business Podcast
The All Business Podcast helps you engage new audiences while supporting the work of the PA Chamber. This popular series interviews entrepreneurs, business owners and executives from member companies across the state about their unique work in the Commonwealth. The podcast is available on iTunes and Google Play.
Sponsorship is $150 for one month and includes pre-roll and post-roll mentions. Discounts available for multiple sponsorships.

Chamber Minute
The Chamber Minute is an exciting way to keep Pennsylvania’s business community up to date on pending legislation and issues that impact job creation and economic growth. Featuring a timely and targeted message by PA Chamber President and CEO Gene Barr, the Chamber Minute arrives in the inboxes of business leaders and executives monthly, and is made available on the PA Chamber’s website. Circulation: 9,000.
Sponsorship is $750 for one month and includes logo on opening screen and a :30 trailer provided by sponsor or produced at no charge. Only one sponsor per month; discounts available for multiple sponsorships

For further details, visit www.pachamber.org/promote or contact MaryEllen Galuska at 717.720.5557 or mgaluska@pachamber.org.
In May 2016, the Pennsylvania Chamber Educational Foundation teamed up with the mikeroweWORKS Foundation to increase public awareness around the growing demand for workers in the skilled trades, and to help award scholarships specifically to Pennsylvania students through the Work Ethic Scholarship Program.

In the past three years, thanks to generous donations from the Pennsylvania business community, the PA Chamber Educational Foundation has helped provide nearly $195,000 in work ethic scholarships for approximately 94 Pennsylvania students who are entering into the skilled trades in the Commonwealth.

And now we are on our way to raising funds for the 2020 program. If your company would like to help Pennsylvania students pursue their secondary education in the skilled trades, pledge your support today.

Not only does your tax deductible scholarship donation help a student realize their goal of gaining a skilled trade, but your company also receives recognition for its generous support:

**Make A Pledge To The PA Chamber Foundation!**

**Up to $1,000: Skill Builders**
- Acknowledgement on PA Chamber website
- Recognition in all 2020 issues of Catalyst

**$1,001 – $5,000: Job Creators**
- Acknowledgement on PA Chamber website
- Recognition in all 2020 issues of Catalyst
- One full-page ad in Catalyst magazine
- Bronze sponsor of all 2020 PA Chamber Workforce events

**$5,001 – $10,000: Workforce Developers**
- Acknowledgement on PA Chamber website
- Recognition in all 2020 issues of Catalyst
- Two full-page ads in Catalyst magazine
- Silver sponsor of all 2020 PA Chamber Workforce events

**$10,001 +: Leaders of Industry**
- Recognition as a “Leader of Industry” at over 30 PA Chamber events throughout 2020
- Sponsor logo and/or name prominently featured at all PA Chamber events, including signature events
- Verbal acknowledgement during welcoming remarks at all PA Chamber events
- Sponsor logo and/or name in all pre-event slideshows and displays
- Recognition in all 2020 issues of Catalyst
- Year-long recognition on PA Chamber website
- Four full-page preferred-placement ads in the PA Chamber’s quarterly member magazine Catalyst
- Recognition in the “Start the Conversation HERE” column in one issue of Catalyst
- Recognition during The PA Chamber Minute
- Recognition across all 2020 PA Chamber social media platforms throughout 2020: mentions on the PA Chamber’s official Facebook, Twitter and LinkedIn accounts
- Seat on the Workforce Steering Committee
- Gold sponsor of all 2020 PA Chamber Workforce events

**Make Your Pledge Now!**
Help close the skills gap and reward Pennsylvania students who have a passion to get trained for a skilled job!

YES! I want to donate skilled trades’ scholarships to PA students!

☑ Mr. ☑ Ms./Mrs. Last Name __________________________ First Name __________________________ Suffix ______

Title ______________________________________________________________________________________

Company Name ______________________________________________________________________________

Office Address ______________________________________________________________________________

City __________________________ State ______ Zip ______

Office Phone __________________________ Email __________________________

PLEDGE AMOUNT*

☐ $100 ☐ $500 ☐ $1000 ☐ $5000 ☐ $10,000 ☐ $20,000 ☐ OTHER (Please specify amount) $ __________________________

*Donations are tax-deductible to the extent allowed by law. Pledges will be invoiced through, and all donations will be made to, the PA Chamber Educational Foundation. Billing will take place at the time of pledge or, if needed, arrangements can be made for a later billing date. The PA Chamber Educational Foundation is a 501(c)(3) tax-exempt organization created to fund timely and insightful research and educational programs that will positively impact Pennsylvania’s economic future and enhance the quality of life for all Pennsylvanians. In addition to funding scholarships for students with residency in Pennsylvania to pursue their education in the skilled trades, a portion of your contribution may be used to promote this program and PA Chamber Educational Foundation programs to students, schools and the business community.

About the Mike Rowe Works Foundation

The Mike Rowe Works Foundation is a 501[c](3) public charity that works hard to debunk myths about the skilled trades and help close the skills gap. As the CEO of the Foundation, Mike Rowe speaks regularly about the country’s dysfunctional relationship with work, the widening skills gap, and challenging the persistent belief that a four-year degree is automatically the best path for the most people. To achieve its mission, the Foundation gives away a free pile of money to people getting trained for skilled jobs that are in demand through a variety of scholarship programs, including the Work Ethic Scholarship Program (www.mikeroweworks.org/scholarship). Since its inception, the Foundation has helped grant more than $4 million in technical and/or vocational education for trade schools across the country.

Mail: PA Chamber of Business and Industry | 417 Walnut St. | Harrisburg, PA 17101 | Secure fax: 717.238.3316

Questions: Contact Allen Norton, Workforce Development Executive at ANorton@pachamber.org

Or donate online at pachamber.org/scholarships