



2021

ANNUAL REPORT



Proud CVBA Partners:



A MESSAGE FROM OUR PRESIDENT



Stephen Christian
Cumberland Valley Business Alliance
Greater Chambersburg Chamber
of Commerce
Chambersburg Area Development Corp.

2021 was a pivotal and productive year in the Chamber community, marking the launch of an exciting new organization: the Cumberland Valley Business Alliance (CVBA). Together, the Chambersburg and Greencastle-Antrim chambers have partnered to embark on a new chapter for the business members we serve. By creating CVBA, both chambers retained their individual identities while building a larger, more comprehensive regional scope for the events and services we offer.

Because of this partnership, businesses enjoy a larger network of connections as members of CVBA. As of July 2021, organizations no longer have to acquire separate memberships for the Chambersburg and Greencastle-Antrim chambers; we are all CVBA members. By combining our resources, we are able to capitalize on the strengths of both chambers and work to provide the best support possible for the local business community.

The CVBA Board, comprised of board members from both Chamber partners, meets quarterly to focus on membership, finance and events. The majority of our events now carry the CVBA banner, with a few localized hometown events remaining under each individual chamber. We have combined our marketing and outreach to encompass the new broader membership, which continues to grow. The overall financial health of our organization remains strong, and we continue to navigate the post-Covid landscape with hope for the future.

In the six months since CVBA launched, we are so grateful for the outpouring of support from our members and the community of the Cumberland Valley. Overall membership has increased, and events like Mixers, Lunch & Learns and the CVBA Business Breakfast have had fantastic attendance. Despite the challenges of 2020, the year 2021 represented huge strides forward for the business community. We would like to thank each of our members for the positive reception to CVBA and your renewals into 2022. Our goal remains unchanged: to help our members prosper and support the community. Thank you again for your support!

CVBA TEAM

Helping our members prosper and supporting our community.

Stephen Christian, CVBA President, President of Greater Chambersburg Chamber of Commerce, Executive Director of Chambersburg Area Development Corp.

Debby Cunningham, Executive Director of Greencastle-Antrim Chamber of Commerce

Jordan Nace, CVBA Membership Director

Maryliz Toohig, Finance & Human Resources Director

Angela Schaeffer, Director of Operations & Assistant to the President

Virginia Harriger, Executive Director of Greater Chambersburg Chamber Foundation

Sam Thrush, President of Downtown Chambersburg Inc.

Lark Kennedy, Communications & Marketing Manager

Laiton Heckman, Communications & Administrative Assistant

Lisa Helm, Accounting Assistant

Sue Black, Customer Service Representative & Heritage Center Coordinator

HIGHLIGHTS

CVBA ANNOUNCEMENT

The Greater Chambersburg Chamber of Commerce and Greencastle-Antrim Chamber of Commerce launched their partnership as the Cumberland Valley Business Alliance on July 1, 2021. The alliance was created to serve as a unified voice of business in the Cumberland Valley region. Each chamber has retained its local office and hosts its community events. Under the partnership, members of the Chambersburg and Greencastle-Antrim chambers are CVBA members with access to all the benefits associated with both chambers of commerce.

CVBA LAUNCH PARTY

More than 150 business leaders and community members gathered at Antrim BIC Church for the CVBA Launch Party, hosted by the Chambersburg and Greencastle-Antrim chambers of commerce. This mixer-style event took place outdoors with barbeque, ice cream and other refreshments from local CVBA member businesses. Attendees witnessed a ribbon-joining between the two chambers and experienced a brief presentation of CVBA, explaining the new entity and detailing the benefits members of both chambers will enjoy through their new combined membership in the alliance.

STRONG MEMBERSHIP ENGAGEMENT

CVBA gained 66 new members in 2021 for a total of 851 in the membership database. Throughout the year, we promoted more than 600 member event listings, which had 64,455 page views. The online business directory remained the most viewed webpage with 86,221 views. Streamlined communications were also incorporated for the new combined CVBA membership in the form of bi-monthly newsletters, weekly email newsletters, daily e-blasts and new social media pages. Overall, CVBA is the top source for business news and is the largest business advocacy organization in the Cumberland Valley region.

11/30 NETWORK BECOMES CVBA INITIATIVE

The 11/30 Network, Franklin County's primary network for young professionals, is now an initiative of the Cumberland Valley Business Alliance. The group is led by a steering committee and Chamber staff liaison; it provides opportunities for businesspeople ages 21 to 39 to network and give back to the community. The group recently completed the 7th Annual First Responders Appreciation Day and delivered care packages as well as monetary donations to 36 stations across Franklin County. The group has 64 members and is focused on social, civic and professional opportunities. For more details, visit 1130Network.com.

EXPANDED MEMBER SERVICES

CVBA members have access to exclusive services. This includes savings at Staples including 20 percent off in-store print and marketing services as well as 10 percent off in-store purchases. ChamberChoice offers energy solutions and tuition reimbursement. My Benefit Advisor provides employee benefit solutions such as family health insurance. Other member services include the ChamberPlus Business Insurance that offers enhanced coverage for auto, business owners, property, workers' compensation and general liability insurance. World Kinect Energy Services continues to offer energy solutions to help your business save money on energy costs. Each of these options offers significant discounts to business expenses that will help your business thrive.

2021

850+

Members

86,221

Business Directory Online Views

35,000

Chamber Cards

215+

Events & Programs

175K

Social Media Reach

Serving nearly 1,000 businesses, CVBA's mission is to help its members prosper and enhance the quality of life in the Cumberland Valley region. We are the largest business advocacy organization in the area.

2021 MEMBER MILESTONES

The Chambersburg and Greencastle-Antrim chambers would like to extend a warm thank you to our members who have demonstrated their commitment to the local economy and community as longtime members of our organizations.

75+ Years

Ausherman Brothers Real Estate, Inc.
Chambersburg Area School District
Charles W. Karper, Inc.
F&M Trust
Frank B. Leshner Company
Gabler Trucking Inc.
Ludwigs Jewelers, Inc.
M & T Bank
McCleary Oil Company Inc.
Nitterhouse Masonry & Hardware Supply
Olympia Candy Kitchen
Public Opinion
Sharpe & Sharpe, LLP
Shively Motors, Inc.
T B Wood's
Wilson College

50+ Years

ACE Distributing
Art Sign Company
Bell Insurance Inc. of Chambersburg
Brechtbill & Helman Construction Co., Inc.
Chambersburg Auto Body
eLynxx Solutions
In & Out Beverage
Jennings Chevrolet Buick GMC
Jennings Value Center
Johnnie's Restaurant & Hotel Service, Inc.
Ken Shadle Aluminum Products, Inc.
Knouse Foods Cooperative, Inc.
LCSi Lehman Construction Services, Inc.
Letterkenny Army Depot
Lewrene Interiors
New Enterprise Stone & Lime Co., Inc.
Noelker and Hull Associates, Inc.
Penn National Resort Community
Plasterer's Florist and Greenhouses
R. A. Hill, Inc.
Rife Motor Company Inc.
SEK, CPAs & Advisors
Snavelly's Garden Corner, Inc.
Strickler Agency, Inc.
SunnyHill Properties Inc.
The Butcher Shoppe
Thomas L. Geisel Funeral Home, Inc.

Totem Pole Playhouse
Valley Agency Company
Waynesboro Construction Company
WellSpan Health
Wenger & Myers Insurance, Inc.
William A. Brindle Associates, Inc.

25+ Years

AC&T Co., Inc.
Adamson Family Dentistry
Alpha Space Control Co., Inc.
American Cancer Society
Antrim Dental Care, LLC
Antrim Township
B & B Roofing & Construction, Inc.
Baer's Sign Service, LLC
Bartlett Tree Expert Company (Chambersburg Office)
BB & T, now Truist
Borough of Chambersburg
Boyer & Ritter, CPAs and Consultants
B Wise Manufacturing, LLC
Byers and Runyon Surveying, LLC
Capital Blue Cross
CCI Properties, LLC
Chambers' Apothecary
Chambersburg Chiropractic, LLC
Chambersburg Community Theatre, Inc.
Chambersburg Country Club
Chambersburg Imaging Associates
Chambersburg Mall
Chambersburg Memorial YMCA
Chambersburg Rental Service, Inc.
Colony House Furniture, Inc.
Corning Credit Union
Cumberland Valley Animal Shelter, Inc.
Cumberland Valley Dental Caare
Cumberland Valley School of Music
Cumberland Valley Tree Service - Landscaping
Dale Carnegie Training
David Black Associates, Inc.
David H. Martin Excavating, Inc.
Decorating Den Interiors
Delamor Enterprises/
McDonald's
Dennis E. Black Engineering, Inc.
Down to Earth Lawn Care
Drake Orthodontics

Edward Jones - Financial Advisor: John Reinert
Effectv
Esis & Sons - Carpet One
Fayetteville Contractors, Inc.
First Start Partnerships for Children & Families
Forrester Lincoln
Franklin County Career and Technology Center
Franklin County Government
Franklin County Library System
Franklin Logistics
Gates Corporation
Glen and Glen LLC
Graphics Universal, Inc.
Griffie & Associates, P.C.
Habitat For Humanity of Franklin County
Hampton Inn by Hilton
Hoskinson Wenger & Rife Law Offices
IMI
Impact Office Products
Interstate Garage Doors, Inc.
J & B Bridals & Formals
Kegerreis Outdoor Advertising LLC
Keystone Health
Keystone Termite & Pest Control
King Street Church
LB Water
M.S. Johnston Company, Inc.
Madeira Chiropractic & Rehab
Main Street Tax Service
Manpower - Central PA
Martin and Martin, Inc.
Martin's Famous Pastry Shoppe, Inc.
Menno Haven
Merakey
Merrill Lynch Pierce Fenner & Smith, Inc
Modnur Pharmacy Inc.
Mower Meadows Self Storage/
Mower Meadows Properties
Nationwide Insurance - SHETTER INS AGENCY LLC
Newcomer Associates,
Architecture + Engineering
Nursery Supplies, Inc.
Occupational Services, Inc.
Ocker Accountants & Consultants
Park Avenue Pharmacy, Inc.
Patriot Federal Credit Union
PDM Insurance Agency, Inc.

Penn State Mont Alto Campus
Plummer Engineering Corporation
Porter Business Development Group
Printaway
ProMedica Skilled Nursing & Rehabilitation
Rain Tunnel Car Wash
Ralph E. Tolbert Masonry, Inc.
RE/MAX Realty Agency - Robert Hickey, Jr.
RE/MAX Realty Agency - Sam Small
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Rotz and Stonesifer, PC
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Salzmann Hughes, P.C.
Sam's Flooring Inc.
Schultheiss & Associates
Sheetz, Inc. #392
Sheetz, Inc. #69
Sheetz, Inc. #76
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Shippensburg University of Pennsylvania
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SpiriTrust Lutheran, The Village at Luther Ridge
Squires Electronics & Appliances
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Stouffer's Auto Repair, LLC
Suburban Propane
TBJ, Inc.
Tele-Plus Corporation
Textrail Trailer Parts
The Open Door Church
The Orchards
The Salvation Army
The Shook Home and the Quarters at the Shook
UniQuest Chambersburg Travel, LLC
United Way of Franklin County
Valley Broom, Inc.
Ventura Foods LLC
VerStandig Media - WAYZ/
WBHB/WIKG/WLIN
Volvo Construction Equipment
WIKI Mobile Control
Zullinger-Davis-Trinh, P.C.

CVBA NOTABLE NEWS



More than 250 people attended the first CVBA Annual Meeting in December 2021 presented by WellSpan Health. Bill Kick, Chair of CVBA Board of Directors, announced Bradley Kearns, member of the firm at SEK, CPAs & Advisors as the 2021 Business Person of the Year during the event. Kearns was selected as the recipient because of his business accomplishments, leadership and positive impact on the community for the past two decades. Given annually, the award honors business leaders who have made long-term contributions to their profession and the area at-large.



A panel of four state legislators gathered to discuss issues regarding the supply chain crisis, government regulations, budgeting and more with the business community at the 6th Annual Franklin County Legislative Breakfast in October 2021 sponsored by Patriot Federal Credit Union. Hosted by the five chambers of commerce on behalf of the Franklin County Government Affairs Committee, more than 225 people attended the event to hear from Sen. Doug Mastriano, Rep. John Hershey, Rep. Paul Schemel and Rep. Jesse Topper. For more information about the public policy positions of the Government Affairs Committee, visit Chambersburg.org/Advocacy.



Special thanks to the CVBA Ambassadors led by Membership Director Jordan Nace for their hard work and dedication delivering plaques, attending monthly mixers, committee meetings and so much more!

Andrea Rose: Gateway Gallery Auction
Barry Arendt & Laura Peiffer: ThinkEzIt Computer Solutions
Belinda Holbert: REMAX 1st Advantage
Dave Hanan: Hanan Consulting
Devin Day: Phoenix Physical Therapy
Grace Waller: Chambersburg Neighbors with Best Version Media
Jackie Fisher: Art Sign Company of Chambersburg, LLC
Jeremy Jamison: UFinancial
Jessica Brindle: Boys & Girls Club of Chambersburg/Shippensburg, Inc.

Lindsay Methlie: Courtyard Marriott Shippensburg
Lisa Hogue: F&M Trust
Lynn St. Clair: Healthy Community Partnerships of Greater Franklin County
Marcos Gonzalez: Farmers Insurance Group
Mark Hollar: The Franklin Shopper
Matt Baer: First Due Lawncare and Landscapes LLC
Michelle Rebok: CrossCountry Mortgage
Morgan Engel: Shafer Equipment Company
Pat Abbott: Strickler Agency, Inc.
Rick Heckman: Printaway
Robin Russell: Manpower - Central PA
Stephanie Mellott: Eters Roxbury Store
Wendy Crecelius: OIP Orthopedic Institute of PA

GREATER CHAMBERSBURG CHAMBER OF COMMERCE STEVE CHRISTIAN PRESIDENT

717.264.7101 | 100 Lincoln Way E., Chambersburg, PA | chamber@chambersburg.org | Chambersburg.org



RECOGNIZING OUR HEALTH CARE HEROES

More than 100 businesses in Chambersburg, Waynesboro, Greencastle, Shippensburg and Mercersburg came together in support of Franklin County's health care workers as they were honored during Health Care Heroes Appreciation Week presented by F&M Trust in March 2021. Events included a virtual Awards Ceremony, lunch giveaways, free coffee, discounts to local businesses, raffle prizes, a blood drive and more, as hundreds of health care workers enjoyed the generous offerings of local businesses. The weeklong festivities hosted by the Chambersburg Chamber were widely attended; more than 120 people tuned in to the virtual Health Care Heroes Awards Ceremony and 700+ free lunches were distributed.

Health Care Heroes recognized:

- Client Impact: Vicky Brechbiel, CNA, Menno Haven
- Health Care Heroes Leadership: Stephanie Strickler, Director of Purchasing, Keystone Health
- Exceptional Dedication: Tammy Maclay, Clinical Nurse Specialist, WellSpan Chambersburg Hospital
- Above & Beyond: Lisa Keefer, CNA / On-call Specialist, Myers Home Health Care
- Rising Star: Ashli Yoder, Clinical Services Director, Norland Avenue Pharmacy
- Outstanding Covid Resource: Dr. Raghavendra Tirupathi, Infectious Disease Physician and Medical Director, Keystone Health
- Health Care Worker of the Year: Monica Diehl, Director of Patient Education and Development, Keystone Health

2021 EVENT SUCCESS

The Chambersburg Chamber hosted many important business and community events in 2021. The Chamber Uncorked: Wonka Style saw more than 70 guests participate in this wine and food pairing with a wonky twist. ChambersFest and Restaurant Week welcomed thousands to the community in July and the 2nd Annual Franklin County Education Summit welcomed more than 100 guests to hear local educators discuss the pandemic. Other events included the Golf Tournament, mixers, ribbon cuttings and more.

INAUGURAL YOUNG PROFESSIONAL EVENTS

The Chambersburg Chamber hosted two important young professional events in 2021. The Young Professionals Conference held in May featured local leaders educating attendees on management, financial planning, emotional intelligence and communication skills. The Young Professional Awards event in September honored one business and six young professionals for their dedication and achievements with more than 100 people in attendance.

The award winners were:

- Educator of the Year: Meagan Yellott, Saint Andrew Catholic School
- Young Professional Employer of the Year: Betterment Cleaning Services
- Entrepreneur of the Year: Carlos Perez, CPA Wireless Boost Mobile and YP Jewelers
- Nonprofit Young Professional of the Year: Matthew Wedd, Conococheague Institute
- Rising Star Award: Dr. Evan Smith, Cumberland Valley Dental Care
- Volunteer of the Year: Jim Boyer, Healthy Communities Partnership

ECONOMIC DEVELOPMENT AWARDS

Community members joined the Chambersburg Chamber and Downtown Chambersburg Inc. for the Economic Development Breakfast in mid-July sponsored by McKissick Properties. Local businesses and individuals were honored for their property improvement & community accomplishments in 2020. Award recipients included:

- Sweet Rollers - Property Improvement up to \$150,000
- Luminest Community Development - Property Improvement \$5,000,000 - \$10,000,000
- Franklin County Government - Property Improvement \$10,000,000+
- McKissick Properties - Historic Preservation
- Ann Wagner of Ludwig's Jewelers Inc - The Downtowner

GREENCASTLE-ANTRIM CHAMBER OF COMMERCE DEBBY CUNNINGHAM EXEC. DIRECTOR

717.597.4610 | 217 E. Baltimore St., Greencastle, PA | info@greencastlepachamber.org | GreencastlePaChamber.org



2021 HIGHLIGHTS

- 4,000 people attend Heritage Christmas festivities: Lights of Love, "Pets are Family, Too" Photo Contest, Heritage Christmas Tree Lighting, Light It Up Contest, Shop Small Sweepstakes, Shop Small Saturday, Heritage Christmas in the Square
- 1,500+ attendees at Sidewalk Days with more than 100 vendors
- Approx. 3,500+ local and visiting customers patronizing downtown vendors and businesses annually because of G-ACC events

HOMETOWN HEROES

The Greencastle-Antrim Chamber was proud to support its local veterans through the Hometown Heroes Banner Project. In its second year, the project recognized more than 230 veterans from Greencastle who have served in the Marines, Coast Guard, Air Force, U.S. Navy and the U.S. Army. The banners hang from Memorial Day to Veterans Day each year and demonstrate the community's pride and respect for the servicemen and women who have diligently served their country.



In 2021, Blue Devil Scholars from Greencastle-Antrim School District volunteered to help clean the banners, organize them and document the 2021 banner placement via Google Maps. The Chamber appreciates and thanks the volunteers for supporting community programs.

G-ACC 2021 EVENTS

The Greencastle-Antrim Chamber hosted many events in 2021, both in-person and virtually. Networking and community events received great support from the community as well as excellent attendance and vendor participation.

The warmer weather offered opportunities for safe, outdoor events that were well attended. The Annual Chamber Golf Tournament had 107 golfers, up from 77 in 2020. The August Networking Update led by Mike Ross of Franklin County Area Development Corp. had more than 120 people registered. Other events included the annual Clean Up Day, 3rd Saturdays in the Square and the 54th Annual Sidewalk Days. The virtual book club held from February to June welcomed a small group of local leaders focused on the theme: "Reading Advantage: Growing in Leadership."

The Greencastle-Antrim Heritage Christmas season included contest events such as the Pet Photo Contest, Light It Up Contest and Shop Small Sweepstakes. The community came out in record numbers to support the Tree Lighting Ceremony and other Heritage Christmas festivities. More in-person events are planned in 2022, including the return of the Craft Beer & Wine Festival that was cancelled for the past two years due to the pandemic.

NEW BEGINNINGS

The Greencastle-Antrim Chamber embraced several new beginnings in 2021 including the CVBA partnership with the Chambersburg Chamber. Another new beginning was hosting the first Women's Conference in May. Its theme of "Flexible & Focused" welcomed 46 registrants to hear from local speakers and mingle with other business members.

Debbi Cunningham joined the G-ACC team as the new executive director in May. She worked in tandem with previous Executive Director Valerie Meyers for two months before taking over the position full time. Debbi is originally from Greencastle and was employed by the University of Maryland Extension for more than 30 years managing fiscal and HR processes.

DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

717-264-7101 ext. 204 | sthrush@chambersburg.org | DowntownCburg.com



FACADE GRANT UPDATE

More than \$100,000 has been made available for Facade Grant Improvements over the past two years in downtown Chambersburg thanks to funding from the PA Dept. of Community and Economic Development. Since the program began, at least ten properties have benefited from the monetary awards, which spurred at least \$200,000 in downtown face-lifts. Past recipients have included Beam Graphix Custom Print Co., The Capitol Theatre, Bistro 71, Council for the Arts, Ludwig's Jewelers and others.

2021 EVENT OVERVIEW

Downtown Chambersburg Inc. (DCI) hosted 19 events in 2021 that focused on attracting people to the downtown core. The largest event, Food Truck Fest, brought approx. 4,000 people to sample delicious cuisine from 30 different food trucks parked near

Main Street. Other popular events hosted in 2021 included Sip & Stroll, Chinchorro: Latin/Hispanic Food Crawl, Small Business Saturday, Duck Derby, CrabFeast, Food Trucks on the Square and others. The well-known IceFest coordinated by DCI, Downtown Business Council of Chambersburg and Council for the Arts was cancelled in early 2021 due to the pandemic, but is planned to return in January 2022.

REVOLVING LOAN PROGRAM

A highlight of 2021 was the U.S. Department of Agriculture's Rural Business Development Grants awarding Downtown Chambersburg Inc. with a \$75,000 grant to facilitate loans in 2022. The federal funding will be combined with other sources to create a \$90,000 revolving loan program. These low-interest loans will be available soon to help those in the food and beverage industries experiencing losses and challenges related to COVID-19 business shutdown orders, capacity restrictions and workforce effects. The funding, known as DCI's "Food and Beverage Survive and Thrive Program" will be used for equipment and inventory purchases, building improvements, façade upgrades and signage, business development and fixed assets.

This is an opportunity to help downtown restaurants, breweries and others in the industry to preserve and create jobs, adapt their facilities for additional seating, new outdoor seating, etc. It should also help business owners recover from 2020 and 2021, and establish a strong foundation for the future.

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GREATER CHAMBERSBURG VIRGINIA HARRIGER CHAMBER FOUNDATION EXEC. DIRECTOR

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PROGRAM HIGHLIGHTS

- 32 Foundation events/program sessions (in-person, hybrid or virtual)
- Facilitated 52 Foundation meetings with 59 core community stakeholder volunteers
- \$11,500 in EITC Contributions funding the Technology Innovation Grant Program
- New Log On Leash Up Virtual 5K raises over \$4,000 for LFC scholarships and Cumberland Valley Animal Shelter
- 21 ice cream vendors participated in the Scoop-a-Palooza Ice Cream Trail, offering over \$3,100 in prizes for patrons
- 24 Franklin County sophomores graduated Leadership Franklin County Youth
- 9 local business professionals graduated Leadership Franklin County Community

LFC ALUMNI OF THE YEAR

David Grant of Keystone Health was honored as Leadership Franklin County (LFC) 2020 Alumni of the Year in May at the LFC Community graduation ceremony. Dave is chief operating officer at Keystone and a dedicated volunteer in this community. He serves on the Healthy Franklin County Board, the Opioid Task Force, the Greater Chambersburg Chamber of Commerce Board, LFC Youth Steering Committee and Penn State Mont Alto Health Care Administration Steering Committee. During 2020's pandemic, Dave was instrumental with decision making for COVID-19 testing and worked directly with Keystone Urgent Care staff and volunteers to help with COVID-19 testing. Dave also served as a health care resource at several virtual Chamber events to better educate our business community. Dave embodies the essence of LFC and all it strives to represent in our community.

VIRTUAL PET WALK SUCCESS

After their community project was cancelled at the last minute due to the pandemic, a resourceful and pet loving Leadership Franklin County (LFC) Community student group worked with the LFC Alumni Committee to quickly create Log On Leash Up 5k presented by M&T Bank. Under time restrictions, pandemic hurdles and limited in person interaction, the team set up a weeklong virtual run/walk that kicked off on National Pet Day in April 2021. Participants had one week to pick a route, leash up their pets and run/walk their favorite route. This new virtual event supported the LFC Alumni Scholarship fund and Cumberland Valley Animal Shelter. In the true spirit of LFC, the team worked together supported by their LFC mentor and alumni, learning valuable leadership lessons, and netting \$4,000+ for the community.



TECHNOLOGY INNOVATION CHALLENGE GRANTS AWARDED

The Chamber Foundation awarded three Technology Innovation Challenge Grants in 2021 supported by business contributions from Educational Improvement Tax Credits (EITC) through the Pennsylvania Department of Community and Economic Development (DCED). The grants were awarded to: Susan Berrier of Chambersburg Area School District for "Bringing Coding to Life," Meagan Brockway and James Thomas, Greencastle Area School District for "Story Corps: Greencastle Edition," and Keith McCray Jr. and Waynesboro Area School District for "Fairview Elementary Coding Experience."

As an approved Educational Improvement Organization (EIO), the Chamber Foundation uses EITC dollars to fund this grant program. The 2021 Foundation grant program is supported through generous EITC funds from Orrstown Bank, Truist (formerly BB&T) and Waste Management. Since 1999 the Chamber Foundation has funded over \$428,000 in grants from this program.

WORKFORCE DEVELOPMENT

Community Education Coalition (CEC) hosted two virtual sessions in 2021 with topics on careers in logistics and student resumes/application processes in a digital world. The first session on logistics, distribution, and transportation featured six speakers from FedEx, Procter & Gamble Northeast Fulfillment Center and ULTA Distribution Center.

The second session built on how to prepare students for quality resume writing, adaption of resumes for digital applicant tracking systems and insight on how human resource recruiters use technology to find candidates. Speakers from Penn State Mont Alto, SEK, CPAs & Advisors (HR) and Wilson College presented at the session. CEC brings educators, nonprofit and business leaders together on important topics to enhance area workforce development.

2021 HIGHLIGHTS

- Fulfilled \$50,000 of \$50,000 commitment to the Coyle Free Library campaign
- Contributed \$30,000 to United Way's Stepping Forward Works program
- Committed \$90,000 to Habitat for Humanity Home Again project
- Invested \$10,000 in Penn State Mont Alto's LaunchBox initiative
- Gave \$1,000 to Cumberland Valley Rail Trail

FOCUSING ON THE FUTURE

Chambersburg Area Development Corp. (CADC) made significant investments in the greater Chambersburg community by supporting nonprofits and leasing properties to local businesses. Through these initiatives, CADC maximized its impact on the area's economy.

CADC's net worth of \$14.5 million has enabled it to focus on continuing development projects. Since last year, CADC completed its \$50,000 commitment to Coyle Free Library's Capital Campaign, invested another \$90,000 in the purchase of a house for the Habitat for Humanity Home Again project and gave additional funds to other important programs. Throughout the process of increasing its community investment

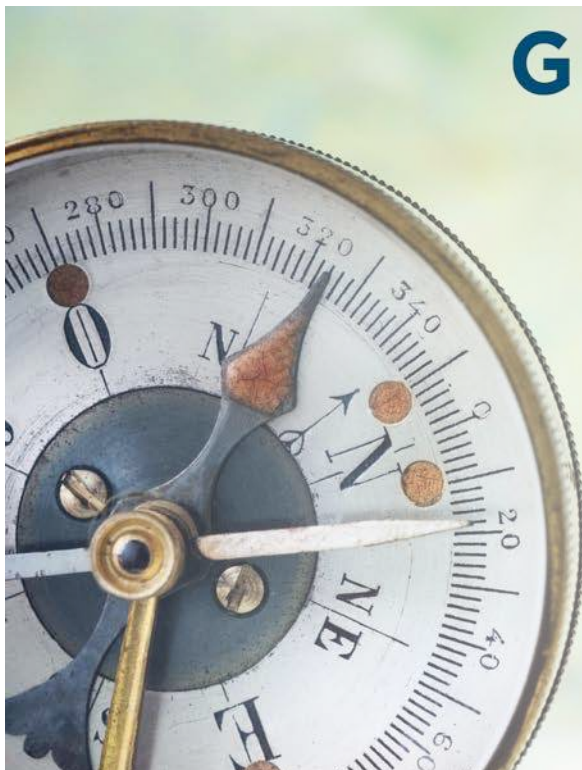
portfolio, CADC has maintained a high leasing profile and remained dedicated to its key priorities, including building projects, workforce development, maintaining a strong partnership with the Greater Chambersburg Chamber of Commerce, providing match funding for infrastructure upgrades to downtown and others.

NEW F&M TRUST HEADQUARTERS

In July 2021, F&M Trust completed the purchase of its future corporate headquarters, formerly the Danfoss manufacturing facility, from CFDC, LLC, an entity jointly owned by the Franklin County Area Development Corp. (FCADC) and CADC.

Originally announced in 2019, the Bank's vision is to relocate their corporate headquarters and operations center to a larger, state-of-the-art building situated in the Borough of Chambersburg and Guilford Township. The Bank purchased the 67,000 square-foot Gold LEED facility for \$7M; it is located at 1500 Nitterhouse Drive in Chambersburg on an 11-acre parcel.

To prepare for its future move, F&M Trust sold its 41,000 square-foot corporate headquarters located at 20 South Main Street, for \$3.3 million to CADC and FCADC. The Bank entered into a lease agreement for the 20 South Main Street property until renovations are completed and the move to the new building occurs in late 2022.



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THANK BOARDS OF DIRECTORS YOU

The following individuals have volunteered to dedicate their time and energy to our community organizations; we thank you.

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Adam Donius, Chick-fil-A Chambersburg
Charles Eckstine, MBH, Inc.
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John Frey, DSS Law, LLP
Chris Grimm, ACNB Bank
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Chad Murray, Antrim Township Supervisors, Quad State Sales and Service
Mike Reed, Manitowoc Cranes

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Carlos Perez, CPA Wireless Boost Mobile
Brad Evans, Bartlett Tree Expert Company
Bill Boltz, ULTA Beauty
Jake Naugle, Patriot Federal Credit Union
Van Gray, GearHouse Brewing Co.
Brian Wise, BW Properties LLC
Carla Christian, Chambersburg Memorial YMCA
Adam Donius, Chick-fil-A
David Grant, Keystone Health
Jocelyne Melton, Baxter Environmental Group, Inc.
Mark Story, Habitat for Humanity of Franklin County
William Kick, Herbert, Rowland & Grubic, Inc.
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Monica Mata, Veroni Cafe

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the Cumberland Valley region.*



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