



# the **INSIDER**



# CVBA BOARD OF DIRECTORS

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## Brad Kearns

SEK, CPAs & Advisors - Secretary/Treasurer

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Chambersburg Chamber - President

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Greencastle-Antrim Chamber

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## Charles Eckstine

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## Stan Flenner

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## Maryliz Toohig

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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.

The Cumberland Valley Business Alliance is a business partnership between the Greater Chambersburg Chamber of Commerce and Greencastle-Antrim Chamber of Commerce.

Learn more at [CVBAAlliance.org](http://CVBAAlliance.org).

The front cover features the ribbon cutting of Community State Bank. Details on page 5.

# NEW MEMBERS

## Graphic Design Adobe

Alexandria Haslam  
345 Park Avenue  
San Jose, CA 95110-2704  
(720) 504-4648  
www.adobe.com  
cit46532@adobe.com

## Roofing

**Bonded Applicators Inc.**  
Amy Weber  
68 East Main Street  
Waynesboro, PA 17268  
(717) 762-1155  
www.bondedapplicators.com  
amy@bondedapplicators.com

**Real Estate Development**  
**Burkentine Real Estate Group**  
Regina Miller  
1454 Baltimore Street A  
Hanover, PA 17331  
(717) 633-5163  
burkentine.com  
PR@Burkentine.com

**Real Estate**  
**Coldwell Banker Realty - Morgan Beck**  
25 South Antrim Way  
Greencastle, PA 17225  
(717) 504-3814  
morgan.e.beck@outlook.com

**Real Estate**  
**Coldwell Banker Realty - Karen Ebeid**  
25 South Antrim Way  
Greencastle, PA 17225  
(301) 991-2701  
RealtorKarenSells.com  
karen.ebeid@cbrealty.com

**Real Estate**  
**Coldwell Banker Realty - Nicole Gambacurta**  
25 South Antrim Way  
Greencastle, PA 17225  
(814) 932-3134  
nicole.gambacurta@cbrealty.com

**Trailer Parts & Supplies**  
**Custom Integrated Trailer Systems**  
Bradley Beck  
962 South Main Street  
Chambersburg, PA 17201  
(717) 658-9826  
bdullbeck@gmail.com

**Non-Profit Organizations & Associations**  
**Fort Loudoun**  
Andrew Newman  
1720 North Brooklyn Road  
Fort Loudon, PA 17224  
(717) 372-5945  
www.fortloudounpa.com  
history@fortloudounpa.com

**Real Estate**  
**Fulton Mortgage Company**  
Tony Williams  
409 Phoenix Drive  
Chambersburg, PA 17201  
(717) 753-6482  
www.fultonbank.com

**Employment Services**  
**Miller Brother Staffing Solutions**  
Adam Jennings  
122 East Queen Street  
Chambersburg, PA 17201  
(717) 255-0591  
millerbrotherstaffing.com  
ajennings@millerbrotherstaffing.com

**Pest Control**  
**Real-Kill Termite & Pest Control, LLC**  
Robert Summers  
33 East Main Street  
Waynesboro, PA 17268  
(717) 762-8448  
www.realkillpestcontrol.com  
realkilltermite@gmail.com

**Insurance & Financial Services**  
**SCS Agency Inc**  
Shane Kunkleman  
4944 Cumberland Highway  
Chambersburg, PA 17202  
(717) 360-8332  
www.scsai.com  
shanek@scsai.com

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Bill Kick, Herbert, Rowland & Grubic, Inc.,  
Board Chair, Cumberland Valley  
Business Alliance

# CHAIR'S MESSAGE

Why CVBA? This is a question that many have asked since the formation of our Alliance a little over a year ago. And "why" is a question that every organization must answer because it's the foundation for everything that follows. Recently at the CVBA State of the Alliance Breakfast, I compared our vision to a growing business that must address the need to grow to remain viable, strong and successful. We have all heard that a business must grow or it will die. For many people who own or work for a business that has achieved some measure of notable success, the need to grow may not be obvious. It's human nature to say, 'if it ain't broke don't fix it' [sic] or, 'we like the way we are, let's just preserve it'. But preservation will eventually result in decline.

Businesses put immense effort into recruiting and retaining the best talent they can find. They expend energy and resources improving their products and processes so their customers will benefit from a relationship with a great organization. But without growth, opportunity for employees to pursue their personal and professional goals becomes limited. Employees hit the proverbial ceiling and look elsewhere for new challenges and advancement. Products and services become stale and don't keep pace with the offerings of competitors. Customers look elsewhere to find what they need. Businesses can only provide opportunity to employees and clients through growth coupled with a constant strive to improve. Under those circumstances, everyone associated with the enterprise benefits.

Each chamber of commerce in the Cumberland Valley is proud of its heritage, identity, culture and traditions. And rightly so! That's why we believe it's vitally important to maintain local leadership for each chamber through their respective boards of directors and representation on a combined CVBA board of directors. This leadership structure ensures that local heritage is not sacrificed to regionalization. Instead, it places partnering chambers in collaboration with a larger, wider reaching

advocacy group that benefits the members in ways that we simply cannot achieve if we work alone. And, after all, the communities in the Cumberland Valley are far more similar than different. We can and should work together to achieve our common goals, sustain our vitality and help our region prosper.

The CVBA is just like any business that must grow to provide opportunity to its employees and customers. We exist to provide opportunity to our members. That opportunity comes in the form of increased membership, access to a larger network, better return on advertising and marketing investments and collaboration with more businesses and people who share common goals. Isn't that what every chamber wants? Together we can do it better, on a much larger scale, for more businesses. Our region will realize greater success and prosperity as a result. **This is the answer to the question "Why CVBA?".**

If you believe CVBA is a good value proposition for your business, consider partnering with us. Let's not worry about what could be lost, but instead, let's focus on what we can achieve. Together.

## NOV/DEC MEMBER MILESTONES

### 65 Years

- Ken Shadle Aluminum Products, Inc.

### 35 Years

- Kegerreis Outdoor Advertising LLC
- Cumberland Valley Animal Shelter, Inc.

### 25 Years

- Chambersburg Waste Paper Company
- Letterkenny Industrial Development Authority
- Antrim Insurance Agency, Inc.
- B & B Grooming Center
- Dymond Insurance & Realty
- Folium, Inc.

### 20 Years

- Target Distribution Center
- Boys & Girls Club of Chambersburg/ Shippensburg, Inc.

### 15 Years

- Ganoe Paving, Inc.
- Quincy Village/Presbyterian Senior Living
- Southgate Shopping Center
- Synergy Ag Service
- Express Employment Professionals
- Subway #1758

### 10 Years

- American Legion Post 46
- Brandale LLC
- Brim Builders Inc
- Chambersburg Area School District Foundation
- Collision Connection
- Del Martin Screen Printing & Embroidery
- Flamingo Family Restaurant
- Franklin County Bar Association
- Green Grove Gardens

### 10 Years Cont.

- Michael Finucane Law Office
- Miller Family Dentistry, LLC
- R. Thomas Murphy & Associates
- State Farm Insurance/Abel Castro
- Tardosky Agency
- Applebee's
- Boost Mobile by CPA Wireless
- J & B Custom Built Homes

### 5 Years

- Houck Specialty Contractor
- Integrity Home Mortgage Corp.
- Planet Fitness

### 1 Year

- Gillin Commercial Services
- Webbs Sports Bar & Grill
- Budget Blinds of Chambersburg & Gettysburg
- Franklin County Free Press
- Myers Home Services, LLC



CUMBERLAND VALLEY BUSINESS ALLIANCE  
INVITES YOU TO OUR ANNUAL

# *Holiday Mixer*

WED., DEC 14  
4 - 6 P.M.

LIFE CENTER AT  
MENNO HAVEN

300 RIDGEVIEW  
CHAMBERSBURG

MEMBERS OF CVBA, TUSCARORA, SHIPPENSBURG AND WAYNESBORO  
CHAMBERS OF COMMERCE INVITED



RSVP BY DEC. 7: [CVBALLIANCE.ORG/EVENTS](https://cvballiance.org/events)

*\*MASKING MAY BE REQUIRED BY EVENT HOST*







# Congratulations

to the chamber members who received a dividend.

Those members know it pays to place their business insurance with the ChamberPlus program — one of the great benefits of your chamber membership. By purchasing their insurance through Penn National Insurance, participating members recently received a check in the amount of 12% of their total premium.

### Program Features

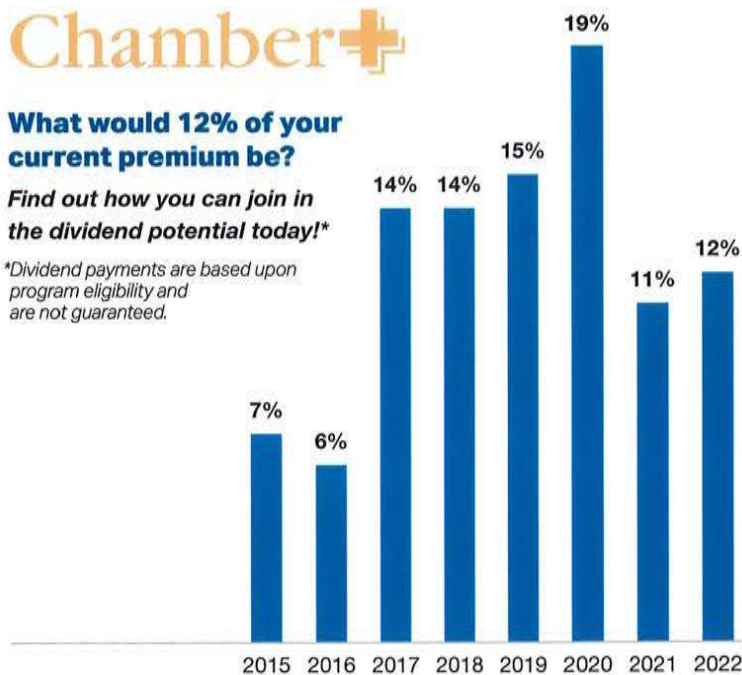
- ▶ All-lines dividend (excluding umbrella and bonds). Dividend payments are based on total group program premium and claims experience of eligible lines. As program grows, so does dividend potential.
- ▶ Enhanced coverages on auto, businessowners, property, workers' compensation, and general liability — giving you added protection at no additional cost
- ▶ Information and services to help reduce losses — the payoff is greater dividend potential

## Chamber+

### What would 12% of your current premium be?

Find out how you can join in the dividend potential today!\*

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



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# Young Professionals Recognized by CVBA



The Cumberland Valley Business Alliance honored one business and six young professionals for their dedication and achievements with more than 100 people in attendance at the second annual Young Professional Awards at **Green Grove Gardens**. Those recognized are listed below.

#### **ATHENA Leadership Award: Samantha Ecke**

Samantha Ecke, owner of Milk Bath located in Chambersburg, accepted the international ATHENA Young Professional Award. Ecke focuses on selling high-quality goat milk soap products. She also helps other small women owned businesses and is often seen around the community, helping other nonprofits. *Runners-up were Jessica Brindle of South Central Community Action Programs, Monica Diehl of Keystone Health.*

#### **Educator of the Year: Matthew Wedd**

Matthew Wedd teaches public and homeschool students of all ages who visit **The Conococheague Institute**. He has presented information at local schools and YMCA summer camps while welcoming more than 700 paying participants to the Institute. *Runners-up for the Educator of the Year award were Emily Trace, teacher at Greencastle-Antrim School District, and Sarah Yassine, teacher at the Chambersburg Area School District.*

#### **Young Professional Employer of the Year: Rodney B. Smith Plumbing, Heating & Cooling, Inc.**

Tyler Smith, owner of **Rodney B. Smith Plumbing, Heating & Cooling, Inc.**, helps steer the family business in the right direction. The company has approx. 35 employees and continually invests in their training while sponsoring numerous events. It also donates supplies, volunteer hours, playground equipment and more to local schools. *Runner-up for Young Professional Employer of the Year was the Boys & Girls Club of Chambersburg and Shippensburg, represented by Jessica Brindle.*

#### **Entrepreneur of the Year: Matt Baer**

Matt Baer was once a firefighter in Virginia and started **First Due Lawncare and Landscapes** on the side. In 2020, he left his fire service career to focus all his attention on the lawncare business.



Baer ensures his employees have the latest and safest equipment, offers generous wages and benefits to his staff, while providing a great work environment. He also volunteers his services to deserving nonprofits. *Runners-up for Entrepreneur of the Year were Antonio Cucuzza of Avocado Cafe and Samantha Ecke of Milk Bath.*

#### **Nonprofit Young Professional of the Year: Leigh Elliott**

Leigh Elliott started her career working at the **Franklin County Jail** and today is the Franklin Together Coalition Coordinator. The Reentry Coalition was formed in 2016 to provide support to justice involved individuals with a smooth transition back into the community. Elliott is responsible for all the functions of the coalition including coordinating and attending all meetings, updating the website, tracking donations and the yearly membership drive. *Runners-up for Nonprofit Young Professional of the Year were Jessica Brindle of Boys & Girls Club of Chambersburg and Shippensburg and Jessica Vizecky of Eve's Victory.*

#### **Rising Star Award: Nate Milgrim**

In the first year of **Ledo Pizza** operating in Franklin County, Nate Milgrim has worked tirelessly to help the business thrive. Originally hired as the general manager, Milgrim quickly rose to regional manager, overseeing multiple restaurants in the tri-state area. He helps train and advance current managers and is responsible for Ledo Pizza's Feed the Front Line Workers initiative, where meals were donated to crews that support and care for our community. *Runners-up for the Rising Star Award were Charles "Chaz" Timmons of PDM Insurance Agency and Heather Hockenberry of Hockenberry Management Consulting.*

#### **Volunteer of the Year: Morgan Engel**

Morgan Engel of **Shafer Equipment Company** has been a voluntary member of the CVBA Ambassadors for over two years. She volunteers her time to help at mixers, visit with business members, attend ribbon cuttings and more. Engel is also a board member and volunteer of the Boys & Girls Club of Chambersburg and Shippensburg. *Runners-up for Volunteer of the Year were Cierra Neil of Boyer & Ritter CPAs and Consultants and Kacie Meyers of Floor Trader Outlet of Chambersburg.*

## Help thank our first responders in Franklin County



Join CVBA in thanking our local police, fire and EMS workers for their service! Volunteers will put together care packages to deliver to more than 30 first responder stations in the county on December 9 at the 8th Annual First Responders Appreciation Day presented by **Corning Credit Union**.

Businesses and community members are invited to support the event through donations like gift cards, packaged snacks, drinks, supplies and more. Donors are recognized upon delivery of the care packages and may also be recognized on social media leading up to the event.

Donations may be dropped off at the Chambersburg Chamber or made available for pick-up no later than Tuesday, Dec. 6. For more details or to volunteer, contact Sarah Smith at [ssmith@chambersburg.org](mailto:ssmith@chambersburg.org).

Hero Sponsor:



Patriot & Coffee Sponsor:



Contributor Sponsor:

Volvo Construction Equipment  
Shippensburg



# CVBA TRENDING NEWS



We helped **Community State Bank** celebrate the opening of its Mercersburg branch alongside the Tuscarora Area Chamber of Commerce in September. The bank, which opened its first location in 1951, celebrated the occasion by announcing \$9,000 in donations to nine local non-profits including: M M P & W Volunteer Fire Company, My Neighbor's Bounty, Mercersburg Lions Club-Community Park, Tuscarora Education Foundation, Tuscarora Senior Activity Center, Harry Lackhove American Legion Post 517, Mercersburg Historical Society, Peckin' Thyme Farms Animal Rescue & Sanctuary and Fendrick Library. Learn more at [communitystate.bank](http://communitystate.bank).



We were honored to attend the Dedication Ceremony of **F&M Trust's** new corporate headquarters at 1500 Nitterhouse Dr. in Chambersburg! Our tour of the 67,000 square-foot facility revealed outstanding improvements as the space was modified from industrial to commercial use. The bank purchased the building from CFDC, LLC, an entity jointly owned by **Franklin County Area Development Corporation** and **Chambersburg Area Development Corp.** The previous corporate headquarters in downtown Chambersburg still houses a branch of F&M Trust, and the rest of the building is currently for lease as office space to local businesses.



Our CVBA ambassadors have made the rounds once again to help welcome our newest members! Ryan O'Leary with **Restoration1 of PennMar** delivered a member plaque to **M.C. Plum Inc. Plumbing, Heating & A/C**. Michelle Rebok with **CrossCountry Mortgage** delivered plaques to **Cool Hollow Financial**, **Cumberland Valley Breast Care Alliance** and **Chambersburg Elks Lodge #600**. We are proud to welcome these businesses to our membership! Do you want to join the ambassador group? Get in touch with Jordan Nace at [jnace@chambersburg.org](mailto:jnace@chambersburg.org) for more information.



Congratulations **Chambers' Apothecary** on your 10-year anniversary! We were honored to attend the ribbon cutting and celebration in September. Guests enjoyed face painting, food trucks and a dunk tank with proceeds supporting the **Cumberland Valley Breast Care Alliance**. The Apothecary, located at 278 Lincoln Way East in Chambersburg, offers medications, health products, pharmacist consultations and more. Find additional information about their business online at [www.chambersapothecary.com](http://www.chambersapothecary.com).



**Noelker and Hull Associates, Inc.** hosted a fantastic mixer for our CVBA members and guests recently. The event featured a tour of their building located along Falling Spring Creek next to Chambers Fort Park. Guests sampled beverages from **Adams County Winery** and refreshments from **Bistro 71**, **Veroni Cafe** and **Olympia Candy Kitchen**. We enjoyed learning more about Noelker and Hull's exceptional work for The Culinary Institute of America, Gettysburg College, **Keystone Health** and so many others! **Custom Integrated Trailer Systems** and **Coldwell Banker Realty - Morgan Beck** will host a mixer on November 9 and the multi-chamber Holiday Mixer hosted by **Menno Haven** will happen on December 14. Visit [CVBAlliance.org/Events](http://CVBAlliance.org/Events) for details.



# CVBA TRENDING NEWS



More than 75 guests gathered for the State of the Alliance reception at the **Chambersburg Country Club** in September hosted exclusively for our Champion, Visionary and Stakeholder members. Topics discussed included opportunities to build your business with CVBA as well as the benefits the partnership has had on the Chambersburg and Greencastle-Antrim chambers. Special thanks to all those who attended!



**QPS Employment Group** celebrated its first location in Chambersburg with a ribbon cutting, networking and door prizes. Located at 115B S. Main St., QPS is a premier employment agency that specializes in finding placements in clerical, light industrial, skilled trade and professional careers. If you need matched with the right candidate or are seeking a new career path, visit [qpsemployment.com](http://qpsemployment.com). Thank you for your CVBA membership!



**LL Legacies LLC** is a family-owned business at 13790 Molly Pitcher Hwy. in Greencastle. We were honored to attend their ribbon cutting and grand opening celebration with other community members and business leaders. The business builds on-site storage units such as sheds, garages, tiny houses and more. Guests enjoyed delicious refreshments and were invited to purchase \$10 raffle tickets for a chance to win an 8'x10' storage building. All proceeds were donated to help a local missionary with medical expenses. Learn more at [Lllegacies.com](http://Lllegacies.com).



Special congratulations to the **Borough of Chambersburg** on the recent installation of the area's first inclusive play equipment at Chambersburg Memorial Park. The new equipment fulfills a community need for an all-inclusive recreation area that gives children of all abilities the opportunity to play together. This is the first location in Pennsylvania to offer the We Go Swing and the fourth to offer the We Go Round. Both types of equipment ensures all children can fully engage without limitations or the need to be moved outside their mobility devices.



The CVBA Travel Club recently returned from its Painted Canyons trip! **Kay's World Class Travel** led an epic tour with the group visiting amazing sites including Arches National Park, Bryce Canyon, Colorado National Monument, Capitol Reef National Park, Moab, Zion National Park and more! Additional travel club trips for 2023 and 2024 are in the works including Australia and Hawaii. For more information, itinerary and pricing, contact Lark Kennedy at [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org) or visit [CVBAlliance.org/TravelClub](http://CVBAlliance.org/TravelClub).



# MEMBER SPOTLIGHTS

## REX TRAILERS

5745 Molly Pitcher Highway, Chambersburg, PA 17202 | 240-310-2757  
rextrailers.com | crystal@rextrailers.com

REX Trailers was established in March 2020 by Brandon and Crystal Arthur. We are your hometown dealer located on Route 11 in Chambersburg and proudly serve Franklin and Fulton counties, as



well as the entire Eastern Seaboard. We have quality products, offer onsite financing options and will deliver to your door. REX Trailers is an independent distributor of the industry's most valuable brands. Our models include car transporters, dumps,

gravity/hydraulic tilt decks, lowboys, deck-over equipment haulers, landscape/utility and enclosed cargo trailers that vary in size and application. REX Trailers primary goal is to secure you a quality trailer that exceeds your demands in an efficient manner.

We are excited to introduce our new premium brand --Doolittle Trailers from Missouri! We also sell Mentzer Custom Trailers that are made in Newville and eXtreme Road and Trail from St. Thomas. Want to test one before buying or have a short-term need for a trailer? We offer rentals! No matter what you need to haul, we have the right solution for you.

To view our inventory, visit us in person or check out our website. To learn more about our brands or to get a quote, email us at brandon@rextrailers.com.

## STRENGTH ENDURES FITNESS, LLC

150 Franklin Farm Lane, Chambersburg, PA 17201 | 717-403-6505  
Facebook.com/StrengthEnduresFitness | strengthendures@gmail.com

Strength Endures Fitness, LLC (SEfit) was established in March 2019 by owner and CEO Melissa L. Miley, offering personal training in the privacy of her client's homes. Just recently in May 2022, Melissa transitioned SEfit into a functional strength training facility. SEfit's foundational service is their integrated hands-on style of personal training and small group personal training (two-eight people) that incorporates a variety of techniques to help their clients "Move Freely" through myofascial release techniques, strengthening, cardio, agility, balance, stretching and more.

SEfit Fitness Memberships offer a private, professional and educated environment for members to work out on their own without a trainer. Other services offered by SEfit are Styku 3D Body Composition Scans, exercise programs, Myofascial release and nutritional guidance. If you are ready to move freely with your fitness, schedule your complimentary consultation today by emailing strengthendures@gmail.com or calling 717-403-6505.



## QPS EMPLOYMENT GROUP

115B S. Main St., Chambersburg, PA 17201 | 717-844-5510  
qpsemployment.com | tony.rhoades@qpsemployment.com

One-hundred percent employee owned QPS Employment Group, a staffing and recruiting firm, has opened a new location in Chambersburg at 115B S. Main St. QPS specializes in industrial, skilled trades, office/clerical and professional staffing. QPS places workers in temporary, temp-to-hire and direct hire positions. The Chambersburg office accepts applications Monday through Friday, 8 a.m. to 5 p.m.

QPS offers a variety of positions that are full-time, yet many start off as temporary, so that employees can try out a company to see if they like the work they are doing before being permanently hired. Candidates can apply online at [www.qpsworks.com](http://www.qpsworks.com) or by visiting the Chambersburg branch office equipped with user-friendly application kiosks that benefit those without computer access. When employment specialists find a match for an applicant's skill set, the applicant is contacted immediately.

QPS was founded in 1985 and has grown from a two-person operation to a company whose internal staff now numbers 395 employees in 55 office locations throughout the Midwest and mid-Atlantic. QPS has experienced substantial growth over the last 37 years. We currently employ more than 7,000 associate employees weekly and work with over 1,800 companies. QPS has earned a reputation for responding to both employees and customers, finding optimal employment for applicants and taking initiative to resolve customers' staffing needs. QPS became 100 percent employee-owned in 2020.



QPS Employment Group also operates Accelerate Professional Talent Solutions, which is their professional services division, recruiting for talent in the fields of engineering, IT, finance, HR and supply chain among others. Careers and additional information can be found at [www.acceleratepros.com](http://www.acceleratepros.com).





# TOTEM POLE PLAYHOUSE

A The Timeless Tradition is Back This Year!

# Christmas Carol



December 9, 10, 16, 17  
at 7:30 p.m.

December 10, 11, 17, 18  
at 2:00 p.m.

Call The Majestic Theater  
box office for tickets  
at 717-337-8200

### Ticket Pricing

Section A: \$38

Section B: \$35

Section C: \$32

Children (18 and under) \$20



Majestic Performing Arts  
at the Jennifer and David Levan  
Performing Arts Center Box Office  
MajesticTheater@gettysburg.edu  
GettysburgMajestic.org  
717-337-8200



# QuickBooks® Step-by-Step Training Manual Provided



**Dates:** November 16, 2022  
December 14, 2022

**Location:** 720 Norland Avenue  
Chambersburg, PA 17201

**Time:** 9:00AM – 12:00PM



Scan QR code with mobile device for more info.

## 4 Easy Ways to Register Now!

**Call:** 800-555-9510 or 717-267-2100

**Fax Completed Registration:** 717-267-1464

**On-Line:** [www.schultheisscpa.com](http://www.schultheisscpa.com) – click on the resources link

**Mail Below Registration:** Schultheiss & Associates  
720 Norland Avenue  
Chambersburg, PA 17201

Should you prefer, one-on-one training is also available.

### Is Your Office Making These 21 Critical Mistakes?

3 QuickBooks® errors that hurt cash flow in your office.

7 Mistakes to avoid in “costing” and why they hurt you.

5 Ways to reduce payroll headaches - the one best fix.

3 Reports that will stop wasted expenses and overhead.

3 Critical errors in setting up your chart of accounts.

### Who Should Attend QuickBooks® Training?

- **Spouses** who help with the books on a part-time basis.
- **Business owners** who want to avoid mistakes and improve cash flow.
  - **Partners** looking for long-term answers to accounting problems.
  - **Bookkeepers** who need a better understanding of QuickBooks®.
  - **First-time** users just new to QuickBooks® software.
- **Seasoned users** who want to take advantage of the advanced features of QuickBooks®.

**Course:** \$129 per person. \$100 per person if two or more attendees from same company.  
(includes continental breakfast)

**Name:** \_\_\_\_\_

**Company Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**E-Mail:** \_\_\_\_\_

**Additional Registrants:** 1. \_\_\_\_\_

2. \_\_\_\_\_



Payments Accepted: Check ♦ Cash ♦ Mastercard ♦ Visa



Visit our Facebook page – [www.facebook.com/schultheisscpa.com](http://www.facebook.com/schultheisscpa.com)

# NEWS FROM OUR MEMBERS INTERESTING.

**SEK, CPAs & Advisors** has been voted Best Tax Preparation Service in the Best of the Best – Franklin County Awards for 2022. In Public Opinion's annual Best of the Best program, readers nominate and vote for their favorite businesses and business professionals. Thousands of readers voted, and SEK received top honors for Best Tax Preparation Service. Other finance service categories included bank, credit union, investment firm and mortgage lending company. Thank you to all who nominated and voted for SEK! For more information, visit [www.sek.com](http://www.sek.com).

Jay A. Goldman, who chairs **Boyer & Ritter's** Dealership Group and has more than 30 years of public accounting experience, has joined the firm's Executive Committee. Goldman assumes the seat previously held by Principal Paul D. Fisher, who will focus on managing the significant growth of the Construction and Real Estate Services Group, which he chairs. For nearly a century, Boyer & Ritter has provided accounting, auditing, tax and consulting services to businesses of varying sizes and industries throughout Pennsylvania and the continental United States. For more information, visit [www.cpabr.com](http://www.cpabr.com)



**Joy El Generation/Camps & Retreats** in Greencastle is excited to announce that Gary McCauley has joined the team as development coordinator. McCauley has over three decades' experience working in Christian publishing and development and has fostered many interesting connections and friendships through the years. McCauley makes his home in Martinsburg, W. Va., with his wife Paige.

Martin's® Famous Potato Rolls and Bread has geographically expanded into the Cleveland, Ohio, retail market. Martin's fresh-baked products are now available for purchase in Cleveland, Ohio, through retail and club stores. Martin's Famous Potato Rolls and Bread, part of **Martin's Famous Pastry Shoppe, Inc.**, has been a staple in Pennsylvania households since 1955, when Lloyd and Lois Martin turned their garage into a bakery and began selling their products in farmers markets. Since then, in its 60-plus years of existence, the company has grown and spread into a much larger retail market, covering most of the East Coast. For more information, visit: [www.potatorolls.com](http://www.potatorolls.com).

**UPMC** in Central Pa. is hiring for clinical and non-clinical positions across the region in an event designed specifically for veterans and active military personnel and their families. The UPMC in Central Pa. Pathways for Veterans hiring event was held on Aug. 18 on City Island at FNB Field in Harrisburg. From clinical fields, such as nursing, respiratory therapy, imaging and pharmacy to patient-facing non-clinical roles, like security, food services, housekeeping services and facility management, to behind-the-scenes support services, like health plan services, human resources and information technology, UPMC offers opportunities for all career seekers. To view and apply for open positions, visit [careers.upmc.com](http://careers.upmc.com).

Rite Aid and **WellSpan Health** recently announced their partnership to improve health outcomes for WellSpan's patient population. Together, Rite Aid and WellSpan Health will share data and insights to close gaps in care and improve continuity, increase immunizations, strengthen medication adherence and

promote customers' education. The collaboration is anticipated to include clinical services like preventative medicine, chronic disease management and innovative care models designed to improve access to care, quality and reduce health care costs. For more information, visit [www.riteaid.com](http://www.riteaid.com) or [wellspan.org](http://wellspan.org).

After over nine years of distinguished service to **Patriot Federal Credit Union**, Brad R. Warner recently announced plans to retire from his position as the Credit Union's President and Chief Executive Officer effective in early 2023. Brad has spent over 43 years in financial services, and 32 years in the credit union movement with over 30 as a chief executive officer. Since Warner became President and CEO in late 2015, Patriot Federal Credit Union has expanded its branch network from six to 10 locations, completed a successful merger with Neighbors First Federal Credit Union and expanded the organization's community charter footprint.

Gov. Tom Wolf announced recently that Guardian Booth, an industry-leading manufacturer of prefabricated structures, will create 33 new jobs with the relocation of its headquarters to Waynesboro, Franklin County, from Orangeburg, New York. The company also plans to expand its product offering by acquiring Homes by Keystone, a prefabricated home builder, and retaining its employees. The company received a funding proposal from the Department of Community and Economic Development (DCED) for a \$165,000 Pennsylvania First grant, a \$106,000 workforce development grant to train its new workers and was encouraged to apply for the department's Manufacturing Tax Credit (MTC) program. "The **Franklin County Area Development Corporation** is excited to welcome Guardian Booth to Waynesboro," said Mike Ross, President, FCADC. "The economic development support of its acquisition of Homes By Keystone and the relocation of its current operation from Orangeburg, New York, which will result in \$4.5 million capital investment, the creation of 33 new jobs and the retention of 20 existing employees reflects a collaborative effort of the FCADC and the Governor's Action Team."



**First Lutheran Church**, at 43 W. Washington St. in Chambersburg, is pleased to invite you to worship with the congregation on Sunday, Dec. 4 at 10:45 a.m. as the Buzz Jones Quintet from Gettysburg leads in an advent jazz liturgy and worship. Parking is available kitty-corner from the church in the **Southgate**

**Shopping Center.**

**F&M Trust** is pleased to announce the following recent hires and promotions: Jon Wine, Mortgage Loan Officer in Hagerstown; Mckenzie Besecker, Financial Services Representative for the Lincoln Way West Office; Nicholas Dattilio, Financial Services Representative in Mechanicsburg; Malina Johnston, Financial Services Representative in McConnellsburg; Molly Mayer, Financial Services Representative for the Orchard Park Community Office; Amanda Owens, Data Operations Specialist in Chambersburg; Whitney Price McGraw, Financial Services Representative for the Hustontown Community Office; Adrianna Sauceda, Financial Services Representative for the Orchard Park Community Office; April Schneider, Financial Services Representative for the Lincoln Way East Community Office; Duke Thompson, Technology Services Analyst in Chambersburg; Keira



Velazquez, Financial Services Representative in McConnellsburg; Tessa Bishop, Lead Financial Services Representative in Carlisle; Markayla Burgan, Loan Servicing Specialist; AimeeBeth Davis, Lead Financial Services Representative for the Lincoln Way East Community Office; Brittany Gleason, Data Operations Manager; Pam Sheppard, Lead Financial Services Representative in Shippensburg and Katelyn Snyder, Financial Services Representative III in Shippensburg.

**Grand Point Church** in Chambersburg is pleased to announce an Early Learning Center (GPELC) is opening in early January 2023. GPELC believes in the value and uniqueness of each child we will serve. As caregivers and educators, its mission is to provide a safe and developmentally appropriate learning environment, which will foster the child's natural desire to explore, discover, create and become a lifelong learner. Registration for Grand Point Early Learning Center will begin in mid-November, so watch for those details to be announced! GPELC is also looking to fill two immediate full-time positions: a director and group supervisor. Visit [www.grandpoint.church/jobs](http://www.grandpoint.church/jobs) to review the qualifications and job descriptions. If you are interested in applying, please send your resume and any additional documents to Tammy Bock at [tbock@grandpoint.church](mailto:tbock@grandpoint.church).

**WellSpan Health** is once again recognized as a Top Employer in Pennsylvania by Forbes, one of the nation's leading and most respected business publications, for a fourth straight year. WellSpan, an integrated delivery system reimagining healthcare, is rated highly on a variety of criteria including work environment, salary and opportunities for development. Forbes compiled the list based on a survey comprised of 70,000 employees of companies with at least 500 employees. Visit [www.JoinWellSpan.org](http://www.JoinWellSpan.org) to join WellSpan's Talent Community, connect with a recruiter and browse open roles.

The Chambersburg Area Municipal Authority (CAMA) has reached an agreement to sell the former Gold's Gym building at the **Southgate Shopping Center** to **Keystone Health**. Keystone Health is the only federally qualified Community Health Center serving Franklin County. Currently, Keystone Health is expanding their facilities at Chambers Hill Drive and Fifth Avenue. A land development plan has yet to be submitted to the Borough, or approved by Town Council, for development at this site. If you have questions about the Keystone Health land purchase, or about the Southgate Shopping Center Redevelopment Project, please contact Guy Shaul, community & economic development specialist, at 717-251-2446 or [gshaul@chambersburgpa.gov](mailto:gshaul@chambersburgpa.gov).

The Downtown Lutheran, Episcopal and Roman Catholic Churches of Chambersburg invite you to its Thanksgiving Worship. Worship will be held at **Corpus Christi Roman Catholic Church**, located at 320 Philadelphia Ave. in Chambersburg, at 7 p.m. on Tuesday, Nov. 22.

**Waynesboro Area YMCA** is giving back to the community. On Nov. 22, the Waynesboro Area YMCA will host a community blood drive with the American Red Cross from 10:30 a.m. to 4 p.m. For more information or to make an appointment to donate, call 1-800-RED CROSS or sign up online at [redcrossblood.org](http://redcrossblood.org).



**UPMC** recently announced the hiring of Michelle Del Pizzo, MBA, FACHE, as the new president of UPMC Memorial in York, Pa., effective Sept. 26. With more than 25 years of progressive health care experience, Del Pizzo comes to UPMC from Penn State Health in Hershey, where she served as vice president of Operations since 2011. In that role, Michelle had operational oversight of key service lines, including medicine, pediatrics, women's health, critical care transport, emergency medicine and orthopedics and was responsible for business continuity and emergency management planning. During her tenure, Michelle led initiatives such as the expansion of the Penn State Health Children's Hospital, improvement of the hospital's U.S. News and World Report rankings, the creation of a leadership development program and the development of a community paramedicine program, among many others. For more information about UPMC Memorial, visit [UPMC.com/CentralPa](http://UPMC.com/CentralPa).



**Wilson College** has named Kathy M. Buck, M.S.W., as the new vice president for student development and dean of students. She brings to the position more than 30 years of experience as a collaborative and community-minded student affairs leader. The vice president of student development and dean of students is responsible for providing vision, leadership and effective administration to the college's student development division and its many functions and services. Located in Chambersburg, Pa., the college's 300-acre campus is nestled in the beautiful Cumberland Valley and is within an hour-and-a-half drive of Washington, D.C. and Baltimore. Visit [www.wilson.edu](http://www.wilson.edu) for more information.

The **Elks Lodge** is now open for lunch Monday through Friday from 11 a.m. until 2 p.m. Their new location at 346 Lincoln Way E. in Chambersburg offers ample off-street parking and an inviting atmosphere. For more information, visit [www.facebook.com/elksclub600](http://www.facebook.com/elksclub600) or call 717-251-2307.



Five years of grant funding awarded by the Pennsylvania Department of Education will support **Boys & Girls Club of Chambersburg and Shippensburg** (BGCCS) programs for 20 children each at Falling Spring Elementary School and Benjamin Chambers Elementary School, according to Maggie Lattin, CEO of the local club. Initiatives from the national Boys & Girls Club network and locally developed ones include those to mitigate summer learning loss, create self-directed learners, teach safe technology use and digital literacy, improve critical thinking skills and link one's mind, body and spirit. The grant supports evidenced-based programs like Positive Action, which is proven to reduce community violence, and new initiatives with **Franklin County Literacy Council** that will provide adult literacy to parents of children attending the BGCCS program and with Cumberland Valley School of Music to provide arts programming. The Pennsylvania Department of Education grant will support nine part-time positions for BGCCS under the oversight of a program coordinator. Visit [bgccs.org](http://bgccs.org) for more information about BGCCS and its work in the 2022-23 academic year.



ANTRIM BIC CHURCH PRESENTS

# The Cradle to the Cross

A DRIVE-THROUGH JOURNEY  
DECEMBER 2, 3, & 4 | 5:30 - 8:30 PM

TRAVEL BACK IN TIME AND EXPERIENCE A LIVE DRAMATIC EVENT- RIGHT FROM THE COMFORT OF YOUR OWN CAR OR JOIN OTHERS IN A WAGON RIDE! SPECIAL NEW SCENES! THIS IS A FREE EVENT FOR THE WHOLE FAMILY!

**ANTRIM BIC CHURCH**

24 KAUFFMAN ROAD EAST, CHAMBERSBURG PA  
717.375.4658 | [WWW.ANTRIMBIC.NET](http://WWW.ANTRIMBIC.NET)





You are invited to join us!

# CHRISTMAS AT ANTRIM

---

**The Cradle to the Cross - Live Nativity**

December 2, 3, & 4 | 5:30 - 8:30 pm

**Christmas Concert**

100 + Community Choir & Orchestra | Free Event

December 10 | 7 pm

December 11 | 4 pm

**Christmas Eve Candlelight Services**

December 24 | 8 pm

**Christmas Sunday Services**

December 25 | 9:30 pm

**Antrim BIC Church**

24 Kauffman Rd E., Chambersburg PA | 717-375-4658 | [www.antrimbic.org](http://www.antrimbic.org)

# NEWS FROM OUR MEMBERS INTERESTING.

**Herbert, Rowland & Grubic, Inc. (HRG)** announced a new Strategic Management & Capital Solutions division in September. The group will offer a broad range of financial, management and strategic planning services to municipalities and municipal authorities. HRG has been helping clients fund their projects and develop long-range capital plans for many years. Now, the firm will expand its service offerings related to revenue generation, operational streamlining, technology solutions and organization management planning. HRG has hired two accomplished former municipal managers to play a leading role in this group: Bob Grimm and Adam Hartwig. They'll be working with a team of planners, program managers, engineers and financial strategists to develop solutions that consider the community and its long-term needs as a whole. For more information, please visit the website at [www.hrg-inc.com](http://www.hrg-inc.com).

**ACNB Corporation** was recognized, with a ranking of No. 26, by the Central Penn Business Journal on its annual list of the Fastest Growing Companies in Central Pennsylvania for 2022. This is the fifth consecutive year ACNB Corporation has achieved this recognition. In order to be eligible for consideration in this ranking for 2022, companies were required to show revenue of at least \$500,000 in each of the fiscal years ending 2019, 2020 and 2021, as well as revenue growth in 2021, as compared to 2019. **SEK CPAs & Advisors**, the presenting sponsor of the 2022 Fastest Growing Companies program, coordinated the ranking formula leading to the recognition of large and small companies according to revenue growth over the three-year period. For more information regarding ACNB Corporation and its subsidiaries, please visit [acnb.com](http://acnb.com).



**F&M Trust**, an independent community bank based in Franklin County, held a ribbon-cutting ceremony recently to celebrate its first community office in Maryland at 83 W. Washington St. in Hagerstown. The full-service bank opened July 1 and features a lobby

for walk-in customers, as well as commercial, mortgage and investment and trust services. A subsidiary of Franklin Financial Services Corp., F&M Trust is an independent community bank headquartered in Chambersburg. Please visit [fmtrust.bank](http://fmtrust.bank) for more information.



**Menno Haven** is excited to announce a \$30,000 donation to **COSTA Academy** to be paid in increments over the next three years. The COSTA Academy is a 501(c) 3 culinary institute in Chambersburg. Menno Haven recognizes COSTA as an innovative training program to prepare culinary students for the future and has volunteered to be a training site for students in the upcoming year. Menno Haven has seven dining venues and employs more than 100 culinary team members. It supports the mission of COSTA Academy to educate students through fostering engagement, provoking confident decision making and inspiring leaders. For more information, visit: [www.mennohaven.org](http://www.mennohaven.org).

**Grove Family Library** has released its events calendar, including Second Thursday Afternoon Movies, Terrific Tuesday Theater, Yarn Adventures, Adult Book Club and more. A special program on how to Make your Own Greeting Cards and Learn to Use Publisher

will be held Mondays, November 7 and 21 from 10 a.m. – noon. There are also monthly Zoom meetings showcasing food recipes as well as baking and cooking tips. Stop at the library, or look on its website or Facebook page to find out about other programs at the library: [www.fclspa.org/locations/grove-family-library/](http://www.fclspa.org/locations/grove-family-library/).

Ashley Whiteley has accepted the role as the new Director of Kids Ministry at **Grand Point Church**, stepping into the position previously held by Rodney Bistline. In addition to leading the Kids Ministry at the Chambersburg campus, she will coordinate and collaborate with the directors of our Kids Ministries at all of campuses. Whiteley has been an active member of Grand Point Church since 2013, serving in KidsPoint and joining the GPC staff in 2018 as the Kids Ministry Director for the Shippensburg campus.



**ACNB Bank** recently welcomed Brett D. Fulk as executive vice president/chief strategy officer. In this role, he is responsible for management of the Bank's functional areas of community banking and marketing, as well as initiatives related to strategic planning and revenue enhancement.

This new position is also integral to the Bank's long-term executive management succession planning with the retirement of Executive Vice President/Chief Community Banking Officer Thomas R. Stone slated for May 2023. Fulk is based at the ACNB Corporation Operations Center, located at 100 V-Twin Drive, Gettysburg. For more information regarding ACNB Bank, please visit [acnb.com](http://acnb.com).



**GearHouse Brewing Co.** hosted WITF's bipartisan "News & Brews" event in September that provided a healthy outlet for political discourse. Business leaders and community members listened to a presentation by nonprofit Braver Angels, enjoyed breakout sessions to discuss how to come together as a community in the current political climate and talked about top election issues.



**Tommy's Express Car Wash** would like to give a special thanks to the **Boys and Girls Club of Chambersburg/ Shippensburg Inc.** for joining us at the wash recently. Together, with the rest of our great Chambersburg community, we

were able to help raise money to fund programs important for our developing youth.



**F&M Trust** recently donated \$5,000 to the American Heart Association, Capital Region in support of its mission to be a relentless force for a world of longer, healthier lives. The American Heart Association (AHA) has invested more than \$5 billion

in research, making it the largest not-for-profit funding source for cardiovascular disease next to the federal government. F&M Trust Vice President Christian Merritt is participating in AHA's Leaders of Impact campaign. Participants in the seven-week competition work to build campaign plans, recruit teams, raise funds and inspire their networks to support AHA's lifesaving mission.



# IMPORTANT. ENGAGING.

HAVE NEWS TO SHARE?  
EMAIL LARK AT  
LKENNEDY@CHAMBERSBURG.ORG



Nearly 200 **Franklin County Career and Technology Center** students and staff attended Career Day last month hosted by **David H. Martin Excavating, Inc.** Students toured five areas including safety, shop/mechanics, utilities, environmental & seeding and dump trucks. Volvo provided a simulator and

a mini excavator where students experienced excavation skills. The goal of Career Day was to show students the different areas that come together to complete a project and the different job opportunities available. The workforce development partnership between CareerTech and David H. Martin aims to educate students on local job opportunities that are essential to the future of Franklin County.



**Franklin County Conservation District** recently named Bryan and Tina Kyle of Orrstown as the 2022 Franklin County Conservation Farmer of the Year. The Kyles operate a beef and poultry operation and were recognized for implementing a wide range of conservation efforts on their farm.



**Wilson College** intercollegiate athletics program has added Western and English (hunt seat) riding teams to its varsity program and has appointed a new Director of Equestrian Teams, Cathy Woosley Luse, to oversee them. Both teams will transition from college club teams to competing as varsity teams in the Intercollegiate Horse Show Association (IHSA). Luse agreed to join the Wilson College athletics team after visiting "one of the most beautiful college campuses I've seen." She added, "I'd like to use my worldwide industry connections to expand Wilson's resources for both of the teams. I think in the very near future, Wilson equestrian team members will represent us successfully at a regional and national level."

**WellSpan Health** is delivering more than just babies, as three of its hospitals are now nationally recognized for expert maternity care. WellSpan Chambersburg Hospital, WellSpan Ephrata Community Hospital and WellSpan Good Samaritan Hospital have made the list of the best maternity hospitals in America, according to Money. To qualify for the list, eligible hospitals were required to carry an 'A' or 'B' letter grade on the Leapfrog Hospital Safety Grade assessment for spring 2022 and meet criteria specific to providing maternity care. WellSpan Health offers comprehensive maternity care beginning with the pregnancy journey to planning for the birth of your child. For more information on maternity services, visit [wellspan.org/programs/womens-health/maternity-services](https://www.wellspan.org/programs/womens-health/maternity-services).

My Benefit Advisor is a CVBA-member service that offers a solution for employee benefits. By understanding your business circumstances and employee demographics, My Benefit Advisor can tailor solutions involving creative strategies and the latest industry tools. Professional employee organizations, discount programs and individual coverage HSAs have all enabled employers to achieve their employee benefit objectives with the help of My Benefit Advisor. For more details, visit [cvba.mybenefitadvisor.com](https://cvba.mybenefitadvisor.com) or contact Stephen Lylo at 800-377-3539.



We helped celebrate the new location of **Chambersburg Elks Lodge #600** recently with a ribbon cutting ceremony. The Club recently reopened after being closed for more than two years! It is a great asset to the community and offers

scholarship programs for students. The lodge chapter originally opened in 1900 and is a strong advocate for supporting community non-profits, youth and veterans. Stop by and pay them a visit at 346 Lincoln Way E. in Chambersburg.



Congrats **Black & Blush Boutique** on your new location in downtown Chambersburg! They had an awesome grand re-opening event last month with new arrivals, gifts and raffle prizes. The store is now located at 54 S. Main St. in

Chambersburg. The expanded space offers more room for inventory and even has a selfie wall to show off your new outfits and purchases! Learn more at [blackandblushboutique.com](https://blackandblushboutique.com).



**ThinkEz IT Computer Solutions** has moved to a wonderful new office at 300 E. Queen Street in Chambersburg - congrats! We enjoyed their ribbon cutting celebration at their new office followed by a fun gathering at **Chambersburg Elks Lodge #600**.

ThinkEz IT provides your small-to-medium sized business with an all-in-one IT department. Get in touch with them for all your IT support and service needs by calling 717-977-5730 or visiting [www.thinkezit.com](https://www.thinkezit.com).



Is Hawaii on your bucket list? The best way to see Hawaii is by cruise with the CVBA Travel Club! Catherine A. Folmar and Rhonda DeShong with **Dream Vacations** have lined up an epic inter-island cruise visiting four islands on Norwegian Cruise

Line's Pride of America from March 9-16, 2024! Cruise highlights will include Kahului, Maui; Hilo, Hawaii; Kona, Hawaii; Nawiliwili, Kaua'i and Honolulu, Oahu. For pricing, itinerary and more information, contact Lark Kennedy at [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org) or visit [CVBAlliance.org/TravelClub](https://CVBAlliance.org/TravelClub).

## GET LOCAL BUSINESS NEWS

- Add business reps to receive our e-news & e-blasts
- Contact Lark Kennedy to verify your reps in the database at [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org)
- Add [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org) to your email contact list to avoid spam filters





*2022 Business Breakfast:*  
*Annual Meeting*

DECEMBER 6, 2022

*7 to 9 a.m. | Green Grove Gardens*  
1032 Buchanan Trail East, Greencastle

*Meeting Highlights:*

- Breakfast and networking prior to presentation
- Announcing the 2022 Business Person of the Year
- Accomplishments of CVBA in 2022 as well as updates from Chambersburg and Greencastle-Antrim chambers of commerce
  - Special keynote presentation

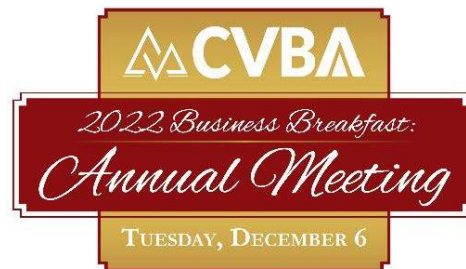
*\*Please note this serves as the annual meeting for the Chambersburg and Greencastle-Antrim chambers of commerce.*

**Table Sponsors (\$350) & Patron Sponsors (\$85) available.**  
See reverse for sponsor details.

**PLEASE NOTE:** Venue, attendance, event type, etc. could change due to limitations brought forth by Covid-19.



# Sponsorship Opportunities



**Date/Place:** December 6, 2022 at Green Grove Gardens

**Contact:** Lark Kennedy, 717-264-7101, lkennedy@chambersburg.org

**About the event:** Please join the Cumberland Valley Business Alliance (CVBA) for the regional 2022 Business Breakfast: Annual Meeting. Hosted in partnership with the Chambersburg and Greencastle-Antrim chambers of commerce, the event will feature highlights of CVBA's 2022 accomplishments, a keynote presentation and recognition of the Business Person of the Year. Please note venue, attendance, event type, etc. could change due to limitations brought forth by Covid-19.

## **Grand Sponsor - \$2,000 – one available, WellSpan Health first right of refusal**

Sponsor will receive the following benefits:

- Preferred seating for a table of 8
- Opportunity for a representative to speak at the breakfast about your business for a few minutes
- Logo featured on all event promotional materials and full page ad on back of program
- Logo featured in the program & a full page ad on the back of the program
- Opportunity to set up a promotional table and place marketing materials at each table
- Mention during the welcome as the Grand Sponsor and mentioned in all media releases

## **Premier Sponsor - \$750 - six available, Penn National Insurance & truNorth Financial Services first right of refusal**

Sponsor will receive the following benefits:

- Preferred seating for a table of 8
- Logo on event webpage and promo materials as space allows (company name listed when logo is not included)
- Opportunity to place up to two promotional materials at each guest place setting
- Logo featured on a PowerPoint slide at the event, in the program and newsletter article
- Mention during the welcome as a Premier Sponsor

## **Table Sponsor - \$350 - Sponsor will receive the following benefits:**

- Preferred seating for a table of 8
- Company name listed on the event webpage and in promo materials as space allows
- Company name featured in the program
- Logo featured on a PowerPoint slide at the event
- Mention during the welcome as a table sponsor
- Company name listed in the newsletter recap article

## **Coffee Sponsor - \$300 – one available, OIP Orthopedic Institute of PA first right of refusal**

- Preferred seating for two
- Logo featured on signage at the coffee bar
- Logo featured on PowerPoint slide, in the program and event promotions as space allows
- Company name listed in the newsletter article

## **Patron Sponsor - \$85 - Sponsor will receive the following benefits:**

- Preferred seating for 2
- Company name listed on the event webpage
- Company name listed in the program
- Company name listed on a PowerPoint slide
- Company name listed in newsletter recap article

## **Yes, I would like to sponsor the 2022 Business Breakfast: Annual Meeting**

Company Name (as you want it to appear in listings) \_\_\_\_\_

Contact Name \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Sponsorship Amount \_\_\_\_\_

I understand that the submission of this form confirms commitment from the company above for this sponsorship.

Signature \_\_\_\_\_

Return form to Lark Kennedy, communications manager: Mail to Cumberland Valley Business Alliance, Attn: Lark Kennedy, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201; or email to [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org); or fax to 717-267-0399. *Event venue, format and other details are subject to change at the discretion of the organizer.*

# GREATER CHAMBERSBURG CHAMBER OF COMMERCE STEVE CHRISTIAN PRESIDENT

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



## GOLFER WINS CAR AT 27TH ANNUAL GOLF TOURNAMENT

The 27th Annual Chambersburg Chamber Golf Tournament presented by Spherion Staffing welcomed more than 120 golfers to the Chambersburg Country Club with one lucky winner securing the hole-in-one-prize! Brandon Smith of won a brand new Jeep courtesy of Shively Motors, Inc. after sinking an amazing hole-in-one! Pictured above is Bryan Burkholder of Shively congratulating Brandon with the keys to his new vehicle.

Golfers kicked off the tournament with breakfast from Chick-fil-A and enjoyed a beautiful day of golf. We would like to thank our sponsors listed below for their generosity and the CVBA Ambassadors group for volunteering. Special shoutout to Eppers Roxbury Store for sponsoring the coffee and to our Benefactor Sponsors: Buchanan Auto Stores, Cool Hollow Financial, Herbert, Rowland & Grubic, Inc., Shalom

Title Sponsor:



Premier & Golf Ball Sponsor:



Putting Contest Sponsor:



Hole-in-One Sponsor:



Contest Sponsor:



Sign Sponsor:



Beverage Sponsor:



Snack Sponsor:



Media Sponsor:



Breakfast Sponsor:



Tent Sponsors:



Christian Academy, Insurance Brokers of Maryland, Triad Engineering, Inc., ULTA Beauty and Venutra Foods LLC.

## PICKLEBALLERS COMPETE IN TOURNAMENT

More than 70 pickleball players of all ages enjoyed friendly competition at the area's first Pickleball Tournament, Rally in the Valley, hosted as a fundraiser for the Greater Chambersburg Chamber of Commerce at the Chambersburg Memorial YMCA on Oct. 22.

Presented by Chick-fil-A, the new event included doubles play for men's, women's and mixed doubles, which were broken down into under 60 and 60+ age groups. Although a non-sanctioned event, winners received medals for first, second and third place with a special Golden Pickle Award sponsored by UPMC given to the top players. Thank you to the volunteers and sponsors for making the event a success.

Presenting Sponsor:



Swag Bag Sponsor:



Golden Pickle Award:



T-shirt Sponsor:



Food & Beverage:



Court Sponsors:

Bartlett Tree Expert Company, SEK, CPAs & Advisors, Starr Insurance, SunnyHill Properties, Inc. and Wilson College

Pickleball Pals:

Bill Kick, David Grant and Empowered Cleaning



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## HERITAGE CHRISTMAS AT A GLANCE

The 32nd Annual Greencastle-Antrim Heritage Christmas celebration includes several activities and events happening during November and December. Details about the activities are included below and are also listed online at [GreencastlePaChamber.org/Christmas](http://GreencastlePaChamber.org/Christmas).

On Friday, Nov. 18, the official 2022 Tree Lighting Ceremony starts at 7 p.m. and is sponsored by **Local IQ/Herald Mail Media**. The bells are sponsored by **Antrim Way Honda** and will be distributed for ringing. The tree is sponsored by **Antrim Township** and the **Borough of Greencastle** with decorations sponsored by **Premier HVAC Services**.

The Heritage Christmas Tree is lit by Lights of Love, which are purchased to honor and remember friends and family. From the Tree Lighting ceremony through January 1, the names of the honored loved ones will be displayed on scrolls in the windows at the **Cumberland Valley School of Music** and **Fran Kenawall State Farm** office in the square. Reserve your gift of light by November 10! The Lights of Love sponsor is **Blaise Alexander Chevrolet**.

The G-A community will also welcome Santa Claus to town during the 37th annual Greencastle Christmas Parade! Sponsored and organized by **VerStandig Media**, the parade will be held on Saturday, Nov. 19, starting at 9:21 a.m.

Small Business Saturday is November 26 and is sponsored by **McCrea Heating & Air Services**. Shoppers at local businesses will have the chance to win a prize while shopping at G-A businesses as part of #shopsmallgreencastlepa.

West Penn Power is sponsoring 'Light It Up' for a local charity! Homeowners in the Greencastle-Antrim area are invited to "deck the halls" with festive displays of lights and decorations. Homeowners can register as a contestant for the Light It Up contest by contacting the G-A Chamber or registering online by November 30. The public is asked to vote for their favorite home by contributing \$1 per vote from December 1 to 19. Voting can be done online, at the G-A Chamber office or at the Holiday House during Heritage Christmas on December 2 and 9. The community will decide the winner based on popular vote, with proceeds to be donated to the **Greencastle-Antrim Food Pantry**.

Starting in 1992, the Heritage Christmas ornaments have featured images of local landmarks. This tradition was unable

to be observed in 2020 and 2021, so stock images related to the Heritage Christmas themes were used. The G-A Chamber is happy to have found a new vendor to re-establish the tradition of trimming the tree with another local landmark! The **Greencastle Presbyterian Church** will be the first in a series featuring local churches. The ornaments will be available for purchase at the G-A Chamber and **Lumber Direct** during Heritage Christmas.

You're invited to Heritage Christmas in the Square on Fridays, December 2 and 9 from 5:30 to 8:30 p.m. This family-friendly event includes musical performers and treats from local community groups, businesses and vendor booths. Stroll Greencastle stores and enjoy the tree in Center Square, bring your letters to place in Santa's Mailbox (sponsored by **Peak Performance**), visit Uncle Bean (sponsored by **Waste Management**), and be sure the kids have their photo taken with Santa (sponsored by **F&M Trust**).

Horse & Wagon Rides, sponsored by **Cool Hollow Financial**, will be available again this year. The downtown businesses will be open and the Highline Train Station will have a display you don't want to miss. Don't forget to stop by the Holiday House (sponsored by **Lumber Direct**), your information station during Heritage Christmas! Many thanks to the many Volunteers (sponsored by **Corning Credit Union**) who help with planning and carrying out these activities!

The Heritage Christmas Home Tour will be held on Sunday, December 11, from 1:00 to 5:00 p.m., sponsored by **Antrim Insurance Agency, Inc.** The tour includes four homes and the Greencastle Presbyterian Church. \$15 advanced tickets are available at the Chamber of Commerce, **Henry's Floor Covering**, and at the Holiday House on December 2 and 9. Tickets can be purchased for \$20 the day of the event at the Greencastle Presbyterian Church starting at 1 p.m.

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# 2023 Run Your Ice Off 5k at IceFest

## Sponsorship Opportunities



**Location:** Downtown Chambersburg

**Projected Attendance:** 300+

**Date:** Sunday January 29, 2023

IceFest is the largest community event in Chambersburg and draws thousands from the region to Downtown Chambersburg. It is organized by three nonprofit organizations: Downtown Chambersburg, Inc; The Downtown Business Council and The Chambersburg Council for the Arts. **Check out [icefestpa.com](http://icefestpa.com) for event information.** Run Your Ice Off 5K (RYIO) is one of the last IceFest events and is organized by Leadership Franklin County Alumni. Event proceeds support *IceFest*, *Leadership Franklin County* and several other area nonprofits. Please note that, while every effort will be made to have the race, in the case of extreme weather, there is always the possibility of the event being canceled for safety.

### **Race Sponsor - \$1,000** (~~2 available~~) **SOLD**

- Opportunity to set up promotional table in registration area during race hours
- Logo will be listed on the Run Your Ice Off event portion of the IceFest website
- Logo on IceFest Facebook race event post & Race Shirts (logos for T-Shirts due by 12/31)
- Sponsor receives 4 FREE race entries

### **Mile Marker Sponsor - \$500**

- Logo will be listed on the Run Your Ice Off event portion of the IceFest website
- Logo on IceFest Facebook race event post & Race Shirts (logos for T-Shirts due by 12/31)
- Sponsor receives 2 FREE race entries

### **Supporting Sponsor - \$250**

- Name on Run Your Ice Off event IceFest website
- Logo on IceFest Facebook race event post & Race Shirts (logos for T-Shirts due by 12/31)
- Sponsor receives 1 FREE race entry

### **Sponsor - \$100**

- Name on Run Your Ice Off event IceFest website
- Logo will be included in an IceFest Facebook race event post

### **Yes, we would like to sponsor RYIO at IceFest 2023**

Company Name \_\_\_\_\_

Contact Name for logo/race entry: \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Sponsorship Level: \_\_\_\_\_

I understand that the submission of this form confirms commitment from the company above for this sponsorship.

Signature \_\_\_\_\_ Date: \_\_\_\_\_

**Make checks out/mail to:** RYIO/IceFest - 100 Lincoln Way East, Suite A, Chambersburg, PA 17201.

For more info., contact Ginny Harriger [gharriger@chambersburg.org](mailto:gharriger@chambersburg.org)





DOWNTOWN BUSINESS COUNCIL OF CHAMBERSBURG  
AND F&M TRUST PROUDLY PRESENTS

# SMALL BUSINESS SATURDAY

———— Saturday, Nov. 26 ————

# #SHOPSMALL WITH US



## SUPPORTING SPONSORS:

FIRSTENERGY FOUNDATION

\$25 or more in receipts from Nov. 26th

\$250 & \$500 SPONSOR OPPORTUNITIES AVAILABLE EMAIL [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org)  
Thank you to our Premier Sponsors First Energy and Franklin County Visitors Bureau



DOWNTOWN  
CHAMBERSBURG INC.

# DOWNTOWNCBURG.COM



## LEADERSHIP YOUTH UPDATE

Leader Franklin County (LFC) Youth was hosted by **Keystone Health** in October for their leadership session on "Inspiring a Shared Vision." David Grant, COO at Keystone, gave the students a tour of the campus in Chambersburg as well as discussed the history. Keystone Health was formed in 1986 by visionary leader & CEO, Joanne Cochran along with other community volunteers. The Pediatric Development Center was the class's favorite stop with the colorful walls decorated in small-themed store fronts.

Karen Johnston, executive director of **Healthy Communities Partnership of Greater Franklin County**, led the learning session guiding students on the four steps to inspiring a shared vision – have a vision, clarify the vision, share the vision and inspire others to make the vision a reality. The students also worked in small groups discussing well-known leaders that have inspired others toward a common goal and listed common traits of those leaders. The class is working on their community service projects to be completed by next spring as part of their graduation requirement. The BeKind projects will be done in conjunction with their home high schools and students are tasked to incorporate their school leaders and peers in implementing their ideas.

LFC Youth Sponsor:



## RUN YOUR ICE OFF 5K RETURNS



Leadership Franklin County (LFC) Alumni is excited for the return of the Run Your Ice Off 5K! The committee is busy planning for the race to be held during IceFest on Sunday, Jan. 29. Proceeds will support the LFC Scholarship Fund, IceFest and other

community organizations as chosen by the Alumni committee. For more information, please contact Angi Quigley, LFC alumni chair, at [aquigley@sek.com](mailto:aquigley@sek.com) or Michele Ford, RYIO race director at [mford@patriotfcu.org](mailto:mford@patriotfcu.org) for more information on sponsorships.



## STUDENTS VISIT PENN STATE MONT ALTO

**Penn State Mont Alto** hosted the October session of Leadership Franklin County (LFC) Community. Fresh off their team building retreat in September, the class began their monthly sessions with learning themes on Developing Your Leadership Style, Public Speaking and Project Planning featuring a tour of the new Penn State Allied Health Building. Helen McGarry of Penn State Mont Alto along with Laura Stover of SEK, CPAs & Advisors oversaw the session. Students reviewed DiSC assessments, strategies for dealing with other styles and the impact of styles on team success. As students begin their community projects, the afternoon focus was on project management principles, team personalities as they apply to projects, and project planning strategies. This year the five-class projects are sponsored by the Exchange Club of Chambersburg, **Franklin County Visitors Bureau**, **Franklin Together Reentry Coalition**, **Shalom Christian Academy** and **Waynesboro Area School District**.

LFC Community Sponsor:



## Shatzer's Fruit Market

Enjoy seasonal fruits, jams, gifts & more!

**OPEN DAILY**

2197 Lincoln Way West, Chambersburg

717-263-2195



# DOWNTOWN SAM THRUSH CHAMBERSBURG INC. PRESIDENT

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



## NEW YEAR'S EVE EVENT ANNOUNCED

Downtown Chambersburg Inc. is excited to share with you that downtown Chambersburg will finally ring in the New Year with an exciting new event! Please join us and presenting sponsor **Martin's Famous Potato Rolls and Pastries** for the Martin's Famous Potato Roll Drop in Downtown Chambersburg!

The Martin's Potato Roll drop is scheduled for Saturday, Dec. 31, at midnight and will be a family-friendly event in which spectators can surround the square to help celebrate the new year. For more information on how you can be involved, reach out to Sam Thrush at sthrush@chambersburg.org. For more information about this event, visit: [DowntownCburg.com/NYE](http://DowntownCburg.com/NYE).

## SHOP LOCAL DURING SMALL BUSINESS SATURDAY

Give local gifts and support our small businesses by shopping small on Saturday, Nov. 26. Known as Small Business Saturday, it is one of the most important days of the year for small businesses, especially restaurants and retailers. Your patronage is greatly appreciated and needed to support our community. Many business owners in downtown Chambersburg will participate in a special Small Business Saturday event proudly presented by **Downtown Business Council** and **F&M Trust**. Holiday shoppers who spend \$25 or more at downtown businesses on Nov. 26 will be entered for a chance to win \$10, \$20, \$50 or \$100 in Downtown Dollars! Downtown Dollars can be used as cash at participating businesses but must be used on Small Business Saturday. More than \$2,500 will be given away! Present your receipt from 10 a.m. to 2 p.m. at the Courthouse Plaza at 1 North Main St. to receive your giveaway, while supplies last. Any downtown businesses interested in participating in the Downtown Dollars program should contact Sam Thrush at 717-264-7101 ext. 204 or sthrush@chambersburg.org. For additional event information, visit [DowntownCburg.com](http://DowntownCburg.com).



## FALL FOOD TRUCK FEST BRINGS THOUSANDS DOWNTOWN

We are grateful to the thousands of people that came and enjoyed Fall Food Truck Fest in October. The event welcomed more than 35 food and beverage vendors to our downtown! Thank you to our sponsors: **McCleary Heating & Cooling LLC**, **Starr Insurance**, **Cricket Wireless**, **Family Care Services**, **Corning Credit Union**, **Volvo Construction Equipment of North America**, **Stouffer Mechanical Contractor**, **Blue Springs Farm – Herbruck's Poultry Ranch, Inc.**, **Ocker Accountants & Consultants** and **Manitowoc Cranes**. The following in-kind sponsors were also instrumental in the event's success: **ABC27 / Good Day PA** (Video Marketing), **VerStandig Media** (Radio Marketing), **Beam Graphix** (signage) and **John Nozi Photography** (Photos). If you are interested in volunteering or vendor information at the next Food Truck Festival, please email sthrush@chambersburg.org.

## SHOWCASE YOUR LEGACY BY SPONSORING A BENCH

In early fall, Downtown Chambersburg Inc. received approval from the Borough of Chambersburg to install five new benches throughout downtown. DCI established a fundraising program and invites families, businesses and community organizations to sponsor a bench! The high-quality metal benches will proudly display the sponsor names for an estimated 25 years. Bench sponsorships cost \$2,500 and may be purchased by contacting Sam Thrush at sthrush@chambersburg.org.

## ICEFEST 2023 RETURNS IN JANUARY

IceFest presented by **M&T Bank** is right around the corner! Join us and several thousand people during this four-day festival from January 26 to 29! How can you join? In addition to volunteering or attending the event as a work team, family or friends, you can purchase an ice sculpture! Email chambersburgicefest@gmail.com for further details or to learn how you can be involved at IceFest 2023!



# IceFest

## CHAMBERSBURG, PA

**Don't miss being part of everyone's favorite Winter Event, IceFest,  
January 26-29, 2023!**

**Order your ice sculpture today.**

The IceFest Committee is already planning IceFest '23 and we hope we can count on you to help us line the sidewalks with glistening ice sculptures! We're proud to be part of an event that brings joy to so many people. Thousands of people come from all over Pennsylvania and surrounding states to view the ice sculptures, made possible by awesome people like yourself. **Can you think of a better way to get great publicity for your business or organization than by sponsoring your very own ice sculpture?** In addition to your sculpture being displayed with your name at the base, you also are listed on the official website, [www.icefestpa.com](http://www.icefestpa.com) and our Facebook page, which has over 10,000 followers. We will also cross-promote your business on our Facebook page with information or special offers that you provide us.

**Order your sculpture today!** The benefits of ordering now include: saving a little money and immediate advertising on our website and Facebook page. Also, our ice carvers will appreciate your promptness **as orders cannot be accepted after December 31.** You may select your own design from the enclosed list (additional designs may be available on a limited basis) or allow the sculptors to choose for you. Sponsorship rates for both categories are as follows:

- **Before October 31: sculptor's choice \$405, your choice (from approved list) \$435**
- **After October 31: sculptor's choice \$455, your choice (from approved list) \$485**

Do you want to make a **GIANT** statement? Call us now to discuss sponsoring a **GIANT** sculpture. The **GIANTS** are available on a very limited basis, so don't delay!

All of us on the IceFest Committee are dedicated to continuing the success of the event and hope you'll help us make 2023's IceFest the best one yet! If you have any questions, please call Penny at 717-263-8529 or email [chambersburgicefest@gmail.com](mailto:chambersburgicefest@gmail.com).

Thank you in advance for your support!

Penny Shaul  
IceFest 2023 Co-Chair

Sam Thrush  
IceFest 2023 Co-Chair

Sara Spitzer  
IceFest 2023 Co-Chair





# IceFest '23 Order Form

Please **complete the entire form**, even if you have sponsored in previous years.

Name (as you would like it to appear in **all** publicity) \_\_\_\_\_

EMAIL \_\_\_\_\_

Contact Person \_\_\_\_\_

Mailing Address \_\_\_\_\_

Phone \_\_\_\_\_ FACEBOOK \_\_\_\_\_

### **ONE-BLOCK SCULPTURE SPONSORSHIP**

**Sculptor's Choice:**

\$405 by Oct.31rst \_\_\_\_\_

\$435 after Oct. 31rst \_\_\_\_\_

**DEADLINE IS DECEMBER 31, 2022**

**Your Choice (fill in design choices below using the enclosed list or call 717-263-8529):**

\$455 by Oct. 31rst \_\_\_\_\_

\$485 after Oct. 31rst \_\_\_\_\_

**DEADLINE IS DECEMBER 31, 2022**

Design Choices (from the enclosed list):

#1 \_\_\_\_\_

#2 \_\_\_\_\_

Custom Designs may be available for an additional \$150 one-time fee. Snow Fill (white lettering inside the sculpture) is available for an additional \$150 fee. Please call 717-263-8529 for more information.

Custom Design \$150 \_\_\_\_\_

Snow Fill \$150 \_\_\_\_\_

**Non-refundable TOTAL due with order** \_\_\_\_\_

### **GIANT SCULPTURE SPONSORSHIP**

Please note: Sponsorships of giant sculptures are available on a limited basis. Please reserve your giant early and call 717-263-8529 to discuss design options.

PLATINUM-approx 8' X 10' wall of ice \$4975 \_\_\_\_\_

GOLD-approx 6' X 10' wall of ice \$3975 \_\_\_\_\_

SILVER-approx 4' X 10' wall of ice \$2975 \_\_\_\_\_

BRONZE-approx 3' X 6' wall of ice \$1875 \_\_\_\_\_

**Non-refundable 50% DEPOSIT due with order** \_\_\_\_\_

**\*Balance (due Dec. 31, 2022)** \_\_\_\_\_

\*Invoices for remaining balances will be mailed in early December.

### **PAYMENT OPTIONS**

**Please make checks and money orders payable to "IceFest" and mail to IceFest, 100 Lincoln Way East, Chambersburg, PA 17201.**

If paying by credit card, circle one and enter:



Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ CVV \_\_\_\_\_

Signature: \_\_\_\_\_



# UPCOMING EVENTS

DETAILS / REGISTER [CVBALLIANCE.ORG/EVENTS](http://CVBALLIANCE.ORG/EVENTS)

## NOV

**01-30**

### **GREENCastle-ANTRIM HERITAGE CHRISTMAS**

EVENTS HELD NOVEMBER AND DECEMBER IN GREENCastle. OVERVIEW ON PAGE 13.

**08**

### **GRAND OPENING/RIBBON CUTTING OF ADVANCED GRAPHIX**

12 - 2 P.M., 725 S. 4TH ST., CHAMBERSBURG

**09**

### **CVBA NOVEMBER MIXER**

4 - 6 P.M., CUSTOM INTEGRATED TRAILER SYSTEMS, 962 S. MAIN ST., CHAMBERSBURG

**18**

### **HAMMER & STAIN RIBBON CUTTING**

12 - 12:30 P.M., 31 S. MAIN ST., CHAMBERSBURG

**22**

### **CVBA LUNCH & LEARN: THE IMPACT OF LITERACY**

11:30 A.M. - 1 P.M., 100 LINCOLN WAY E., CBURG, HOSTED BY LIU12 FRANKLIN COUNTY LITERACY

**26**

### **SMALL BUSINESS SATURDAY**

SUPPORT LOCAL! VARIOUS EVENTS HAPPENING IN GREENCastle AND CHAMBERSBURG

## DEC

**03**

### **SIP & STROLL IN DOWNTOWN CHAMBERSBURG**

1 - 5 P.M. AT VARIOUS DOWNTOWN CHAMBERSBURG BUSINESSES

**06**

### **CVBA BUSINESS BREAKFAST: ANNUAL MEETING**

7 - 9 A.M., GREEN GROVE GARDENS, 1032 BUCHANAN TRAIL E., GREENCastle

**09**

### **FIRST RESPONDERS APPRECIATION DAY**

VOLUNTEERS WILL DELIVER DONATED ITEMS TO FIRST RESPONDERS IN FRANKLIN COUNTY

**13**

### **CVBA LUNCH & LEARN BY NORLAND AVENUE PHARMACY**

11:30 A.M. - 1 P.M., CBURG CHAMBER, 100 LINCOLN WAY EAST, CHAMBERSBURG

**14**

### **HOLIDAY MIXER**

4 - 6 P.M., LIFE CENTER AT MENNO HAVEN, 300 RIDGEVIEW, CHAMBERSBURG