



# 2022

## 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.

2022 was the first full year of our new partnership between the Chambersburg Chamber and the Greencastle Chamber under the banner of the Cumberland Valley Business Alliance. With the launch of the CVBA, we have embarked on a new chapter for our organization and for the business members we serve. Our CVBA partnership has created a larger, more comprehensive regional scope to the events and services we offer throughout each year. Much of this year's successes are directly attributable to you, our membership. Your enthusiastic engagement and participation with programs and events throughout this year is testament to the value of CVBA. The results during the past calendar year have been positive, with significantly higher attendance at CVBA events. We have improved our marketing and outreach to encompass the new broader membership and expanded the audiences of our newsletters, email blasts, social media and other communications.

We plan to build on this momentum through 2023 by enhancing our programs and value-added member services to better serve you and our broader community. We continue to grow our partnership with ChamberChoice programs such as providing up to \$5,250 of tuition reimbursement to Chamber member employees. ChamberChoice has also expanded the spectrum of business insurance and medical insurance offerings that are available to our members. Our Lunch & Learn seminars are focused on giving you timely, insightful information on how to better your business in the current economic climates and our networking programs are more tailored to connecting you with local business contacts and human resource opportunities.

CVBA membership recruitment and retention was strong and steady throughout 2022. We have successfully navigated the combination and re-branding under CVBA, with minor lingering effects of COVID business disruptions and some headwinds in the macro-economy. While we have seen some drop-off in certain business member categories, we have also had steady new member growth to offset those drops as we moved through 2022. Since fully migrating to the tiered dues investment program, there is now a unified investment message and more cohesive deployment of our member benefits.

Thanks to your overwhelming support, our overall financial health remains strong. We are well positioned to sustain our continued growth, and weather any unexpected economic uncertainties for many years to come.

Investing your valuable time with CVBA through 2023 should be more rewarding than ever. We will continue to create more efficient and effective growth strategies over the upcoming year to better serve our membership and our community.

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## 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

**Lisa Helm**, Accounting Assistant

**Sue Black**, Customer Service Representative & Heritage Center Coordinator



# HIGHLIGHTS

## STRONG MEMBERSHIP SUPPORT

CVBA gained 70 new members in 2022 for a total of 831 in the membership database. Throughout the year, we promoted more than 1,167 member event listings, which had 58,481 page views. The online business directory remained the most viewed webpage with 81,072 views. Streamlined communications were also incorporated for the CVBA membership in the form of bi-monthly newsletters, combined Cumberland Valley Business Directories, weekly email newsletters, regular e-blasts and strong social media engagement. Overall, CVBA is the top source for business news and is the largest business advocacy organization in the Cumberland Valley region.

## CVBA TOP-TIER MEMBER SUPPORT

Many of our members are embracing the opportunity to invest in CVBA as a top-tier member. In 2022, more than 20 percent of our businesses invested in CVBA at the Advocate level or above. This has enabled them to capitalize on additional marketing and networking opportunities such as advertising discounts and large-scale event tickets. Top-tier members also receive exclusive invitations to the State of the CVBA reception, Franklin County Economic Development Tour and the Executive Round Table. We appreciate their generous support.

## CVBA'S CHAMBER TIES

CVBA is a partnership between the Chambersburg and Greencastle-Antrim chambers of commerce. The alliance was created to serve as a unified voice of business in the Cumberland Valley region while supporting the individuality of each local chamber. CVBA members have access to greater benefits through the partnership from advertising discounts and business insurance to home loan savings and medical options. The last 18 months since the formation of the CVBA partnership has demonstrated that we are, collectively, stronger together.

## INCREASED SOCIAL ENGAGEMENT

The CVBA, Chambersburg Chamber and Greencastle-Antrim Chamber channeled their social media engagement on Facebook, LinkedIn and Instagram to help expand their collective reach in 2022. The CVBA Facebook page reached 1,000 followers and reached more than 106,000 people. Both the Greencastle-Antrim Facebook page and Chambersburg Chamber page gained more than 400 followers and reached an additional 123,000 people. The communications team continues to capitalize on local "news" groups on Facebook to extend their reach with LinkedIn and Instagram also demonstrating significant growth in 2022.

## EXPANDED MEMBER SERVICES

Joining CVBA gives local businesses access to exclusive services and savings. The most recent addition to the member benefits package is a mortgage savings plan through CrossCountry Mortgage. CVBA members and family are eligible to save up to \$2,198 on closing costs when buying a new home or refinancing your current loan. Our other membership perks include savings at local businesses, advertising discounts, employer sponsored health insurance, tuition reimbursement, medical insurance, commercial electricity rates and more. In 2022, our new member package grew substantially and includes a free month of radio advertising, free digital advertising and more. Each of these options offers significant discounts to business expenses that will help your business thrive.

2022

**831**  
Members

**81,072**  
Business Directory  
Online Views

**35,000**  
Alliance Cards

**225+**  
Events & Programs

**229K**  
Social Media Reach

Serving over 800 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.

# 2022 NETWORKING OPPORTUNITIES



Events are essential to the networking world, and CVBA offers a wide range of activities throughout the year. Significant events hosted in 2022 are listed below.

## AWARDS BREAKFAST

More than 220 business and community members gathered to honor individuals and businesses for their outstanding achievements at the CVBA Awards Breakfast presented by M&T Bank in March. The sold-out event included seven awards and a keynote presentation by Jesse McCree of SCPa Works. Carla Christian, executive director of the Chambersburg Memorial YMCA, accepted the ATHENA Leadership Award sponsored by F&M Trust and Jennings Chevrolet, Buick, GMC. Other award recipients included:

- Innovator of the Year: Franklin County Library System
- Nonprofit of the Year: Conococheague Institute
- Spirit of the Community: Dr. Kim Eaton
- Emerging Business Leader: Nathan Neil
- Event of the Year: Greencastle Christmas Parade
- Employer of the Year: GDC IT Solutions

## YOUNG PROFESSIONALS CONFERENCE

In April, CVBA hosted the Young Professionals Conference, a half-day professional development seminar geared toward businesspeople in Franklin County under the age of 40, and the only event of its kind in the area. Approximately 50 attendees gathered at the Franklin County Visitors Bureau as experts shared wisdom from their careers and industries on topics like management, productivity and leadership. Speakers from Chick-fil-A Chambersburg, THE8BLOCK Fitness Studio, Penn State Mont Alto and SEK, CPAs & Advisors offered valuable content and an enjoyable morning for the attendees.

## WOMEN'S CONFERENCE & EDUCATION SUMMIT

More than 120 people attended the CVBA Women's Leadership Seminar presented by F&M Trust in May. The event focused on "Leading From Where You Are" with presentations given by representatives from Greencastle Golf Club, Keller Williams Realty and One Step Closer Coaching.

In August, CVBA hosted the Franklin County Education Summit in partnership with the Chamber Foundation. The panelists discussed impactful business and education partnerships. Special thanks to the representatives from Chambersburg Area School District, JLG Industries, Greencastle-Antrim School District, Manitowoc Cranes and Waynesboro Area School District for participating.

## ECONOMIC DEVELOPMENT BREAKFAST

CVBA hosted the Economic Development Breakfast at Green Grove Gardens sponsored by F&M Trust. Six businesses were recognized for their property improvements and Mike Ross of



Franklin County Area Development Corp. delivered the keynote address. The award winners were:

- Property Improvement up to \$150K: Franklin County Housing Authority
- Property Improvement \$150K - \$500K: The Barrel House
- Property Improvement \$500K - \$1M: Greencastle-Antrim Education Foundation
- Property Improvement \$1M - \$5M: Premier HVAC Services
- Property Improvement \$10M+: Franklin County Judicial Center
- Historic Preservation: Zoeller Real Estate Company

## LEGISLATIVE BREAKFAST

A panel of four state legislators gathered to discuss issues regarding transportation, the opioid crisis, workforce shortages and more with the business community during the 7th Annual Franklin County Legislative Breakfast in October. Hosted by the five chambers of commerce on behalf of the Franklin County Government Affairs Committee and sponsored by Patriot Federal Credit Union, more than 275 people attended the event to hear from Representative Rich Irvin, Representative Rob Kauffman, Representative Paul Schemel and Representative Jesse Topper. Moderated by Clint Barkdoll, partner at Kulla, Barkdoll, & Stewart, P.C., the audience submitted questions to learn more about the progress being made on various local issues.

## YOUNG PROFESSIONAL AWARDS

The Cumberland Valley Business Alliance presented the second annual Young Professional Awards in September, honoring six individuals and one business who have demonstrated excellence in their fields as well as service to the community. Nearly 100 people gathered for dinner and the presentation of awards. Winners included:

- Samantha Ecke, Milk Bath, ATHENA Young Professional Award
- Matthew Wedd, Conococheague Institute, Educator of the Year
- Rodney B. Smith Plumbing, Heating & Cooling, Inc., Young Professional Employer of the Year
- Matt Baer, First Due Lawncare and Landscapes, Entrepreneur of the Year
- Leigh Elliott, South Central Community Action Program, Nonprofit Young Professional of the Year
- Nate Milgrim, Ledo Pizza, Rising Star Award
- Morgan Engel, Shafer Equipment Company, Volunteer of the Year

## MIXERS & RIBBON CUTTINGS

All mixers and ribbon cuttings were promoted as initiatives of CVBA with representatives from the Greencastle-Antrim and Chambersburg chambers in attendance. In 2022, we hosted 13 mixers with two regional mixers (Cinco de Mayo and the Holiday Mixer). In addition, CVBA hosted 37 ribbon cuttings that celebrated business milestones in Waynesboro, Chambersburg, Mercersburg, Greencastle and Shippensburg. All of these events and so many more are critical to connecting our members and strengthening the community - thank you for your support.

# CVBA NOTABLE NEWS



More than 250 people attended the CVBA Annual Meeting at Green Grove Gardens in December 2022. Bill Kick, Chair of CVBA Board of Directors, announced Lane Thrush, owner of i360 Property Management and realtor at Keller Williams Keystone Realty, as the 2022 Business Person of the Year. The Annual Meeting was sponsored by WellSpan Health and featured a keynote presentation by PA Chamber of Business & Industry's President & CEO Luke Bernstein. Luke spoke about the importance of working together to move PA forward in the business community.



Thank you first responders for your daily sacrifice! CVBA was proud to show our community's appreciation with an outpouring of donations and gifts for First Responders Appreciation Day presented by Corning Credit Union! Our volunteers delivered goodies including coffee, beef jerky, snacks, handwritten cards and even Instant Pots to 36 stations in Franklin County including Mercersburg, Shippensburg, Fannettsburg, Fayetteville, Greencastle, Blue Ridge Summit, Dry Run, Waynesboro, Mont Alto, Pleasant Hall, South Mountain and Chambersburg. Thank you to the many businesses and volunteers that helped to make the day a great success.



The CVBA Ambassadors continue to go above and beyond in connecting our business community. The Ambassadors help with mixers, attend ribbon cuttings, deliver plaques, check-in on members, participate in service projects and more. We have over 30 Ambassadors led by Membership Director Jordan Nace, and we appreciate all of their hard work.

Andrea Rose, Gateway Gallery Auction  
 Barry Arendt, ThinkEz IT  
 Laura Peiffer, ThinkEz IT  
 Belinda Holbert, Coldwell Banker Real Estate  
 Devin Day, Phoenix Physical Therapy  
 Erika Atherton, abc27 News  
 Grace Waller, Chambersburg Neighbors  
 Jackie Fisher, Art Sign Company of Chambersburg LLC  
 Jason Green, Occupational Services, Inc.  
 Jeremy Jamison, Ufinancial  
 Jessica Brindle, Boys & Girls Club of

Chambersburg and Shippensburg  
 Lisa Hogue, F&M Trust  
 Luca Tesselli, Blue Ridge Risk Partners  
 Lynn St. Clair, Healthy Communities Partnership of Greater Franklin County, Inc.  
 Marcos Gonzalez, Farmers Insurance  
 Mark Hollar, The Franklin Shopper  
 Matt Baer, First Due Lawncare and Landscapes LLC  
 Rudy Serafini, 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-Chambersburg  
 Stephanie Mellott, Ethers Roxbury Store  
 Wendy Crecelius, Orthopedic Institute of Pennsylvania  
 Michael Glessner, Teleplus  
 Tin Ly, Homespire Mortgage  
 Heather Rosenberry, Homespire Mortgage  
 Richelle Rotz, Rotz Brick & Block  
 Ryan O'Leary, Restoration 1 of PennMar  
 Shane Kunkleman, SCS Agency Inc.



# 2022 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.  
TB Wood's  
Wilson College

## 50+ Years

ACE Distributing  
Art Sign Company  
Bell Insurance Inc. of Chambersburg  
Brechtbill & Helman Construction Co., Inc.  
Chambersburg Auto Body  
Delamor Enterprises/  
McDonald's  
eLynxx Solutions  
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  
R. A. Hill, Inc.  
Rife Motor Company Inc.  
SEK, CPAs & Advisors  
Snaveley's Garden Corner, Inc.  
Squires Electronics & Appliances  
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  
Aerotek, Inc.  
Alpha Space Control Co., Inc.  
Antrim Dental Care, LLC  
Antrim Insurance Agency, Inc.  
Antrim Township  
B & B Grooming Center  
Baer's Sign Service, LLC  
Bartlett Tree Expert Company (Chambersburg Office)  
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.  
Chambersburg Waste Paper Company  
Coldsmith Construction Company, Inc.  
Colony House Furniture, Inc.  
Corning Credit Union  
Cumberland Valley Animal Shelter, Inc.  
Cumberland Valley Dental Care  
Cumberland Valley School of Music  
Cumberland Valley Tree Service - Landscaping  
David Black Associates, Inc.  
David H. Martin Excavating, Inc.

Decorating Den Interiors  
Dennis E. Black Engineering, Inc.  
Dependable Roofing Inc  
Down to Earth Lawn Care  
Drake Orthodontics  
Dymond Insurance & Realty  
Edward Jones - Financial Advisor: John Reinert  
Effectv  
Fayetteville Contractors, Inc.  
First Start Partnerships for Children & Families  
Folium, Inc.  
Forrester Lincoln  
Franklin County Career Tech  
Franklin County Government  
Franklin County Library System  
Franklin Logistics  
Gates Corporation  
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  
Letterkenny Industrial Development Authority  
M.S. Johnston Company, Inc.  
Main Street Tax Service  
Manpower - Central PA  
Martin and Martin, Inc.  
Martin's Famous Pastry Shoppe, Inc.  
Menno Haven  
Merakey  
Mercersburg Printing, Inc.  
Merrill Lynch Pierce Fenner & Smith, Inc  
Modnur Pharmacy Inc.  
Mower Meadows Self Storage/  
Mower Meadows Properties  
Newcomer Associates, Architecture & Engineering  
Nursery Supplies Inc.  
Occupational Services, Inc.

Ocker Accountants & Consultants  
Orrstown Bank  
Park Avenue Pharmacy, Inc.  
Patriot Federal Credit Union  
PDM Insurance Agency, Inc.  
Penn State Mont Alto Campus  
Plummer Engineering Corporation  
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  
RKL LLP Chambersburg  
Rodney B. Smith Plumbing, Heating & Cooling, Inc.  
RWR Construction, Inc.  
Salzmann Hughes, P.C.  
Sam's Flooring Inc.  
Schultheiss & Associates  
Sheetz, Inc. #392  
Sheetz, Inc. #69  
Sheetz, Inc. #76  
Shippensburg University Foundation  
Shippensburg University of Pennsylvania  
SpiriTrust Lutheran  
SpiriTrust Lutheran Home Care & Hospice  
Starr Insurance, Inc.  
Stouffer's Auto Repair, LLC  
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  
Truist  
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.

# 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 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 for their generosity and the CVBA Ambassadors group for volunteering. Special shoutout to Eters Roxbury Store for sponsoring the coffee and to our Benefactor Sponsors: Buchanan Auto Stores, Cool Hollow Financial, Herbert, Rowland & Grubic, Inc., Shalom Christian Academy, Insurance Brokers of Maryland, Triad Engineering, Inc., ULTA Beauty and Ventura Foods LLC.

## CHAMBERSFEST RECAP

ChambersFest 2022 was enjoyed by thousands in the Chambersburg community this past July with many fantastic events throughout the week like Scoop-a-Palooza, Old Market Day, 1864: The Burning of Chambersburg Reenactment, Tim & Susan Cook Memorial Race and North Square Farmers Market. The 6th Annual Restaurant Week featured more than 30 restaurants offering meal deals, special cuisine and daily prizes for patrons.

Nearly 100 runners participated in the Tim & Susan Cook Memorial Race, which paid tribute to the memories of Tim and Susan Cook, who died tragically in a car accident in 2002. The race raised approximately \$1,400 that was donated to the Tim & Susan Cook Memorial Scholarship Fund, which awards scholarships to Chambersburg Area Senior High School students who model the characteristics exemplified by the Cooks. The Chambersburg Chamber works with the Chambersburg Road Runners Club to coordinate the race. Thank you to the participants and sponsors for their continued support and ensuring this fundraiser was a great success.



## PICKLEBALLERS COMPETE IN LOCAL 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 Chambersburg, 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. Following the event, the Chambersburg Chamber donated \$1,500 to the Chambersburg Memorial YMCA. Thank you to the volunteers and sponsors for making the event a success!

## 2022 CIVIL WAR EVENTS

Civil War Seminars & Tours hosted two in-person Civil War conferences in 2022, one virtual conference and 12 virtual HISTORYtalks. The Battle of Chancellorsville: Lee's Greatest Gamble conference was hosted in Virginia this past July. It included an in-depth, multi-day tour of sites associated with the Battle of Chancellorsville and concluded at the Stonewall Jackson Death Site at Guinea Station. More than 60 people registered from 20 different states. The October conference was based in Chambersburg and focused on the cavalry in the Civil War. Nearly 40 people attended with tours led by Eric Wittenberg to Gettysburg and Brandy Station. The virtual HISTORYtalks had an average attendance of 100 people monthly via Zoom and will continue in 2023.

## HISTORY & SHOPPING

The Chambersburg Heritage Center & Gift Shop welcomed hundreds of guests to the Chambersburg area in 2022. The historic building at 100 Lincoln Way East is an interpretive center, explaining four areas of historical merit in Chambersburg and Franklin County. Visitors learn more about the frontier, architecture, transportation and the Civil War. The gift shop also offers local items like postcards, mugs, magnets and clothing. It is open Monday through Friday from 8 a.m. to 4 p.m.

# GREENCASTLE-ANTRIM DEBBY CUNNINGHAM CHAMBER OF COMMERCE EXEC. DIRECTOR

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



## 2022 HIGHLIGHTS

- 4,000 people attend Heritage Christmas festivities: Lights of Love, Heritage Christmas Tree Lighting, Heritage Christmas in the Square, Light It Up Contest, Shop Small Sweepstakes, Home Tour
- 1,000+ attendees at Sidewalk Days with more than 125 vendors
- Approx. 5,500+ local and visiting customers patronizing downtown vendors and businesses annually because of G-ACC events

## YEAR IN REVIEW

2022 in the Greencastle-Antrim Community was full of building and some was literally building and construction. Several area businesses have expanded and renovated buildings. The areas near I-81 have been under construction for the past year and new warehouses are nearing completion.

## LOCAL BUSINESS MILESTONES

Several new businesses opened their doors in the community, with a few joining the CVBA. We have enjoyed celebrating ribbon cuttings and special anniversaries at local businesses like LL Legacies, the bean & biscuit, Drayer Physical Therapy, Hidden Key Brewing Co. and others. The G-A Chamber continues to build bridges to help businesses understand the benefits of CVBA membership and appreciate the support we have received from the community.

## HOMETOWN HEROS

The 2022 Hometown Hero program started its third season with 261 Banners on display throughout the downtown representing local service personnel in all branches of the military. The banners are on display from Memorial Day to Veteran's Day. This program

builds community patriotism and honors those who represent our community while serving their country.

## EVENT HIGHLIGHTS

The annual Spring Clean Up Day was held with 40 volunteers picking up 95 bags of trash in the Greencastle-Antrim area. The program is part of the Keep PA Beautiful, and it builds a sense of pride in the community for those who participate by helping to keep Greencastle 'Green.'

The Craft Beer Wine Festival returned in 2022 after a two-year absence with 550 people attending. Summer events included the Annual Chamber Golf Tournament, 3rd Saturdays in Square and the 55th Annual Sidewalk Days. The fall featured Small Business Saturday and the CVBA Annual Meeting, which served as the G-A Chamber's Annual Meeting.

## HOLIDAY CHEER IN GREENCASTLE

The traditional Greencastle-Antrim Heritage Christmas events closed out 2022. The festivities began with a Tree Lighting Ceremony accented by light snow flurries just as the tree was lit. The two Friday nights of Heritage Christmas in the Square included visits with Santa, Horse & Wagon rides, musical entertainment, vendors and community groups sharing family-friendly activities. The Home Tour was held for the first time in two years with four properties beautifully decorated. The Light it Up contest included 13 homes entering to raise money for the Greencastle Antrim Food Pantry. The public voted for their favorites at \$1 per vote. Heritage Christmas was truly a magical experience for all.

These events have been Greencastle-Antrim traditions, and it's good to be building them back, after the interruption of a few years ago. The attendance and participation of the community show us that they are ready for these events, and we are fulfilling the G-A Chamber's mission of promoting economic prosperity and community vitality.



## 2021-22 HIGHLIGHTS

- Committed \$15,000 per year to workforce development through the Greater Chambersburg Chamber Foundation for the next five years
- Completed \$30,000 commitment to United Way's Stepping Forward Works program
- Pledged \$30,000 for scholarship funding that will train young chefs enrolled in Costa Academy
- Contributed \$10,000 to Penn State Mont Alto's LaunchBox initiative
- Supported the IceFest by jointly sponsoring a Giant Sculpture with Franklin County Area Development Corp. for \$2,500
- \$500 to New Birth of Freedom Council (Boy Scouts of America) & \$500 to ChambersFest
- Donated \$15,000 to Habitat's Women Build

## DOWNTOWN INVESTMENT

Chambersburg Area Development Corp. (CADC) is committed to investing in the revitalization of downtown Chambersburg, which includes the rehabilitation of local properties.

Chambersburg Elks Lodge #600 received a \$25,000 loan from CADC to renovate their new space at 346 Lincoln Way East in Chambersburg. During 2022, CADC loaned Chambersburg Commercial Properties LLC \$265,000 to refurbish the building at 127-129 S. Main

Street. South Main Ventures, a partnership between CADC and FCADC, is now leasing professional office suites at 20 S. Main St. in Chambersburg. The building was originally purchased from F&M Trust in 2021. The bank remains an important occupant on the first floor while moving its corporate headquarters to 1500 Nitterhouse Dr., Chambersburg.

## DEVELOPING THE WORKFORCE

The Greater Chambersburg Chamber Foundation supports the Franklin County business community by promoting leadership, citizenship and workforce development. Beginning in 2022, CADC has pledged a total of \$75,000 to support the Foundation and its workforce development initiatives. The organization's work is critical to the ongoing progress of the greater Chambersburg area and CADC is pleased to show its support.

CADC has also committed \$30,000 to Costa Academy for scholarships. The funding will be used to train high school students into aspiring chefs. The program is designed to go beyond teaching students how to cook by teaching them where food comes from, food safety and wellness, restaurant management and customer service. Students work in the kitchen, learn about various tools, utensils and equipment and how to make different kinds of foods from scratch. Dozens of students have already participated in the program.

# GUIDANCE YOU CAN COUNT ON



- Assurance
- Bookkeeping
- Consulting
- Benefit Plans
- Estates
- HR
- M&A
- Payroll
- QuickBooks
- Retirement Plans
- Succession
- Tax
- Valuation

Camp Hill | Carlisle | Chambersburg | Hagerstown | Hanover | York

# GREATER CHAMBERSBURG VIRGINIA HARRIGER CHAMBER FOUNDATION EXEC. DIRECTOR

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## 2022 HIGHLIGHTS

- 26 Foundation Events/Program Sessions
- \$16,500 in EITC Contributions funding the Technology Innovation Grant Program
- Run Your Ice Off & Log On Leash Up 5K raises \$4,800 for Leadership Franklin County scholarships
- CVBA Job Board launched in 2022 replacing FranklinCountyWorks.com
- Hosted Franklin County Education Summit featuring educator and workforce development partners
- Scoop-a-Palooza returned to CASHS raising \$8,796 along with a successful Ice Cream Trail
- 23 sophomores graduated in April 2022 from Leadership Franklin County Youth
- Michele Ford of Patriot Federal Credit Union named Leadership Franklin County 2021 Alumni of the Year
- Leadership Franklin County Community graduated 14 business professionals and welcomed three additional program mentors for incoming class of 24 students

## TECHNOLOGY INNOVATION GRANTS AWARDED

The Chamber Foundation awarded four Technology Innovation Challenge Grants in 2022 supported by business contributions from Educational Improvement Tax Credits (EITC) through the Pennsylvania Department of Community and Economic Development. The 2022 grant program was supported through generous EITC funds including \$15,000 from Orrstown Bank and \$1,500 from Truist (formerly BB&T).

As an approved Educational Improvement Organization, the Chamber Foundation used EITC dollars to fund these 2022 grants: Erica Hager of Greencastle Antrim School District for The Mathematized Classroom: Building Math Resources through Technology Focused Project Based Learning; Karrie Hefner, Greencastle Area School District for Digging Deeper: History Explored Through Recording and Production; Brittany Bard, Amy Crider & Emily Trace of Greencastle Antrim School District for Sublimation Station for Primary Learners; and Keith McCray Jr., Waynesboro Area School District for Anyone Can Code Project. Since 1999 the Chamber Foundation has funded over \$434,718 in grants from this program.

## WORKFORCE DEVELOPMENT

The new CVBA Job Board launched in early January has provided CVBA members an easy and free way to post job openings through their Membership Information Center portal. Unlike the former job board, no coupon codes are necessary and the job postings are sortable by category with more functions (maps, address); it also offers more web traffic through the CVBA site. The site has on average 55-75 jobs posted. The new job board is supported by WellSpan Health's workforce development sponsorship. Visit CVBAAlliance.org/Jobs for additional details.



## LEADERSHIP FRANKLIN COUNTY UPDATES

- Michele Ford was honored as the 2021 LFC Alumni of the Year for her efforts as race director of Run Your Ice Off 5k IceFest. Under her leadership, RYIO has grown to over 300+ participants and is a regional favorite event for serious racers as well as casual walkers.
- LFC Community class size in fall 2022 grew to full capacity and required the addition of three new program mentors. Crystal Lantz, Wilson College (2019 graduate), James Marvin, Orrstown Bank (2021 graduate) and Stephanie Strickler, Keystone Health (2021 graduate) were chosen by the existing Mentor Team. Their orientation and training occurred in the summer of 2022. Five community project teams were formed for the Class of 2023 under our expanded Mentor Team.
- LFC Youth graduated 23 students in April and a new class of 21 students began their program in May. Sessions included career exploration, public speaking and other leadership development topics

## COMMUNITY COLLABORATION

The Chamber Foundation Executive Director assisted with Chambersburg Area Senior High School & Chambersburg Magnet School senior interviews and worked with several area school districts to assist in job shadowing connections for students. Our Foundation volunteers participated in the January CASHS History Day judging panel, district advisory roles and several other coalition events focused on early childhood education, regional transportation, human services and county economic development.

The Foundation and Wilson College hosted a community Health Care Stakeholder Summit at Wilson College in October to dialogue innovative ideas for training, recruitment and retention of CNAs. Twenty-eight individuals representing health care and community partners attended and the group hopes to collaborate again in January 2023.



# DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

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



## 2022 HIGHLIGHTS

- 20 new downtown businesses
- Launched bench sponsorship program
- Extended \$90,000 food and beverage loan program
- New planters, trash cans and benches added to East Burkhart Alley
- Established third party Hometown Hero Banner program with VFW Post #1599
- Established strategic plan for The Foundry Art Market

## IMPROVING DOWNTOWN

Downtown Chambersburg Inc. was instrumental in awarding 10 facade grants in 2022 to local business and property owners. Through the program with the PA Dept. of Community and Economic Development, the program awarded \$95,000, which has contributed to nearly \$200,000 in renovations. Recipients included Master Key Properties, Spring View Properties, RES COM Properties, Second Street Development and others.

## 2022 EVENTS

Downtown Chambersburg Inc. (DCI) hosted 39 events in 2022 that attracted thousands of people to discover downtown merchants and restaurants. The largest events, the spring and fall food truck festivals, brought an estimated 8,000 people interested in sampling delicious cuisine from 30 different food trucks. In turn, participants were introduced to additional businesses in the downtown core to patronize. Other large-scale events included IceFest, Sip & Stroll, CrabFeast, Food Crawls and the New Year's Eve Potato Roll Drop.

On December 31, Martin's Famous Potato Roll Drop rung in the new year with family-friendly activities enjoyed by hundreds in Chambers Fort Park. Leading up to the event, winter lights were installed at the park thanks to Mobile Works and other local sponsors. Many downtown vendors participated in the festivities with parties, giveaways and more. Special thanks to the sponsors and volunteers who helped to launch this great new event.

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

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