



# 2018 ANNUAL REPORT



GREATER CHAMBERSBURG  
CHAMBER OF COMMERCE



# A Message from our President

It has been an exceptional year for the Chambersburg Chamber, and we are thankful for the consistent support of business and community leaders such as yourself. You'll notice in the following pages the Chamber's efforts over the past year to increase the value of your membership by adding more benefits and opportunities. The Chamber and its affiliates have also made significant community investments, and we are excited for the future.

The Chambersburg Chamber is the largest business advocacy organization in Franklin County. Our goal is to help our members prosper and to enhance the quality of life in the Chambersburg area. We hope you will continue to seek out opportunities to support your fellow Chamber members to provide the goods and services that you need for your home and business. Each of our 800+ members plays a critical role in our community; when you support them, our local economy stays strong.

We'd like to also give a special thanks to the individuals and businesses honored for their outstanding service to our community as well as the members listed on page four that have shown their commitment to the Chamber for more than 50 years. We appreciate their continued support of the Chamber and the greater community.

We are proud of the accomplishments we have made in 2018 and are excited for the future. We will continue to focus on business advocacy, economic development, workforce development and community engagement this coming year. Thank you again for your support!



*Stephen Christian*  
Stephen Christian  
President & Executive Director  
Greater Chambersburg Chamber of Commerce  
Chambersburg Area Development Corp.

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## CHAMBERTEAM

Helping our members prosper and supporting our community.

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

**Maryliz Toohig**, Finance & Human Resources Director

**Joel Black**, Membership Director

**Angela Schaeffer**, Director of Operations & Assistant to the President

**Lark Kennedy**, Communications & Marketing Manager

**Stacy Guyer**, Accounting Assistant

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

**Laiton Suders**, Administrative Assistant

**Virginia Harriger**, Executive Director of Greater Chambersburg Chamber Foundation

**Sam Thrush**, President of Downtown Chambersburg Inc.



# HIGHLIGHTS

## STRONG MEMBERSHIP SUPPORT

The Chambersburg Chamber continues to represent a strong membership base as the largest business advocacy organization in Franklin County. We gained 69 new members in 2018 and retained approx. 86 percent of our existing membership. We hope our members will continue to support each other through the many Chamber communications and events, which will help drive a vibrant economy. Thank you for your membership!

## FRANKLIN COUNTY LEGISLATIVE BREAKFAST

We partnered with all the chambers of commerce in Franklin County for the third year to bring the community a venue to hear from our state legislators. With more than 180 people in attendance, many business and community leaders were informed of upcoming legislative issues and public policy. These included workforce development, budgetary concerns and reform for workers' compensation.

## MEMBER SERVICES GROW

The Chambersburg Chamber partners with a number of businesses and organizations to provide services that are an exclusive benefit for our members. New this year included comprehensive group medical insurance, which offered affordable group health insurance for employee groups as small as two. Other services also include ChamberChoice, ChamberPlus Business Insurance Program, Kinect Energy Group and Franklin County Works. Each of these options offer significant discounts to business expenses that will help your business thrive. Learn more at [Chambersburg.org/MemberServices](http://Chambersburg.org/MemberServices).

## FIRST RESPONDERS APPRECIATION DAY

The 11/30 Network, an initiative of the Greater Chambersburg Chamber of Commerce, deployed 11 young professional volunteer groups to deliver care packages during the First Responders Appreciation Day in December. More than 30 care packages were delivered to first responder stations in Franklin County. Thank you for your service!

## SIP AND SAVOR: FOR YOUR EYES ONLY

Our signature fundraising event, Sip & Savor, had 140 people in attendance. This formal food and wine pairing featured a James Bond themed evening with auctions, networking, games, prizes and live entertainment. Following the main event, the celebration continued with an After Party featuring a DJ, photo booth and cash bar. Special thanks to the many local businesses that contributed through sponsorships, donations and volunteering!

2018

800+  
Members

54,000

Business Directory  
Online Views

35,000

Chamber Cards

135+

Events & Programs

400K

Social Media Reach

5 STAR ACCREDITED  
★ ★ ★ ★ ★

The Chambersburg Chamber is recognized by the U.S. Chamber of Commerce as a five-star accredited chamber and is ranked among the top 1% of chambers nationwide.

This designation is achieved through quality business practices, outstanding contributions to the community, exceptional leadership and support of the principles of free enterprise.

# CHAMBER RECOGNIZES EXCELLENCE

In 2018, the Chambersburg Chamber honored six individuals and five businesses for their outstanding accomplishments in our community.

More than 450 people joined the Chamber in recognizing the below members for their exceptional contributions. Both events, the Annual Awards Breakfast and Annual Meeting, were a major success thanks to the support of our Chamber members.

- ATHENA Leadership Award to Janet Pollard of Franklin County Visitors Bureau
- Business Person of the Year to Jim Martin of Martin's Famous Pastry Shoppe, Inc.
- Property Improvement - Rehabilitation over \$500,000 to The Shook Home and the Quarters at the Shook
- Property Improvement - Historic Preservation to The Franklin County Library System
- Property Improvement - Historic Preservation Honorable Mention to Drawbaugh Development
- Environmental Sustainability Award to the Landscaping and Horticulture program at the Franklin County Career and Technology Center
- Innovator of the Year to Dr. David J. Ludwick, M.D. of Ludwick Eye Center
- Nonprofit of the Year to South Central Community Action Programs
- Young Professional of the Year to Morgan Neuburger
- Volunteer of the Year to Angela Quigley
- Spirit of the Community Award to Penny Shaul



## ANNUAL AWARDS BREAKFAST

Award winners honored in April at the Chambersburg Country Club. For more details, visit [Chambersburg.org](http://Chambersburg.org).



## BUSINESS BREAKFAST: ANNUAL MEETING

Family and co-workers at Martin's Famous Pastry Shoppe, Inc. stand with Jim Martin at the Annual Meeting.

# 2018 MEMBER MILESTONES

### 75+ Years

*CenturyLink  
Chambersburg Area School District  
Charles W. Karper, Inc.  
F&M Trust  
Frank B. Leshar Company  
Gabler Trucking Inc.  
Ludwigs Jewelers, Inc.  
Lyons and Company  
M & T Bank  
Olympia Candy Kitchen  
Public Opinion  
Sharpe & Sharpe, LLP  
Shively Motors, Inc.  
T B Wood's Incorporated  
Wilson College*

### 50+ Years

*ACE Distributing  
Art Sign Company of Chambersburg, LLC  
Aushman Brothers Real Estate, Inc.  
Brechtbill & Helman Construction Co., Inc.  
Chambersburg Auto Body  
eLynxx Solutions  
In & Out Beverage  
Jennings Chevrolet Buick GMC  
Jennings Value Center  
Johnnie's Restaurant & Hotel Service, Inc.  
Ken Shadle Aluminum Products, Inc.  
Knouse Foods Cooperative, Inc.  
Lewrene Interiors  
McCleary Oil Company Inc.  
New Enterprise Stone & Lime Co., Inc.  
Nitterhouse Masonry & Hardware Supply*

### 50+ Years

*Noelker and Hull Associates, Inc.  
Penn National Resort Community  
Plasterer's Florist and Greenhouses  
R. A. Hill, Inc.  
Ralph M. Feldman  
Rife Motor Company Inc.  
Schlichter Financial Services  
SEK, CPAs & Advisors  
Strickler Agency, Inc.  
Summit Health  
SunnyHill Properties Inc.  
The Butcher Shoppe  
Thomas L. Geisel Funeral Home, Inc.  
Totem Pole Playhouse  
Valley Agency Company*

## 2018 HIGHLIGHTS

- Contributed \$100,000 to the Chambersburg Borough for the Central Parking Lot.
- Reinvested in the Chambersburg Country Club Friends for \$25,000.
- Donated \$10,000 of \$50,000 commitment to the campaign for the Coyle Free Library
- Completion of the third year financial commitment to United Way's Stepping Forward Works program (\$30,000 total)

## STRATEGIC PLAN

Chambersburg Area Development Corp. made several major contributions and substantial strides in fulfilling its Strategic Plan that will inspire the next generation of leaders. The strategic plan focuses on building projects, workforce development, maintaining Chamber support, providing a match for infrastructure upgrades in downtown Chambersburg, investment programs, downtown home ownership and membership.

The top priority remains building up the balance sheet to ensure long-term financial stability. One of the most



significant initiatives was setting aside a \$1,000,000 loan development fund designated to support entrepreneurial projects that will leverage investment and create new businesses/jobs. Several of these loans are active with tangible results expected in 2019.

During 2018, CADC remained a strong advocate in the community as it contributed to many important programs (some listed above). Notable contributions also included monetary donations to the Capitol Theatre for sound and lighting upgrades, a \$1,000 donation to Building Our Pride in Chambersburg, \$1,500 sponsorship to the Franklin County High School Business Challenge and more.

For nearly 60 years, CADC has supported local economic development through business parks and managing properties. Currently, its six properties generate nearly \$250,000 in local taxes. The businesses within the parks CADC has developed employ thousands and generate millions of dollars in tax revenue that supports our community.



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# GREATER CHAMBERSBURG VIRGINIA HARRIGER CHAMBER FOUNDATION EXEC. DIRECTOR

717-264-7101 ext. 205 | gharriger@chambersburg.org | Chambersburg.org/ChamberFoundation | FranklinCountyWorks.com

## PROGRAM HIGHLIGHTS

- The 32nd Leadership Franklin County (LFC) Community Class graduated 19 students
- 23 students completed the LFC Youth program
- The Foundation partnered with Chambersburg Area School District and launched the Educator in the Workplace program through a grant awarded by SCPa Works
- More than 171 students attended the Franklin County Career and Technology Center Middle School Open House hosted in partnership with the Community Education Coalition.
- Nearly \$7,000 was awarded to local teachers for innovative technology projects in the classroom.

## LFC GRADUATES 32ND CLASS

Leadership Franklin County (LFC) celebrated the graduation of its 32nd Community program in May 2018. The class was comprised of 19 emerging and seasoned professionals with diverse backgrounds. In addition to learning about their community and meeting county leaders throughout the course, the class also completed community service projects for local nonprofits. Since 1986, more than 630 area residents have graduated from LFC Community, which was developed to produce well-informed, motivated leaders who are willing and capable of working together for the betterment of Franklin County. What started as a Chambersburg-only program is now countywide with a Youth program (started in 2009), active Alumni group and individual leadership development programs.

## ALUMNI OF THE YEAR HONORED

Eric Alleman was honored in May 2018 as the Leadership Franklin County 2017 Alumni of the Year. Eric is a 2011 graduate of the LFC Community Program and has made great contributions to the community since that time. Spurred on by his team's community service project at creating the scavenger hunt at IceFest, Eric continues to volunteer at IceFest each year with the Polar Plunge Dunk Tank and the Run Your Ice Off 5k. Through his efforts at IceFest, funds are raised for the Leadership Franklin County Alumni Scholarship, Relay for Life, Downtown Chambersburg Inc., the Downtown Business Council and the Chambersburg Council for the Arts as well as providing wonderful supporting events for the state's largest ice festival. Eric is passionate in his support of Relay for Life chairing both the Franklin County



Golf Tournament Fundraiser and the Annual Relay for Life. Under his leadership the Chambersburg Relay has almost doubled the amount raised from around \$40,000 to over \$70,000 in 2017. With his wife Kelly, he has also become active in the MS Walk in Harrisburg each year. In his professional life Eric is currently the Regional Sales Manager for ACNB Bank.

## TECHNOLOGY GRANTS AWARDED

The Chamber Foundation awarded nearly \$7,000 in grants in December 2018 through the Educational Improvement Tax Credit program.

Tatiana Jacobs, Tonya Fox and Kelly Soltroff from Scotland Elementary, Chambersburg Area School District, received \$4,550 for their Recycled Races STEAM initiative. Third grade students will use Chromebooks to research the country Senegal and their culture, which finds value in recycled and repurposed materials. This research will provide inspiration for the students to then research, design and build racers with recycled materials they will collect. Recycled Racers STEAM Initiative as well as follow-up STEAM projects will foster engineering and technological literacy among the students to help them understand the world in which we live and interact daily. Three 3rd grade teachers and approximately 80-90 students will be affected by this program.

Angel Cornell of Chambersburg Area Senior High School, Chambersburg Area School District, received \$2,200 for a Virtual Peer Mentoring Through Technology initiative. Virtual Peer Mentoring Through Technology will partner students at Chambersburg Area Senior High School in grade 9 English Language Arts (ELA) class with pre-service English Language Arts teachers at Shippensburg University who are enrolled in Introduction to English Language Arts Education. The Shippensburg University students will offer additional peer review/editing opportunities and mentoring to provide feedback regarding students' writing skills to help them further enhance their overall writing abilities. Technology will allow all 9th grade students to make personal and virtual connections with college students through an innovative, virtual college-like environment. The program will be piloted with one class of ninth grade students with the plan to expand to additional classes in the future.

# DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

717-264-7101 ext. 204 | [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org) | [DowntownCburg.com](http://DowntownCburg.com)



## DOWNTOWN GROWTH

Downtown Chambersburg Inc. (DCI) continues to support investment in the heart of our town while striving to bring more visitors to shop, dine and explore its unique assets. Downtown revitalization efforts continue to be developed and implemented. The increased investment seen through 2018 has served to increase traffic to businesses as well as attract new businesses.

In 2018, the Franklin County Government unveiled its \$67 million project of renovating and expanding the Franklin County Courthouse in downtown. The Borough of Chambersburg also completed \$9 million worth of investment in its new Utility Addition. The year also witnessed the completion of the 11/30 Visitors Center on the square (\$1.7 million) as well as progress on the Rose Rent Loft project. These large-scale investments continue to impact the revitalization of the downtown core.

DCI contributed to this movement through hosting events and festivals. The largest of these, IceFest, brought approx., 15,000 people, serving to put Chambersburg on the map. Small Business Saturday also attracted hundreds of shoppers to support small businesses during the holiday shopping season. Other events hosted by DCI included Pop-up Beer Gardens, Second Saturdays, and artist events handled by The Foundry. Each event has contributed to a vibrant downtown community.

## LOOKING AHEAD

In 2018, Sam Thrush, president of DCI, hosted PA Department of Community and Economic Development's Deputy Secretary Vilello, his staff and local community leaders on a tour of downtown Chambersburg. During the event, Sam covered topics such as: what downtown has, investments made/ planned and opportunities.

Investments highlighted included the 11/30 Visitors Center, Coyle Free Library, Central Parking Lot, Rhodes Drive Green Street, Grant Street Loft and others. The Deputy Secretary noted that the significant redevelopment of downtown Chambersburg is something to strive for in other communities. To help channel this momentum, Downtown Chambersburg Inc. is actively seeking partners and contributors to help continue this investment. Individuals interested in donating their time, sponsoring or assisting in other ways, please contact Sam at 717-264-7101 or [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org).

*Serving the Chambersburg community for nearly 40 years.*

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Greater Chambersburg  
Chamber Foundation

Downtown  
Chambersburg Inc.

Cumberland  
Valley Regional  
Development Corp.

Community  
Development  
Corp.

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Questions? Contact us!

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GREATER CHAMBERSBURG  
CHAMBER OF COMMERCE



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