



# 2019 ANNUAL REPORT



GREATER CHAMBERSBURG  
CHAMBER OF COMMERCE





# A Message from our President

It's been another exciting year at the Chamber, and we're grateful for the support of business and community leaders such as yourself. As a member-based organization, we remain focused on our mission statement, which is "We exist to help our members prosper and to enhance the quality of life in the Chambersburg area." Everything we do at the Chamber is with you, our members, in mind.

We continue to build benefits, events and programs to ensure our members are being served and getting the most from their membership. In the past year, our Chamber team has promoted more than 145 events and programs. These have included 20 ribbon cuttings, 12 mixers, 12 Lunch and Learns, 36 young professional events and more than 30 special events and programs.

In the following pages, you'll learn more about our member benefits and the recent accomplishments of the Chamber and its affiliates. I encourage you to look for more ways to maximize your Chamber membership and support your fellow members. We have a wide variety of events and programs so every business can find ways to leverage their membership to fit their business model.

The Chambersburg Chamber is the largest business advocacy organization in Franklin County. Our goal is to augment the benefits of membership and remain a strong advocate for the business community. Each of our members play a critical role in our community; when we support each other, our local economy stays strong.

We are proud of our 2019 accomplishments and will continue to focus on workforce development, business advocacy, economic development and community engagement. Thank you for your support!



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

## 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

**Jordan Nace**, 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

## MEMBER SERVICES GROW

Offering exclusive business services to our members is an important element of a chamber of commerce. New in 2019 was the announcement of the comprehensive group medical insurance that offered affordable health insurance for employee groups as small as two. Coming in 2020 is a Direct Primary Care option. Other member services include ChamberChoice, ChamberPlus Business Insurance Program, World Kinect Energy and Franklin County Works. Each of these options offer significant discounts to business expenses that will help your business thrive.

## STRONG MEMBERSHIP SUPPORT

The Chambersburg Chamber continues to represent a strong membership base as the largest business advocacy organization in Franklin County. We gained 45 new members in 2019 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!

## SIP AND SAVOR: FIRE & ICE

Our signature fundraising event, Sip & Savor, had 110 people in attendance during the wine and food pairing experience. Guests enjoyed soothing jazz music, an elegant atmosphere of lights and mirrors, networking, auctions, games and prizes. Special thanks to the many local businesses that contributed through sponsorships, donations and volunteering! In April 2020, a new, revitalized event - Chamber Uncorked - will offer a Willy Wonka theme with delicious food, wine and spectacular decorations. Find more details at [Chambersburg.org/Events](http://Chambersburg.org/Events).

## 5TH ANNUAL FIRST RESPONDERS APPRECIATION DAY

The 11/30 Network, an initiative of the Chambersburg Chamber, delivered \$5,000 worth of donations in the form of care packages to 37 first responders stations in Franklin County. Approximately 20 volunteers joined the young professionals group in delivering the care packages in December. Special thanks to the 40+ businesses that donated to the cause.

## FRANKLIN COUNTY LEGISLATIVE BREAKFAST

For the fourth year, we partnered with the Franklin County chambers of commerce to host the popular Legislative Breakfast. The sold-out event was attended by Sen. Doug Mastriano, Sen. Judy Ward, Rep. Rob Kauffman, Rep. Paul Schemel., Rep. Johnathan Hershey and Rep. Jesse Topper. Workforce development, education, minimum wage laws and more issues were covered by the panel, which was moderated by Gene Barr of the PA Chamber of Business & Industry.

2019

750+  
Members

68,570

Business Directory  
Online Views

35,000

Chamber Cards

145+

Events & Programs

328K

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 2019, the Chambersburg Chamber honored six individuals and five businesses for their outstanding accomplishments in our community.

More than 470 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 Karen Johnston of Healthy Communities Partnership
- Business Person of the Year to Michael Kalathas of The Orchards
- Property Improvement - Rehabilitation up to \$150,000 to Penn National Golf Course Community
- Property Improvement - Rehabilitation up to \$150,000 Honorable Mention to Klenzing's Garden Center
- Property Improvement - Rehabilitation \$150,000 to \$500,000 to SunnyHill Properties
- Property Improvement - Rehabilitation \$1M to \$5M to Grant Street Loft
- Property Improvement - Rehabilitation over \$5M to Menno Haven's Rehabilitation Center
- Property Improvement - Historic Preservation to Franklin County Visitors Bureau
- Environmental Sustainability Award to David H. Martin Excavating, Inc.
- Innovator of the Year to Jesse Whitney, WellSpan Health - Formerly Summit Health
- Nonprofit of the Year to Healthy Communities Partnership of Greater Franklin County
- Young Professional of the Year to Blake Truman
- Spirit of the Community Award to Patti Nitterhouse



## 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

Michael Kalathas honored as the 2019 Business Person of the Year with Chamber Chair Kim Crider and Chamber President Stephen Christian.

# 2019 MEMBER MILESTONES

### 75+ Years

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  
Wilson College

### 50+ Years

ACE Distributing  
Art Sign Company of Chambersburg, LLC  
Ausherman Brothers Real Estate, Inc.  
Bell Insurance Inc.  
Brechtbill & Helman Construction Co., Inc.  
The Butcher Shoppe  
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.

### 50+ Years

New Enterprise Stone & Lime Co., Inc.  
Nitterhouse Masonry & Hardware Supply  
Noelker and Hull Associates, Inc.  
Penn National Resort Community  
Plasterer's Florist and Greenhouses  
R. A. Hill, Inc.  
Rife Motor Company Inc.  
Schlichter Financial Services  
SEK, CPAs & Advisors  
Strickler Agency, Inc.  
SunnyHill Properties Inc.  
Thomas L. Geisel Funeral Home, Inc.  
Totem Pole Playhouse  
Valley Agency Company  
Waynesboro Construction Company  
WellSpan Health - Formerly Summit Health



## 2019 HIGHLIGHTS

- Contributed \$5,000 to Chambersburg Area School District Foundation's Leaping for Literacy Campaign
- Invested \$5,000 to NETwork Ministries for infrastructure improvements
- Donated \$10,000 of \$50,000 commitment to the campaign for the Coyle Free Library
- Committed \$35,000 to United Way's Stepping Forward Works program

## COMMUNITY IMPACT

Chambersburg Area Development Corp. (CADC) invested heavily in the greater Chambersburg community in 2019, through both business-related initiatives and supporting local charities. By distributing its contributions across a wide variety of organizations, causes and companies, CADC maximized their local impact for the year.

CADC's net worth of \$13.1 million has allowed it to focus on new and continuing development projects. In the business community, CADC in partnership with Franklin County Area Development Corp. oversaw the structuring of the \$7 million sale of the former Danfoss manufacturing

facility to F&M Trust, initiating a project that will continue to be profitable for the many local organizations involved. Accompanying this deal is the anticipated purchase of F&M Trust's headquarters on the square in Chambersburg, an acquisition with great potential for future development.

Over the last year, CADC maintained its long-standing involvement in charitable giving with a number of investments, the largest of which were dedicated to United Way of Franklin County and the Coyle Free Library. 2019 featured a \$35,000 contribution to United Way's Stepping Forward Works program, which led to CADC's recognition as the recipient of the United Way Corporate Leadership Award. In addition, a \$10,000 installment was given as part of a \$50,000 commitment to the campaign for the Coyle Free Library's rooftop terrace.

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

Since 1960, CADC has invested in real estate throughout the community and developed four business and commercial parks. In all, the businesses and industries provide more than 3,000 jobs. Today, CADC's buildings produce revenue that is used to advance CADC's mission to enhance the economic health of the community. For more information, visit [Chambersburg.org/CADC](http://Chambersburg.org/CADC).

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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

- Scoop-a-Palooza had a record attendance of 1,600+ attendees
- LFC Youth celebrated its 10th Anniversary
- Community Education Coalition (CEC) announced workforce development partnership
- The 33rd Leadership Franklin County (LFC) Community Class graduated 10 students
- 23 students completed the LFC Youth program
- The Foundation partnered with Chambersburg Area School District and completed the Educator in the Workplace grant program
- 450+ students and parents attended the Career Expo coordinated by CEC.
- \$5,600 awarded to local teachers for innovative technology projects.

## LFC GRADUATES 33RD CLASS

Leadership Franklin County (LFC) Community, an initiative of the Greater Chambersburg Chamber Foundation and sponsored by Salzman Hughes, P.C., celebrated the graduation of its 33rd Community program in May 2019. The class of 10 community members spent nine months gaining leadership skills, insight into local nonprofits and learning about their community. Since 1986, more than 640 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

The Chamber Foundation also recognized Bill Dann as the 2018 LFC Community Alumni of the Year for his exceptional volunteer service in Franklin County. He continues to demonstrate his leadership abilities as president of the Chambersburg Road Runners Club, a coach of the cross-country team at Chambersburg Area Senior High School and as a race director of the Chambersburg Half Marathon. In these roles, he has helped raise more than \$14,000 annually for high school scholarships as well as additional funds for local nonprofits. After a long career with Century Link, Bill



joined RJE Telecom in 2018.

## 10TH ANNIVERSARY LFC YOUTH CLASS OF 2019

A group of 23 high school sophomores graduated from the Chamber Foundation's Leadership Franklin County (LFC) Youth program in 2019. The tenth anniversary class graduated with the tools to help them emerge as leaders in their schools, communities and personal lives.

At the ceremony, the sophomores from nine schools in Franklin County celebrated their accomplishments and reviewed their community service projects that were focused on Healthy Communities Partnership (HCP) of Greater Franklin County's "Be Kind" initiative.

Endorsed by all school districts in the county, LFC Youth aims to create a community of young people who are actively engaged in responsible, ethical and effective leadership. The curriculum is built around team-building exercises, sessions on leadership, communication, ethics and personal accountability, community awareness, time management, diversity and goal setting.

Thanks to a generous sponsorship from Wilson College, the program is offered at no cost to the students. The youth leadership sessions were held one school day each month from May through April. Class members were from public and private schools including Shippensburg Area High School, Waynesboro Area High School, James Buchanan High School, Shalom Christian Academy, Greencastle-Antrim High School, Fannett-Metal High School, Chambersburg Area Senior High School, Chambersburg Career Magnet School and Cumberland Valley Christian School.

## SCOOP-A-PALOOZA SUCCESS

More than 1,600 people kicked-off summer with an endless supply of delicious ice cream at the 10th Annual Scoop-a-Palooza in July. The event is the Greater Chambersburg Chamber Foundation's signature fundraiser with all-you-can-eat ice cream, kids' activities and more. This is the Foundation's largest fundraising event and supports the organization's leadership and workforce development programs in Franklin County.



# DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

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## CHANGES IN DOWNTOWN

In 2019, Downtown Chambersburg Inc. (DCI) supported investment in the downtown core by driving traffic to its restaurants and vendors. With the growing challenges of retail, DCI worked to promote and market local businesses through a variety of channels. This included traditional social platforms with Facebook (11,000 followers) and Instagram (3,200 followers) as well as various media outlets. DCI also released its first promotional video, which has been viewed more than 31,000 times. The marketing of downtown merchants is critical to the prosperity of downtown and central to the mission of DCI.

Throughout the year, investment has remained strong as DCI has actively sought to recruit tenants to fill upcoming vacancies, assist small businesses and direct developers to new opportunities. Despite the closing of several businesses, DCI is excited to welcome

several new businesses in 2020 including Black & Blush Boutique, Vanity Parlor, Mikey's Mini Donuts, Beam Graphix and Sweet Rollers. With grant funding secured in 2019, small businesses now can receive up to \$5,000 for façade improvements thanks to a \$50,000 grant from PA Dept. of Community and Economic Development. DCI has also closely monitored the progress of construction projects such as the Rose Rent Lofts, Franklin County Courthouse and others. Large and small-scale investments will continue to impact the revitalization of the downtown core moving forward.

If you are looking to help DCI leverage these investments, or you are looking for branding opportunities, DCI has a variety of sponsorship and contribution options. These include supporting The Foundry Artist Co-op, volunteering at events like the Duck Derby, CrabFeast and Summer Movies or providing in-kind assistance or financial contributions. Please contact Sam Thrush for more details (contact info above).

## 2019 EVENT REVIEW

Thank you to all of our 2019 event sponsors! Crabfeast was our largest ever, and Duck Derby saw increased ticket sales thanks to valuable partnerships with various nonprofit organizations. Small Business Saturday in November had more than 20 participating businesses and gave away more than \$2,500 in Downtown Dollars. DCI also hosted four Summer Movie events and multiple Pop-Up Beer Gardens. Special thanks to all of the volunteers and sponsors for their dedication and support of these activities.

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# GREATER CHAMBERSBURG CHAMBER OF COMMERCE

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Chambersburg Area  
Development Corp.

Greater Chambersburg  
Chamber Foundation

Downtown  
Chambersburg Inc.

Cumberland  
Valley Regional  
Development Corp.

Community  
Development  
Corp.

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Heritage Center  
Condo  
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Questions? Contact us!

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CHAMBER OF COMMERCE



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