

FEB 20

THE OUTLOOK



**NEW EVENT
CHAMBER
UNCORKED**

**2019 BIZ
PERSON OF
THE YEAR**

Helping our members prosper and supporting
our community.



GREATER CHAMBERSBURG
CHAMBER OF COMMERCE

717-264-7101 | Chambersburg.org

BOARD OF DIRECTORS

Luke Martin

SEK, CPAs & Advisors - Chair

Kim Crider

Optavia - Immediate Past Chair

Michael J. Connor

Walker, Connor & Spang, LLC - Treasurer

Pat Abbott

Strickler Insurance Agency - Secretary

Angela Quigley

SEK, CPAs & Advisors - DCI Chair

Robin Russell

Manpower - Foundation President

Eric Foreman

Patriot Federal Credit Union - CADC Vice President

Carlos Perez

CPA Wireless Boost Mobile

Jeff Truhan

The Shook Home

Brad Evans

Bartlett Tree Expert Company

Angela Lynch

Chambersburg Area School District Foundation

Bill Boltz

ULTA Beauty

Jake Naugle

Patriot Federal Credit Union

Camilla Rawleigh

Wilson College

Van Gray

GearHouse Brewing Co.

Brian Wise

BWise Manufacturing, LLC

Carla Christian

Chambersburg Memorial YMCA

Adam Donius

Chick-fil-A

Theresa DiLoreto

SpiriTTrust Lutheran

David Grant

Keystone Health

Jocelyne Melton

Baxter Group, Inc.

NEW MEMBERS

The Greater Chambersburg Chamber of Commerce extends a warm welcome to its new members and would also like to congratulate the following members for their anniversaries. Together, we can help everyone prosper and enhance the quality of life in the region.

Manufacturers

Cattini North America Corp

Cristian Moretti
1690 Opportunity Avenue
Chambersburg, PA 17201
(717) 262-2120
cristian.moretti@cattinina.com

Heating, Ventilation, & Air Conditioning - HVAC

Johnston's Heating & Cooling, LLC

Sandra Johnston
653 Lincoln Way West
Chambersburg, PA 17201
(717) 504-2613
Johnstonhvacllc@gmail.com

Business Consultants

MANTEC

Doug Keith
600 North Hartley Street, Suite 100
York, PA 17404
(717) 843-5054
Mantec.org
wilsonla@mantec.org

Business Services

STREAMS Consultancy LLC

Dennis Koontz
Chambersburg, PA 17201
(717) 729-2492
koontzinc@comcast.net

Churches

Overflow Community Church

Doug Lehman
642 Lincoln Way West
Chambersburg, PA 17201
(717) 264-3890
OverflowCC.org
occ.chambersburg@gmail.com

Warehousing

Procter & Gamble

Asia Wells
9300 Olde Scotland Road
Shippensburg, PA 17257
(717) 599-0848
Us.Pg.com
wells.a.5@pg.com

Physical Therapy

Pivot Physical Therapy

Darby Koller
580 Walker Road, Suite C
Chambersburg, PA 17201
(717) 586-3531
www.pivotphysicaltherapy.com
dkoller@pivoths.com

FEB MEMBER MILESTONES

30 Years

Gates Corporation
PDM Insurance Agency, Inc.

Clubhouse Kidz
Childcare Center

10 Years

Pure Water Technology

Campbell Insurance & Investments, LLC - Allstate

Grant Street Loft
Heck's Diesel Tech, LLC
Klenzing's Garden Center

25 Years

Franklin County Library System

5 Years

Humphrey's Cleaning Service

Pinnacle Health
Women's Cancer Center Chambersburg

15 Years

American Heart Association Franklin/Fulton Division

1 Year

Baymont Inn & Suites by Wyndham

PRESIDENT'S MESSAGE



It's great news when your eye doctor says you have 20/20 vision, and 2020 with the Chamber is looking great as well! Our vision for the new year includes a wealth of opportunities that will allow our members and stakeholders to truly benefit from their relationship with the Chamber.

As we embrace the upcoming decade, we've set our sights on helping your business thrive through exciting new events and marketing programs. By focusing on member engagement, improved outreach and innovative programs, the Chamber is looking to achieve better results and stronger business connections for the community. Among these initiatives are our new Chamber Podcast, an updated and refreshed website, a broader social media marketing footprint and improved member communications.

The Chamber's 2020 calendar is packed with opportunities as well, starting with our Chamber Awards Breakfast on March 12. We will distribute several new awards and enjoy a keynote address by Dr. Achampong, chancellor of Penn State Mont Alto. In April, the Chamber will host its revitalized signature fundraising event, "Chamber Uncorked," featuring a "Willy Wonka" theme with games, auctions and more. This year will also include several brand new events: an Economic Development Breakfast, the Franklin County Education Summit and an Economic Development Tour. Many well-known favorites will return, from Duck Derby downtown to Leadership Franklin County programs. There are more opportunities to engage with your fellow Chamber members than ever, and I encourage you to take advantage of them.

I hope you foresee a brighter, more prosperous year for your business with the help of 2020 vision and the Chamber!

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

Affordable business insurance featuring enhanced coverages — plus the opportunity to earn a dividend.



Learn how, as a member of the Greater Chambersburg Chamber, you could earn an all-lines* dividend by placing your insurance with Penn National Insurance.

*except bonds and umbrella

Call this member agency today!



www.pennnationalinsurance.com



800-503-8908 • www.stricklerins.com

CHAMBER TEAM

Stephen Christian

President of Greater Chambersburg Chamber of Commerce
Executive Director of Chambersburg Area Development Corp.
schristian@chambersburg.org

Jordan Nace

Membership Director
jnace@chambersburg.org

Maryliz Toohig

Finance & Human Resources Director
mtoohig@chambersburg.org

Angela Schaeffer

Director of Operations & Assistant to the President
aschaeffer@chambersburg.org

Lark Kennedy

Communications & Marketing Manager
Civil War Seminars Coordinator
lkennedy@chambersburg.org

Stacy Guyer

Accounting Assistant
sguyer@chambersburg.org

Sue Black

Customer Service Representative & Heritage Center Coordinator
receptionist@chambersburg.org

Laiton Suders

Administrative Assistant
lsuders@chambersburg.org

Virginia Harriger

Executive Director of Greater Chambersburg Chamber Foundation
gharriger@chambersburg.org

Sam Thrush

President of Downtown Chambersburg Inc.
sthrush@chambersburg.org

Our Mission:

We exist to help our members prosper and to enhance the quality of life in the Chambersburg area.



2019 BUSINESS PERSON OF THE YEAR



The Greater Chambersburg Chamber of Commerce announced Michael Kalathas, head chef and proprietor of **The Orchards**, as the 2019 Business Person of the Year during its Annual Meeting on December 19 sponsored by **WellSpan Health – Formerly Summit Health**.

Mike was chosen for this honor by a committee of business and community leaders because of his professional leadership and business accomplishments that have served to positively impact the community. Given annually, the award is designed to honor business leaders with long-term contributions to their profession and the area at-large.

“Mike Kalathas and his family have created a thriving business and are constantly serving those in need,” said Kim Crider, 2019 chair of the Greater Chambersburg Chamber of Commerce Board of Directors. “We are honored to present this award to him and appreciate the work he does on a daily basis for local businesses, nonprofits and civic organizations.”

The Kalathas family has owned and operated The Orchards since its opening in 1994 where they have built a tradition of fine dining. Mike, a graduate of The Culinary Institute of America, has continually looked at The Orchards' business model, and has transformed its marketing strategy and made capital improvements within the restaurant to make it one of the finest restaurant establishments in south-central Pa.

Mike's vision led to the formation of the COSTA Academy in 2016. The program works with the Chambersburg Career Magnet School to create a long-term center that can meet the needs of foodservice operations in the

region. Mike is committed to this program that offers short-term employment and long-term career success for its students.

“We have worked with Mike on many occasions for the Chamber and Chambersburg Area Development Corp. (CADC) and are thrilled to present this award to him today,” said Steve Christian, president of the Greater Chambersburg Chamber of Commerce. “Mike's vision, leadership and giving nature are exceptional; we appreciate all he's done to support the business community.”

Today, Mike volunteers a significant amount of his time to serving on committees in the area, especially those that help children and families in distress. He has also served eight years on the board of CADC and works with the Chambersburg Chamber to share his insight on a regular basis.

Grand Sponsor:



Premier Sponsors:



Table Sponsors: 1st Ed Credit Union, ACNB Bank, BB&T, Boyer & Ritter LLC, Brechbill & Helman Construction Company, Inc., F&M Trust, Herbert, Rowland & Grubic, Inc., Keystone Health, LCSi Lehman Construction Services, Inc., ManorCare Health Services, Menno Haven, Orrstown Bank, Patriot Federal Credit Union, Penn National Golf Course Community, Shippensburg University, SpiriTrust Lutheran, SEK, CPAs & Advisors, Wilson College

Patron Sponsors: Bartlett Tree Expert Company, B Wise Manufacturing LLC., Cumberland Valley School of Music, Dennis E. Black Engineering, Inc., Franklin County Free Press, Ghost Writer, Newcomer Associates architecture + engineering, Penn State Mont Alto, SunnyHill Properties Inc., Quincy Village, The Shook Rehabilitation & Wellness Center, Triad Engineering, Inc.

Chamber Awards Breakfast to Kick-Off 2020



The Chamber will honor several of its members for their accomplishments in 2019 at the Chamber Awards Breakfast presented by **M&T Bank** on Thursday, March 12 from 7 to 9 a.m. at the **Chambersburg Country Club**, 3646 Scotland Road. Honors include the international ATHENA Leadership Award, Employer of the Year, Event of the Year, Nonprofit of the Year and others. ****Please note the date has been changed to March 12 with a snow date of March 19.**

Our featured speaker, Dr. Francis Achampong, chancellor of **Penn State Mont Alto**, will speak following the awards

presentation. Dr. Achampong will discuss the LaunchBox initiative, which offers free services to entrepreneurs with the resources to help them start and grow a business that will in turn drive economic development. Services include legal and patent advice, mentorships, entrepreneur development workshops, connections to micro-grants and others. Dr. Achampong's presentation will also highlight entrepreneurs that have recently utilized its resources.

Sponsorships for the breakfast are available! Table sponsorships are \$300 (includes preferred seating for a table of eight) and Patron sponsorships are \$75 (includes preferred seating for two). Individuals may purchase tickets for \$25 for members and \$30 for non-members.

Register early before the event sells out! Learn more at Chambersburg.org/Events or call 717-264-7101. Registration deadline is 9 a.m. on Monday, March 6. No-shows will be billed.

Grand Sponsor:

M&T Bank

Chamber Uncorked: Wonka Style

Join the Chambersburg Chamber for a new spin on their signature fundraising event on Saturday, April 4 at **The Orchards!** Created from past attendee feedback, "Chamber Uncorked" will feature a fun theme each year with games, delicious food and elaborate decorations designed to make the night an unforgettable experience.

More than 100 guests are expected to attend this semi-formal evening. This year's theme will be Willy Wonka and the Chocolate Factory (1971). Enjoy an evening of drinks from **Adams County Winery** and **Jan Zell Wines** with heavy hors d'oeuvres crafted by Chef Michael Kalathas. Guests will enjoy relaxed mingling as they explore various photo op stations, Wonka-themed games of chance, live and silent auctions, music, networking and more. To top off the evening, guests will enjoy a seated wine and dessert pairing.



"There'll be so much time and so little to do...wait a minute, strike that, reverse it!"

Exclusive sponsor opportunities are available for businesses seeking to increase their exposure to community and business leaders. They include the Grand Sponsor for \$3,500 and Live Auction Sponsor for \$1,000. Other sponsorships include Centerpiece Sponsor for \$750, Benefactor for \$500 and Patron for \$225; each include preferred seating at the event.

Tickets are \$70/person and are on sale now through April 1. Details about sponsor benefits are available at Chambersburg.org/Events or contact Angela Schaeffer at 717-264-7101 ext. 208 or aschaeffer@chambersburg.org.

From the wonky decorations to gigantic lollipops, you'll feel you've stepped straight into Wonka's workshop! Remember, "a little nonsense, now and then, is relished by the wisest men." Join the Chamber as we celebrate businesses in the greater Chambersburg area at this premier event unlike any other in the region!

Upcoming Lunch & Learn

Penn State Mont Alto will host a "Digital Marketing 101" Lunch and Learn on Thursday, February 20 at the Chambersburg Chamber from 11:30 a.m. – 1 p.m.

Navigate the changing landscape of marketing in a digital world; and connect with your audiences where they are to achieve your highest vision for your business, event, or initiative. Join us to learn how strategy, commonly used technologies, and follow-through can fuel your momentum in your industry, no matter where you start.

Register now; seating is limited! Visit Chambersburg.org/Events or call 717-264-7101.

Lunch provided courtesy of **The Orchards**. Lunch & Learns are free for Chamber members, but advanced registration is required. No-shows and cancellations less than 48 hours in advance will be billed \$10. Limit 5 representatives per business.

Sponsored By:

THE ORCHARDS

Hosted by:



GREATER CHAMBERSBURG
CHAMBER OF COMMERCE

**EXCLUSIVE
SPONSORSHIPS!**

See Reverse



Chamber Uncorked
WONKA STYLE

Saturday, April 4th - 6 p.m. at The Orchards

Live & Silent Auctions 🌀 Wonky Games 🌀 Photo Ops 🌀 Music

Our signature fundraising event featuring a Wonka Style theme! Enjoy a relaxing evening of heavy hors d'oeuvres crafted by Chef Kalathas, drinks from Jan Zell Wines & Adams County Winery and a seated dessert-wine pairing.

SEMI-FORMAL 🌀 TICKETS \$70/PERSON 🌀 RSVP: CHAMBERSBURG.ORG/EVENTS

See reverse for sponsor details.



SPONSORSHIP OPPORTUNITIES

Date: Saturday, April 4, 2020 **Where:** The Orchards **Attendance:** 125+

About the event: Join the Chambersburg Chamber for a new spin on their former Sip & Savor event! Created from past attendee feedback, Chamber Uncorked will feature a fun theme each year with games, food and elaborate decorations designed to make the night a relaxing, mingling

experience. This year's theme will be Wonka Style! Enjoy an evening of drinks from Adams County Winery and Jan Zell Wines, heavy hors d'oeuvres crafted by Chef Michael Kalathas and a seated dessert wine pairing. In addition, attendees will enjoy a spectacular night filled with live and silent auctions, games of chance, photo ops, musical entertainment, networking and more. Join the Chamber as we celebrate businesses in the greater Chambersburg area at this premier event unlike any other in the region!

Contact: Angela Schaeffer, 717-264-7101 ext. 208, aschaeffer@chambersburg.org

GRAND SPONSOR - \$3,500 – one available

Includes preferred seating for two tables of 8, plus the following benefits:

- Opportunity for a representative to welcome guests
- Company logo featured exclusively on party favor for each guest to take home
- Logo featured on all event promotional materials, including the event webpage, flyers, newsletter, e-news, etc.
- Company name mentioned in all media releases about the event
- Logo featured on the invitation, both print and email versions
- Signage at the registration tables featuring the company logo
- Logo featured on the program and in the newsletter recap article
- Company represented on individual seating cards at event

WINE SPONSOR - \$2,000 – one available

Includes preferred seating for a table of 8, plus the following benefits:

- Opportunity for a representative to introduce the wine expert and chef
- Company logo featured exclusively on beverage napkins at the event
- Logo featured exclusively on the wine rating card
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Logo featured in the program
- Logo featured in the newsletter recap article

SILENT AUCTION SPONSOR - \$1,000 – one available 11/30 Network right of first refusal

Includes preferred seating for a table of 8, plus the following benefits:

- Signage on the silent auction tables featuring the company logo
- Opportunity to provide pens for the silent auction tables
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Company name listed prominently on the program
- Company name listed in the newsletter recap article

LIVE AUCTION SPONSOR - \$1,000 – one available

Includes preferred seating for a table of 8, plus the following benefits:

- Recognition as sponsor during introduction of the auctioneer
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Company name listed prominently on the program
- Company name listed in the newsletter recap article

GAME SPONSOR - \$1,000 – one available – Penn National Insurance right of first refusal

Includes preferred seating for a table of 8, plus the following benefits:

- Opportunity for a representative to assist with “Heads or Tails” game at the end of the evening
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Company name listed prominently on the program
- Company name listed in the newsletter recap article

ENTERTAINMENT SPONSOR - \$1,000 – one available West Penn Power right of first refusal

Includes preferred seating for a table of 8, plus the following benefits:

- Opportunity for a representative to introduce the entertainment
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Company name listed prominently on the program
- Company name listed in the newsletter recap article

CENTERPIECE SPONSOR - \$750 – one available

Includes preferred seating for 4, plus the following benefits:

- Company logo featured on centerpiece signage at event table
- Company name featured on the event webpage
- Company name listed on other event promotional materials as space allows
- Company name listed on the invitation, both print and email versions
- Company name listed in the program
- Company name listed in the newsletter recap article

SOLD



BENEFACTOR SPONSOR - \$500

Includes preferred seating for 4, plus the following benefits:

- Company name listed on the event webpage
- Company name listed on the invitation, both print and email versions
- Company name listed in the program
- Company logo featured on Benefactor Sponsor Sign at the event
- Company name listed in the newsletter recap article

PATRON SPONSOR - \$225

Includes preferred seating for 2, plus the following benefits:

- Company name listed on the event webpage
- Company name listed on the invitation
- Company name listed in the program
- Company name listed in the newsletter recap article

Yes, I would like to sponsor Chamber Uncorked 2020

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 Angela Schaeffer: Mail to Greater Chambersburg Chamber of Commerce, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201; or email to aschaeffer@chambersburg.org; or fax to 717-267-0399.





The LIU12 Franklin County Literacy Council presents the
2nd Annual
PuzzleMANIA!

All Proceeds Benefit Literacy Programs in Franklin County

March 22, 2020, 1 p.m. to 4 p.m.

ROY PITZ
BREWING COMPANY

140 N Third Street, Chambersburg, PA 17201

 **The Pieces of the Puzzle:** 

- Each team will put together the same 500 piece puzzle.
- Cost is **\$25 per person** (\$100 per team). **Teams of 4 are required.**
- Add some mania with a cash challenge (\$10 each) & watch the antics ensue!

Food and beverages will be available for purchase during the tournament.
Must be 21+ to purchase alcohol (ID required).

REGISTER TODAY at
EventBrite.com - 2nd Annual Puzzle Mania!

Spots are LIMITED!

Questions? Contact Angie Wilt.

Phone: 717-504-4459 ext. 3504 or Email: awilt@iu12.org

*This year's location will require that all team members be at least 18 years of age

TRENDING NEWS



We're excited to announce the 2020 Chambersburg Chamber Board of Directors. They include Luke Martin, Stephen Christian, Kim Crider, Michael Connor, Pat Abbott, Angela Quigley, Robin Russell, Eric Foreman, Carlos Perez, Jeff Truhan, Brad Evans, Angela Lynch, Bill Boltz, Jake Naugle, Camilla Rawleigh, Van Gray, Brian Wise, Adam Donius, Theresa DiLoreto, David Grant and Jocelyne Melton. For more information, visit Chambersburg.org.



We recently had a Ribbon Cutting to celebrate **Shafer Equipment Company's** new location at 380 West Commerce Street, Chambersburg. Congratulations! Shafer Equipment Company provides short-term and long-term rentals on a wide range of equipment including scissor lifts from 12' to 40', boom lifts ranging from 30' to 185', industrial forklifts up to 21' as well as rough terrain telescopic forklifts ranging up to 12,000 pounds with a reach of 55'. For more information, visit ShaferEquipmentRental.com.



The Chamber would not be able to accomplish all we do without the 100+ volunteers who dedicate their time and energy to many of the Chamber's programs. At the Chamber's Annual Meeting, five board members were recognized for contributing considerable time and resources to the Chamber over the past several years. Four of those board members' terms end in 2019. They included Troy Garman of **RE/MAX Realty Agency**, Alice Hawbaker of **LCSi Lehman Construction Services, Inc.**, Melanie Hoffman of **SpiriTrust Lutheran Home Care & Hospice** and Sherri Stahl of **WellSpan Chambersburg Hospital**.



The Chamber Travel Club is embarking on the journey of a lifetime to Spectacular South Africa with **Cruise Planners**, February 25 - March 10, 2021! On this 14-day adventure, travelers will visit Johannesburg, Knysna, Kruger National Park, Table Mountain and much more. Once-in-a-lifetime experiences include riding on an open-air safari game drive, marveling at the breathtaking Drakensburg Mountains and others. **Learn more at the info session on Tuesday, Feb. 4 at 5:30 p.m. at the Chamber.** Light refreshments provided. Learn more Chambersburg.org/Events.

MEMBER SPOTLIGHTS

SUPERIOR FLOORCOVERINGS AND KITCHENS

254 East King Street, Chambersburg, PA 17201 | 717-264-9096
kaciesfk@gmail.com | FloorandKitchen.com

This family-owned business is spearheaded by father and daughter team, Greg and Kacie Meyers. As a small business, they value the importance of the decision a customer makes when selecting them to complete a project. Have a project big or small? Visit **Superior Floorcoverings & Kitchens** in the heart of downtown Chambersburg (located in The Hub building, formerly known as The Public Opinion building) or have them bring the showroom to you.

Superior Floorcoverings & Kitchens is comprised of a highly trained team who attends industry events to bring customers the newest products and trends in the market. Bring in your vision and budget and their design consultants will customize a plan incorporating the right products for you, your home and your budget while focusing on your long-term needs. They will educate you on your decision and present you with a comprehensive estimate with no hidden fees.

Products and services offered include tile, backsplashes, mosaics, luxury vinyl planks (LVP), carpet, custom rugs, braided rugs, floating LVP, hardwood, engineered wood



and vinyl. Services can scale from custom bathroom and kitchen designs, including countertops and cabinets to sanding and refinishing hardwood floors.

OCCUPATIONAL SERVICES, INC.

17 Redwood Street, Chambersburg, PA 17201 | 717-263-9293
jbaltozer@osinc.org | OSInc.org

Franklin County's best-kept secret and most diversified employer, **Occupational Services, Inc.** was founded in 1957 in Chambersburg, Pa. with the mission of providing employment services for adults with disabilities. OSI and our community business partners provide opportunities in various ways. The individuals OSI serves have the opportunity to choose from a variety of work experiences including; job placement in the community, community-based volunteerism and in-house production-focused opportunities. Our business services include pallet washing, RFID tagging, mobile custodial crews, kitting and packaging, as well as a full-service print shop and NAID certified secure document destruction facility.

OSI serves over 100 individuals from Franklin and Fulton Counties at two locations, 17 Redwood Street & 49 Industrial Drive in Chambersburg, Pa. With our growing business needs, OSI is currently looking for additional employees who enjoy working in a fast-paced, fun and ever-changing environment. Contact Gabby Snider or Gary Rebok to learn more about employment at OSI. For information regarding business opportunities and/or tours, contact OSI at 717-263-9293 or email jbaltozer@osinc.org.





Our Business Is Helping Your Business Grow.



Helping Businesses Grow

Our business is growing your business, so our team is willing to go above and beyond to help point you in the right financial direction. Whether that means coming to your business or scheduling an appointment after regular office hours, Patriot is your partner for financial success.

We pride ourselves in serving small and medium-sized businesses to support the local economy. We take the time to learn each person's unique story, working to find creative financial solutions. If you, as a small business owner, have questions or would just like someone to walk you through the best financial options for your business, Patriot is here to help. Talk to our experienced Business Services team today.

Financial Solutions

In addition to the personal attention, our solutions offer competitive rates/fees and flexible terms.

Our solutions include:

- Business Savings and Checking
- Business Reward Credit Cards
- Additional Services:
 - Access to 75,000 surcharge free ATMs worldwide
 - Wire Transfer, Night Depository, Notary and more!
- Credit Lines and Term Loans
- Business Real Estate Loans
 - Commercial
 - Construction
 - Investment

Our Team



Eric Foreman

SVP of Business Lending
eforeman@patriotfcu.org
717-709-2514



Karen Boyer

Business Loan Officer
kboyer@patriotfcu.org
240-850-7014



Kim Shockey

*Retail Business
Development Officer*
kshockey@patriotfcu.org
717-709-2520

Toll Free: 888-777-9982

About Patriot Federal Credit Union

History

Patriot has been helping members since its founding in **1965**. We have evolved into a community-based credit union, with nine branches throughout **Chambersburg (PA), Waynesboro (PA), and Hagerstown (MD)**. We are governed by a volunteer Board of Directors, elected by the membership.

Financial Strength

Patriot has over **71,000 members** and assets in excess of **\$700 million**. We are federally insured by the **National Credit Union Administration (NCUA)** and are one of the largest credit unions in Pennsylvania.

Community Involvement

Patriot cares about the communities we're in, so we invest back into these communities. Just a few of the causes and organizations our employees support through volunteering and donations include:

- United Way of Franklin and Washington Counties
- Chambersburg/Waynesboro/Washington County School Districts
- 11/30 Network
- Cumberland Valley Breast Care Alliance

The Credit Union Difference

By definition, a credit union is a member-owned, not-for-profit financial cooperative. Since we are not-for-profit, members usually earn higher dividends on savings and pay lower interest rates on loans. In addition, all loan decisions are made locally, right here in your community. Deposits provide money for members who need loans, proving our longstanding philosophy of **"people helping people."**

Building Member Relationships

Our members work hard for their money and we believe that our members' money should work hard for them too. We're here to help you find the best ways to make the most of your money, whether through suggesting new products or a new financial strategy. It is very important to us to build relationships with our members to ensure we are able to fulfill all possible financial needs. At Patriot, you're more than just a number, you're a member and your business is important to us.



Become a Patriot Member

Patriot Federal Credit Union membership is open to those in Franklin or Fulton County, Pennsylvania; Washington County, Maryland; and the Borough of Shippensburg, Pennsylvania. For more details on membership eligibility, please call one of our officers on the front or stop by one of our **nine branches**.

patriotfcu.org

Toll Free: 888-777-9982

**Patriot**
FEDERAL CREDIT UNION



THIS CREDIT UNION IS FEDERALLY INSURED BY
THE NATIONAL CREDIT UNION ADMINISTRATION



A major project for **The Tide** global Gospel ministry throughout 2019 has been the construction of a new studio in Zimbabwe that will not only broadcast life-changing programming

but also serve as a sustaining source of income for the community. This fall, **Lehman Construction Services, Inc. (LCSi)** donated \$6,000 to cover the installation of solar panels on the newly constructed recording studio in Bulawayo, Zimbabwe. Besides sharing the Gospel, a goal for the Zimbabwe studio has been income generation so the local community can be financially self-sustainable. For more information about The Tide broadcast projects, visit TheTide.org.

Franklin County Free Press recently celebrated its first anniversary with 4,000 Facebook followers, and the website surpassed half a million visitors for the year. Franklin County Free Press is an online-only, local news source for sports, events, school, business and other news. The company is actively seeking local businesses to advertise on their website with rates starting at \$25 per week for a basic ad that is linked to a website or social media page. They also plan to start a membership drive in 2020; the news items will remain free to read, but members will receive additional perks. For more details, contact Vicky Taylor at fcfreepress@gmail.com or call 717-372-0979. Visit them online at FcFreePress.com.

Join the **Rotary Club of Chambersburg** at their Family Pancake Breakfast: "Pancake-ing for Polio" on Saturday, February 8 from 8-11 a.m. at St. Paul United Methodist Church on Norland Avenue. All are welcome to enjoy pancakes, sausage, coffee, juice and fruit, and all proceeds benefit Rotary International's "End Polio Now" campaign. Tickets are available at the door: adults are \$7, children 12 and under are \$5, and children 2 and under are free.



Pennsylvania Free Enterprise Week (PFEW) is an award-winning summer economics education program that has benefitted our local students for over 40 years. PFEW immerses rising high school juniors

and seniors in the world of business, allowing them to experience firsthand what you face each day. Offered by the Foundation for Free Enterprise Education, PFEW was founded to teach students about the American private enterprise system and help students develop skills that make them the great employees and employers of the future. The Chamber has proudly supported PFEW for many years, and we encourage all our local companies and civic organizations to provide sponsorship for our students and, if possible, volunteers for the sessions. If you

would like to learn more about how you can get involved, please visit PFEW.org, or contact Scott Lee, vice president of marketing & development for the Foundation for Free Enterprise Education at (814) 833-9576 ext. 8, or scott@pfew.org.

On Saturday, February 8, **Shippensburg University** will host the "2020 Women's Wellness Event" from 8 a.m. – 3 p.m. Women of all ages will be able to attend breakout sessions from experts on a variety of health topics during the event. Free screenings, chair massages, fitness demos and refreshments will also be provided! Keynote speakers will include Roxanna Gapstur, PhD, RN, President & CEO of **WellSpan Health**, and Dr. Laurie Carter, President of **Shippensburg University**. The first 100 people to register and attend will be entered to win a Kate Spade handbag. Register now at Wellspan.org/Events.



Team building, fun competition and service to others all came together when **Boyer & Ritter CPAs and Consultants'** staff purchased and used more than 3,100 cans to construct sculptures for the firm's annual meeting and holiday party. The firm then donated the nearly 3,000

pounds of canned food and an additional \$200 cash to the Pennsylvania Food Bank. In all, 10 sculptures were created during Boyer & Ritter's annual meeting and holiday party, which also featured a keynote presentation by Tim Fatzinger, President and CEO of United Way of the Capital Region.

The Council for the Arts has relocated to a brand new space at 103 North Main St., across from the Coyle Free Library. In February, they will host classes including "Tuesday Morning Home School Art Class," "Oil Painting with Ski Holm" and more. On February 10 and 17, enjoy making a "Spiraling Arrows Basket" at 6:30 p.m. On February 22, try your hand at "Felting: Nuno Scarf or Table Runner" at 9 a.m. For information on these and more upcoming events, visit CouncilForTheArts.net.

The Capitol Theatre is excited to host a number of events in downtown Chambersburg in the month of February. Enjoy a "Local Jam" with Stable Shakers and The Hello Strangers on Saturday, February 8 at 7:30 p.m. On February 16, transport yourself to the Wood Center for an hour of "Wizards Activities" at 2 p.m., followed by a 3 p.m. showing of "Harry Potter and the Sorcerer's Stone." On February 21, the Capitol Theatre will host Taylor 2 Dance Company in conjunction with Wilson College's 150th anniversary celebration. For more information on these and other events, go to TheCapitolTheatre.org.

At the **H. Ric Luhrs Center at Shippensburg University**, enjoy "The Tap Pack" on Sunday, February 9 at 3 p.m. A high-energy performance, the show features tap dancing, smooth vocals, a live jazz band and witty on-stage banter.

On February 24, attend Ballroom Dance Class at both the beginner and advanced levels. For information or tickets, visit LuhrsCenter.com.

The **Foundry Artist Co-operative** will host its regular "Treat Yourself Tuesday Paint-Along" on February 11 and 25, in addition to some new events. On February 15 at 10 a.m., bring children eight and older to a "Young Artist Workshop" for drip painting. On Wednesday, February 26, try "Beginner Portrait Drawing" in the first of a two-part class, continued on March 5. For more information on these and other events, go to FoundryArtsCoop.com.

This month, the meeting of the **Franklin County Historical Society** will take place on February 27 at 2 p.m. at the **Grove Family Library**. The speaker will be Amy Ensley, director of the Hankey Center for the History of Women's Education at **Wilson College**. This event is free and open to the public.

Chambersburg Civil War Seminars & Tours will host three tours in 2020. The first, "The 1777 Philadelphia Campaign" will be held April 30 - May 3 and guests will explore the American Revolution battlegrounds including the Battle of Brandywine. The second, "Chickamauga & Chattanooga," will be based in Ringgold, Ga. from July 22 - 26. The final conference, "Infantry in the Civil War," will be held in Chambersburg, Pa. at the **Hampton Inn** from October 22 - 25; it will be a weekend of intensive study of the greatest infantry assaults of the Civil War. For more details, contact Lark Kennedy at 717-264-7101 ext. 206 or visit CivilWarSeminars.org.

PA CHAMBER UPDATE

Article from PA Chamber of Business & Industry

PA Chamber of Business and Industry President and CEO Gene Barr issued the following statement regarding calls from some elected officials to enact a False Claims Act in the Commonwealth:

"The PA Chamber fully supports eliminating waste, fraud and abuse of state tax dollars; however doing so through a False Claims Act would create an unbalanced litigation environment. False Claims incentivizes private individuals and plaintiffs lawyers to file lawsuits on behalf of the Commonwealth for alleged Medicaid fraud by increasing the percentage of the recovery. This leads to the plaintiffs' lawyers recovery increasing, while the Commonwealth's portion of the recovery decreases.

"Pennsylvania's legal climate already creates a challenging environment for job creators – in fact, the Philadelphia Court of Common Pleas was just ranked the number one judicial hellhole in the country. Enacting a FCA will exacerbate this situation by further bogging down the state's already cumbersome and overly-crowded court system – which in turn will negatively impact the state's overall business climate and economy. We urge lawmakers to oppose the creation of a False Claims Act and instead focus on proposals that will bring stability and fairness to PA's civil justice system."

CAREER CALCULATOR LAUNCHED FOR PA STUDENTS

Article from PA Chamber of Business & Industry

The PA Chamber's Educational Foundation recently launched "Your Career Starts HERE" – an online career calculator aimed at helping Pennsylvania students make informed post-secondary education decisions. As the next phase of the PA Chamber's wide-ranging workforce initiative aimed at addressing the jobs skills gap, the calculator pulls key Pennsylvania specific information – including starting salary, educational costs and potential loan payments upon graduation. This new website tool at StartTheConversationHere.com/Calculator is designed to help Pennsylvania students determine the most productive career path.

"For many people, post-secondary education is the first substantive investment they make as an adult," said PA Chamber President and CEO Gene Barr. "Unfortunately, we're finding that many students are graduating with degrees that don't match up with the in-demand careers that are currently available in the state. This disconnect results in people without jobs, but also jobs without the people to fill them. We're excited to launch this innovative, user-friendly tool to help Pennsylvanians make educated decisions regarding the realistic costs and return on investment of their educational choices post-graduation. This is the next step in our initiative to ensure Pennsylvania's workforce is trained and prepared to meet the needs of the Commonwealth's evolving jobs market."

The career calculator is an interactive tool that allows users to input key information to calculate the ROI on their educational investment and selected career field. Based on data pulled from the state and federal government, users can determine the job prospects in a particular field, the average starting salary, the training or educational requirements; as well as the educational costs and potential loan payments upon graduation. Users can also compare the costs of obtaining the degree/training for a specific career at different schools across the Commonwealth.

"The initial career and educational choices a person makes can either set them on a path toward long-term debt or career readiness," said PA Chamber Workforce Development Executive Allen Norton. "There's a large segment of the population that is not unemployed, but rather underemployed – meaning that they are working in a career that they didn't need the degree they went to school for. We're hoping to stop that cycle and also stop the state's population decline by showing all the career and educational opportunities that exist in Pennsylvania."

More information about the PA Chamber of Business & Industry, visit PACHamber.org.

USING BILLBOARDS GENERATES **4 X MORE SEARCH RESULTS**

PER DOLLAR SPENT, THEN ANY OTHER MEDIA.

-NIELSEN

REACH 93% of Franklin County
Programs starting at
\$395/month.



BILLBOARDS WORK. BIG TIME.

Kegerreis.com

717.263.6700

KEGERREIS

outdoor advertising, llc



Chambersburg Rotary

Family Pancake Breakfast

Pancake-ing Polio
Changing Lives around the World

Saturday, February 8, 2020

8 am – 11 am

St. Paul United Methodist Church

750 Norland Avenue, Chambersburg, PA 17201

ADULTS: \$7.00

CHILDREN 12 and UNDER: \$5.00

CHILDREN 2 and under: *FREE*

Menu includes pancakes, sausage, coffee, juice & fruit cup

All are Welcome!

Tickets available at the door.

Cash or checks made payable to: “Rotary International”

All proceeds benefit Rotary International’s “END POLIO NOW” CAMPAIGN

Sponsored by

Rotary
Club of Chambersburg



GREATER CHAMBERSBURG VIRGINIA HARRIGER CHAMBER FOUNDATION EXEC. DIRECTOR

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



COMMUNITY LEADERSHIP

Leadership Franklin County (LFC) Community had the opportunity to hear a candid panel discussion about local government and the many aspects of government work from a distinguished group including: Waynesboro Borough Councilman Pat Fleagle, Waynesboro School Board President Karen Herald, Franklin County Commissioner David Keller, PA State Rep. Paul Schemel and Phil Wolgemuth of **Borough of Chambersburg**. After the panel discussion, the class was broken into small groups, which rotated to each panelist giving them time to have more detailed discussions.

The afternoon session included a re-entry simulation conducted by Franklin Together, Re-Entry Coalition of Franklin County. Dr. Kim Eaton, co-chair of Franklin Together was the facilitator. This was an experiential learning opportunity designed to help students understand the day-to-day struggles in the life of a formerly incarcerated returning citizen and their families. The exercise exposed students to the criminal justice system in Franklin County in a new way to help them learn more about the services involved beyond what they normally see, as well as educate them on collateral consequences of criminal records. Students were able to sensitize to the realities of difficult situations for re-entering citizens and better understand real issues and barriers to self-sufficiency. The session was held at **Wilson College** in Laird Hall.

LFC Community Sponsor:



idea into a viable business plan that has social impact, reflects stewardship of environment and generates profit. Teams must submit a letter of intent by early February. Written business plans are due in March, after which the Business Challenge Committee will determine finalists to present their plan to a panel of judges on April 28. More information can be found at Chambersburg.org/ChamberFoundation or contact Ginny (details top of page)

YOUTH LEADERSHIP SESSION

“Enable Others to Act” was the focus of the January Leadership Franklin County (LFC) Youth session held at the **Wilson College** Brooks Science Center. Students worked on group activities to build communication and trust among peer teams in efforts to execute specific tasks more effectively. Students also practiced public speaking skills as they began to work on their group presentations for spring graduation. Students are wrapping up BeKind. projects at their schools, which is part of the program curriculum and the focus of their presentations.

The LFC Youth program is currently accepting applications from area high school freshmen for the 2020-2021 class. Students will be selected from area public, private or home schools to join this amazing year-long leadership program. Applications are available online and are due February 12. For more details contact Ginny (details top of page).

LFC Youth Sponsor:



ENTRIES SOUGHT FOR HIGH SCHOOL BIZ CHALLENGE

Area high school student entrepreneurs can face off on April 28 for a chance to win more than \$1,500 in scholarships at the 2020 Franklin County High School Business Challenge. The Community Education Coalition, an initiative of the Chamber Foundation, is seeking student entrepreneur teams (three to five students in grades 9-12) to compete in this “Shark Tank” style event. Each team is assigned a mentor from the business community and has a faculty advisor to guide them through their project with the goal of transforming a great

Grand Sponsor:



We deliver unique and cost effective products and services in these key areas:

- ◆ Health Insurance and Employee Benefits
- ◆ ACA/ERISA Compliance
- ◆ Business Insurance
- ◆ Energy Purchasing
- ◆ Community Programs

We are here to help.
Call 1.800.377.3539!

solutions. service. strategy

DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

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



ICEFEST 2020 - THANK YOU!

Thank you to the thousands of individuals and families that visited our downtown during the 18th Annual IceFest! This year's event featured a carve-off battle, the annual Snowfall Ball, Chili-Q, Double-wide Ice Slide, Frozen Flicks, Beer/Cider Garden, Icing on the Cake and many other events. We estimated more than 15,000 people saw over 80 ice sculptures that were graciously sponsored by many local businesses. We could not put on IceFest without our presenting sponsor **M&T Bank**; thank you! IceFest is a huge undertaking, and we are grateful to the 100+ volunteers who put in countless hours of work, as well as the dedication of **Downtown Business Council** and **Council for the Arts** in making this an amazing community event. We sincerely hope everyone had a great time exploring and shopping in our downtown. To view more photos from IceFest or learn about volunteer opportunities, visit IceFestPa.com.

IceFest Sponsor:



SPONSOR DOWNTOWN EVENTS

Are you searching for ways to increase your business exposure? Help support downtown initiatives by becoming a 2020 sponsor! We have opportunities

ranging from \$100 to \$3,000 for the following events: Summer Pop Ups & Movies (summer months), CrabFeast (August), Duck Derby (September) and Small Business Saturday (November). Please contact Sam Thrush (details above) to be a part of the enhancement of downtown Chambersburg. We would love to have you involved.

FACADE GRANT OPPORTUNITY

The Commonwealth of Pennsylvania recently awarded Downtown Chambersburg Inc. with \$50,000 to go toward a façade grant program. One of 40 towns in Pa. to receive the grant funding, this program will give up to \$5,000 to qualified projects located within the downtown core. Contact Sam for more information (details above or visit DowntownCburg.com).

ServiceMASTER Restore

24 Hour Emergency Response

- Fire
- Water
- Mold



717/267-2223
www.smprofclean.com

IICRC Certified Disaster Restoration Company, family owned and operated since 1985



Enjoy seasonal fruits, jams, gifts & more!

OPEN DAILY

2197 Lincoln Way West, Chambersburg
717-263-2195



AWARDS BREAKFAST

THURSDAY, MARCH 12 FROM 7-9 A.M.
Chambersburg Country Club, 3646 Scotland Rd.
(snow date March 19th)

PROGRAM HIGHLIGHTS:

Honoring award recipients for their leadership, innovation, volunteerism and more.

KEYNOTE ADDRESS:

Dr. Francis Achampong, chancellor of Penn State Mont Alto, will discuss the LaunchBox initiative and highlight entrepreneurs that have utilized its resources.

RSVP:

\$25 for members, \$30 for non-members
Register Chambersburg.org/Events or 717-264-7101

Table Sponsorships (\$300) & Patron Sponsorships (\$75) available.

SEE REVERSE FOR DETAILS.

GRAND SPONSOR:

M&T Bank



Chamber Awards Breakfast Sponsorship Opportunities

Date: Thursday, March 12, 2020

Location: Chambersburg Country Club

Projected Attendance: 225

About the event: The Chamber will honor several of its members for their accomplishments in 2019 at the Chamber Awards Breakfast on March 12 from 7 to 9 a.m. The breakfast will feature a presentation of awards including the international ATHENA Leadership Award as well as other awards that recognize members for their innovation, volunteerism and more. The breakfast will also include a keynote presentation. Please note the snow date is March 19th.

Contact: Lark Kennedy, communications manager, 717-264-7101 ext. 206, lkennedy@chambersburg.org

Grand Sponsor - \$1,500 – M&T Bank 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 the event webpage and all event promotional materials
- Logo featured in the program presentation
- A full page ad on the back of the program
- Opportunity to set up a booth at the event in the registration area
- Opportunity to place name on the program
- Mention during the welcome as a sponsor
- Company name mentioned in all media releases about the event
- Logo featured in newsletter article

ATHENA Leadership Award Sponsor - \$750 - F&M Trust and Jennings Chevrolet have first right of refusal

Sponsor will receive the following benefits:

- Opportunity for a representative to co-present the award and give a few remarks
- Logo featured on event webpage
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Half page ad in the event program
- Company name featured in the program
- Logo featured on a PowerPoint slide at the event
- Mention during the welcome as the ATHENA Award Sponsor
- Logo featured in newsletter article

Table Sponsor - \$300 - Sponsor will receive the following benefits:

- Preferred seating for a table of 8
- Company name featured on the event webpage
- Company name listed on event promotional 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 newsletter article

Patron Sponsor - \$75 - 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 article

Yes, I would like to sponsor the 2020 Chamber Awards Breakfast

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.

Sponsorship payment must be processed before execution of benefits.

Payment Method (circle): Cash/Check Invoice Credit Card #: _____

Signature: _____ EXP: _____ CVV: _____

Return form to Lark Kennedy, communications manager: Mail to Greater Chambersburg Chamber of Commerce, Attn: Lark Kennedy, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201; or email to lkennedy@chambersburg.org; or fax to 717-267-0399.



Greater Chambersburg Chamber of Commerce
 100 Lincoln Way East, Suite A
 Chambersburg, PA 17201
 717-264-7101
 Chambersburg.org

PRSRTD STD
 U.S. POSTAGE
PAID
 Permit #7
 Chambersburg, PA

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

- 01** **ICEFEST IN DOWNTOWN CHAMBERSBURG SPONSORED BY M&T BANK**
 FESTIVAL RUNS THROUGH FEB. 2; FULL EVENT SCHEDULE AT ICEFESTPA.COM
- 04** **SPECTACULAR SOUTH AFRICA: CHAMBER TRAVEL CLUB INFO SESSION**
 5:30 - 6:30 P.M., CHAMBER, 100 LINCOLN WAY E., CHAMBERSBURG
- 20** **LUNCH & LEARN: DIGITAL MARKETING 101**
 11:30 A.M. - 1 P.M., 100 LINCOLN WAY E., CHAMBERSBURG
- 20** **11/30 NETWORK: THIRD THURSDAY BIRTHDAY BASH**
 5:30 - 7:30 P.M., TBD, VISIT 1130NETWORK.COM
- 25** **CHAMBER MIXER: OCCUPATIONAL SERVICES, INC.**
 4 - 6 P.M., 49 INDUSTRIAL DR., CHAMBERSBURG (SNOW DATE FEB 26)
- 27** **OPEN HOUSE & RIBBON CUTTING: PIVOT PHYSICAL THERAPY**
 5 - 7 P.M., 580 WALKER RD., SUITE C, CHAMBERSBURG

Valley Agency COMPANY **INSURANCE**

(717)264-4311

"Corner of Norland & Fifth Avenues"



- Friendly Professional Service
- Competitive Pricing from Multiple Companies
- Stability of serving the community for over 100 years!



Working together to help our members prosper and to enhance the quality of life in the Chambersburg area.



5-star accredited by the U.S. Chamber of Commerce



The Outlook is a publication of the Greater Chambersburg Chamber of Commerce (GCCC). Ideas, opinions and statements expressed in articles by contributors are not necessarily those of the GCCC. Neither the publisher nor any individual associated with any branch of production, nor the advertisers, will be held liable for typographical misprints contained herein. Content submitted by members of the GCCC may contain advertisements and/ or links to third party sites. The GCCC does not endorse nor advocate for the advertised product, event, service or company, nor any of the claims made by the content and takes no responsibility for promises made or the quality/reliability of the products/services offered.