

MARCH 20

THE OUTLOOK



Opening of Resident Life Center at Menno Haven. Details Inside.

NEW EVENT
ECONOMIC
BREAKFAST

CANDY IS
DANDY
BUT...

Helping our members prosper and supporting our community.



GREATER CHAMBERSBURG
CHAMBER OF COMMERCE

717-264-7101 | Chambersburg.org

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David Grant

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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.

Payroll

Keystone Payroll

Judy Wilson
2198 High Tech Road
State College, PA 16803
(814) 234-2272
www.keystonepayroll.com
jwilson@keystonepayroll.com

Insurance

M. K. Hennessy & Associates

Michael Hennessy
Chambersburg, PA 17201
(717) 860-0265
c13m13@yahoo.com

Sports Teams

Rockstar Cheer Chambersburg

Kimberly Shafer
Chambersburg, PA 17201
rockstar_chambersburg@gmail.com

Clothing

Northeast Hide

Kara Pittman
791 Wayne Avenue
Chambersburg, PA 17201
(717) 809-1466
www.northeasthide.bigcartel.com
northeasthideco@outlook.com

Restaurants

Veroni Cafe

Monica Mata
12 West King Street
Chambersburg, PA 17201
(717) 494-5354
www.facebook.com/Veronicacafe.PA
Monicagmata@yahoo.com

Employment Services

Lyneer Staffing Solutions

Emily Sommerville
1331 South Seventh Street
Building 2, Suite 202
Chambersburg, PA 17201
(717) 446-0068
www.lyneer.com
esommerville@lyneer.com

Health Care Services

Kidney Care Center

Jennifer Wood - Kelly
415 Limekiln Drive, Unit A
Chambersburg, PA 17201
(717) 263-7757
www.kccchambersburg.com
jwood-kelly2@kidneycare.com

MARCH MEMBER MILESTONES

75 Years

Ausherman Brothers Real Estate, Inc.
McCleary Oil Company Inc.

40 Years

Merrill Lynch Pierce Fenner & Smith, Inc

35 Years

Forrester Lincoln
LB Water
Printaway
Red Bridge Roller Rink
Sam's Flooring Inc.
The Shook Home and the Quarters at the Shook
Stouffer's Auto Repair, LLC

25 Years

Adamson Family Dentistry

20 Years

Alternative Creations
Chambersburg
Gastroenterology Associates, Ltd
Comfort Keepers
Gateway Gallery Auction, INC

15 Years

Hornbaker's Landscaping

10 Years

Guilford Water Authority

5 Years

CrossCountry Mortgage
Drawbaugh Development
JFC Staffing Companies

1 Year

Chambersburg Phoenix Football
Hospice of Franklin County, LLC
My Car Butler
Paragon Engineering Services, Inc.
Your Hometown Real Estate LLC

CHAIR'S MESSAGE



Spring is nearly here! As we transition to warmer temperatures and longer days, this is the perfect time to take advantage of the many Chamber services and programs that will help spring your business forward.

Networking is one of the top benefits for our Chamber members, and I encourage you to participate as many events start to kick-off this month. Our Awards Breakfast on March 12 will recognize both business and community leaders for their valuable contributions in 2019; more than 200 people will be in attendance. As always, our monthly Mixer and Lunch & Learn will deliver great opportunities for making connections and professional development. And just around the corner will be our new fundraising event: Chamber Uncorked with a Willy Wonka theme.

Your Chamber membership includes many advertising opportunities to market your business. Options include posting upcoming events on the Chamber calendar, submitting news for this newsletter, being featured as a member spotlight and so forth. For an additional fee, you may also want to run a full page insert in the newsletter or schedule an e-blast. There are many possibilities – it's the perfect time to reach out to Lark Kennedy on the Chamber staff for more details.

It's also that time of year to start thinking about more outdoor pursuits. Whether you're looking into doing maintenance around your home or sprucing up your business' façade, I encourage you to seek out fellow Chamber members for their advice and expertise. Everything ranging from landscaping to professional signage is available locally; by supporting your fellow members we can keep our local economy strong.

Whatever you enjoy about spring, the Chamber or a member can help you to meet those goals. I look forward to seeing many of you at the upcoming Chamber events and be sure to let our Chamber staff or board members know how they can help you grow your business.

Luke Martin, CPA
Member of the Firm, SEK, CPAs & Advisors
Board Chair, Greater Chambersburg Chamber of Commerce

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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:

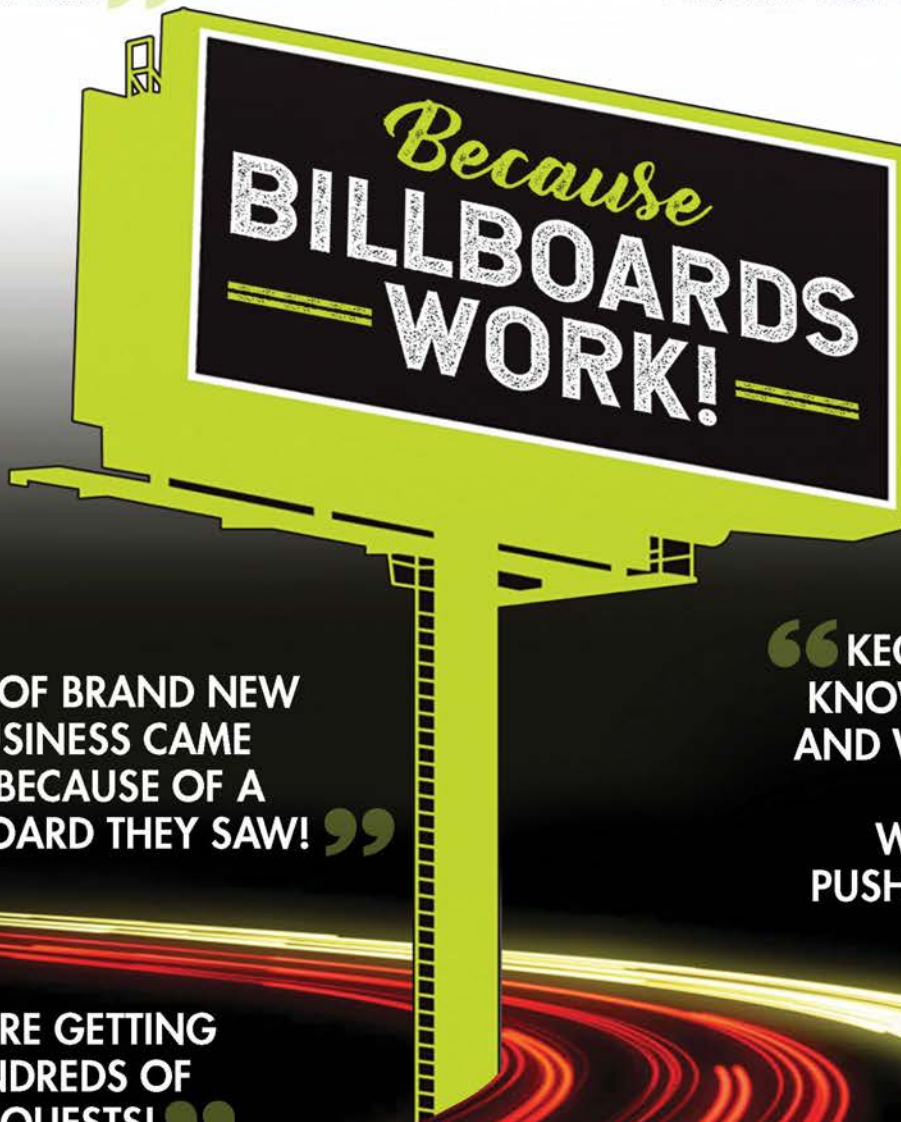
We exist to help our members prosper and to enhance the quality of life in the Chambersburg area.



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IN YEARS! ”

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WELL AS DOMINATING
FEMALE LISTENERSHIP! ”



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ADVERTISING
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63% TO 99%
OF OUR GOAL! ”

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BUSINESS CAME
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KNOW YOUR BUSINESS
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REQUESTS! ”

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Trademark Basics:

*"What Every Small Business Should Know Now,
Not Later."*

April 14, 2020

3:30 PM – 5:00 PM

Shippensburg University
(1871 Old Main Drive, Shippensburg, PA 17013)

Presenter: Mr. Craig Morris, United States Patent and Trademark Office

- How trademarks, copyrights, patents, domain names, and business name registrations all differ.
- Why any new business should select a trademark that will be both federally registrable and legally protectable, highlighting factors critical when choosing a mark.
- The importance of doing a complete search and whether to use an attorney.
- What to do if another trademark owner sends a "cease and desist" letter.
- How to apply to seek federal registration and the role of the USPTO.
- How to avoid "scams" perpetrated by companies that request fees for services not required by the USPTO.
- What happens after registration?

Craig Morris works within the Office of the Commissioner for Trademarks in the United States Patent and Trademark Office (USPTO), Alexandria, Virginia. Currently, he is the Managing Attorney for Trademark Educational Outreach, spearheading the effort for increased USPTO educational activities in the area of trademark fundamentals. For fourteen years prior, he was the Managing Attorney for the Trademark Electronic Application System, focusing on making the Trademark Operation a total e-government environment. Mr. Morris has been with the USPTO since 1983, previously serving as a Law Office Examining Attorney, Senior Attorney, and Managing Attorney.

Cost: \$10 per person. Registration is required.

Registration: Register online at www.ship.edu/sbdc
Email vkneiderer@ship.edu
Call 717-477-1935



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Shippensburg, PA 17257
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F (717) 477-4010
sbdc@ship.edu
www.ship.edu/sbdc

'CANDY IS DANDY BUT LIQUOR IS QUICKER' CHAMBER COMES UNCORKED



Join us for a new fundraising experience - Chamber Uncorked will feature an exciting theme with games of chance, delicious food, wine and elaborate decorations designed to make the night unforgettable.

The theme, Willy Wonka & the Chocolate Factory (1971), will include Wonky games of chance, unique Willy Wonka décor, interactive photo ops, live and silent auctions, music, networking and more. The evening will feature wines from Adams County Winery and Jan Zell Wines at the Fizzy Lifting Drink Station, heavy hors d'oeuvres crafted by Chef Michael Kalathas (inspired by Violet's three-course dinner gum) and a Chocolate River Fountain. To top off the evening, guests will enjoy a seated wine and dessert pairing.

"This event is an opportunity for our members and community residents to have some fun while supporting the local business community," said Steve Christian, president of the Chambersburg Chamber. "We appreciate the donations and sponsorships from area businesses and look forward to having more community members join us this year."

Donations are sought for the live and silent auctions. Donors will receive several benefits depending on the donation value, among them recognition in the auction catalog, inclusion in event promotions and premium social media advertising. Businesses interested in donating items may contact Laiton at lsuders@chambersburg.org or call 717-264-7101 ext. 214.

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

Tickets are \$70/person and are on sale now through March 27. The dress is semi-formal, and guests are encouraged to dress as characters from Willy Wonka if desired. Details about sponsor benefits are available at Chambersburg.org/Events or contact Angela Schaeffer at 717-264-7101 ext. 208 or aschaeffer@chambersburg.org.



Silent Auction Sponsor:  Game Sponsor:  Entertainment Sponsor: 

Centerpiece Sponsor: Corning Credit Union
Benefactor Sponsors: LCSi Lehman Construction Services, Inc., Manpower Chambersburg/Shippensburg, Valley Agency Company

Patron Sponsors: Bartlett Tree Expert Company, Brechbill & Helman Construction Company, Inc., HCR ManorCare, Kim Stouffer Insurance Agency Inc., Newcomer Associates architecture + engineering, Northeast Hide, Patriot Federal Credit Union

Business Directory & Community Profile

We are excited to partner with **Centre Publications** on the 2020/2021 Business Directory and Community Profile that will be available in July 2020! This is one of the most popular publications in our community as it serves as a resource for businesses, residents and visitors. In the coming weeks, representatives from Centre will reach out to the membership to discuss advertising opportunities; please consider marketing your business!

The publication utilizes a unique design that features a fresh, modern look with a huge visual impact. Some of the popular features include:

- Horizontal format with maximum space per page for photos, charts and text to feature content about the area.
- Dynamic layout allowing for engaging photos.
- Listings by industry categories make the directory easy to use.
- Optimized layout for viewing on tablets, smartphones and other mobile devices in the online version.
- Advertisements in the online version connect readers directly to the advertiser's website.

All Chamber members are included in the alphabetical and categorical listings in the directory. The publication is distributed to Chamber members as well as area hotels, campgrounds, visitors' centers and high-traffic areas.

To view the current version, please visit the homepage of Chambersburg.org. Advertisers will have a range of ad sizes to choose from, with Centre Publications offering free design and photography services. For information about advertisements, call 1-800-200-5375. The Business Directory will be released the third week of July during ChambersFest.



ECONOMIC DEVELOPMENT BREAKFAST



The Chambersburg Chamber is excited to host the first Economic Development Breakfast on Thursday, May 28 at the **Franklin County Visitors Bureau**. The main focus of this event will be honoring businesses for their contributions to the region's economic prosperity. The breakfast will also feature a guest speaker and a small-scale developers' panel discussion.

We invite you to review the awards below and consider nominating organizations and individuals you feel magnify the criteria listed. Submit your nominations online at Chambersburg.org/Nominations. For complete award guidelines, contact Sam Thrush at sthrush@chambersburg.org. All nominations are due by Friday, April 3 at 5 p.m.

ENVIRONMENTAL SUSTAINABILITY

Presented by Wilson College and the Chamber, we will recognize a business or nonprofit for their operations, processes or products that reflect adherence to the principles of ethical, economic and environmental

sustainability. Examples of criteria considered are waste management policies, recycling practices, pollution reduction, food security and farmland preservation, sustainable agriculture, conservation of natural resources, environmentally friendly designs of facilities and more. Self-nominations are permitted.

PROPERTY IMPROVEMENT

The Property Improvement Awards are designed to recognize excellence in design and construction of Chamber members' projects completed in 2019. Several professionals from the construction industry will visit the project sites in early April to assist in the review process. Projects entered in a specific category may be re-categorized by the committee based on the project's cost for the purposes of judging.

Categories include rehabilitation up to \$150,000; rehabilitation between \$150,000-\$500,000; rehabilitation \$500,000- \$1M; rehabilitation between \$1M-\$5M, rehabilitation between \$5M-\$10M; rehabilitation beyond \$10M and historic preservation. Self-nominations are permitted.

THE DOWNTOWNER

This award will recognize an outstanding individual, organization or business who has demonstrated an unselfish commitment to improving downtown Chambersburg in one or all of the following areas: organizational development, economic vitality, design, promotions/marketing or safe-clean-green. The candidate's company must be a member of the Chamber for at least one calendar year with an exception for retirees or be involved as a volunteer, member or financial contributor to Downtown Chambersburg Inc.

SUBMIT NOMINATIONS ONLINE FOR PROPERTY IMPROVEMENT & OTHER AWARDS
Chambersburg.org/Nominations

Lunch & Learn: Entrepreneurship

The **Mont Alto LaunchBox** will host this Lunch and Learn at the Chambersburg Chamber on March 19 from 11:30 a.m. to 1 p.m. The two-part panel of speakers will include discussions about funding resources available, what qualities it takes to own your own business and other entrepreneurship ideas.

Mike Ross, President, **Franklin County Area Development Corp.** and John Sider, Director of Second Stage Capital for Ben Franklin Technology Partners of Central and Northern Pennsylvania, will discuss funding opportunities. Kristen Laidig, author, entrepreneur and owner of InterACT, LLC, parent company to Chambersburg's Nerdvana Outpost and

Kathryn Gratton, Founder & Chief Strategic Officer for her business, Red Lips Mentor, will talk about what it takes to be an entrepreneur.

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



**ECONOMIC
DEVELOPMENT
BREAKFAST**

THURSDAY, MAY 28 FROM 7-9 A.M.
FRANKLIN COUNTY VISITORS BUREAU, 15 SOUTH MAIN ST.

PROGRAM HIGHLIGHTS:

**PRESENTATION OF AWARDS INCLUDING PROPERTY
IMPROVEMENT, A KEYNOTE ADDRESS AND A
SMALL-SCALE DEVELOPERS PANEL DISCUSSION.**

RSVP:

\$25 FOR MEMBERS, \$30 FOR NON-MEMBERS
REGISTER AT CHAMBERSBURG.ORG/EVENTS OR 717-264-7101

HOSTED BY:



**GREATER CHAMBERSBURG
CHAMBER OF COMMERCE**



**DOWNTOWN
CHAMBERSBURG INC.**

SPONSORSHIPS AVAILABLE; SEE REVERSE FOR DETAILS

Sponsorship Opportunities



Date: Thurs., May 28 **Location:** Franklin County Visitors Bureau **Attendance:** 115

About the event: The Chambersburg Chamber and Downtown Chambersburg Inc. will honor several of its members for their accomplishments in 2020 at the Economic Development Breakfast on May 28 from 7 to 9 a.m. The breakfast will feature a presentation of awards, property improvement recognition, a guest speaker and a small-scale developers' panel discussion.

Contact: Sam Thrush, 717-264-7101 ext. 204, sthrush@chambersburg.org

Grand Sponsor - \$1,000 – Sponsor will receive the following benefits:

- Preferred seating for a table of 8
- Opportunity for a representative to speak about your business for a few minutes
- Logo featured on the event webpage and promotional materials
- Logo featured in the program
- A full page ad on the back of the program
- Opportunity to set up a promotional table at the entrance of the event in the registration area
- Opportunity to place marketing materials at each guest table
- Mention during the welcome as the Grand Sponsor
- Company name mentioned in all media releases about the event
- Logo featured in newsletter recap article



Premier Sponsor - \$750 - two available

Sponsor will receive the following benefits:

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

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

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

Patron Sponsor - \$75 - Sponsor will receive the following benefits:

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

[Yes, I would like to sponsor the 2020 Economic Development 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.

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

Signature: _____ EXP: _____ CVV: _____

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

TRENDING NEWS



Menno Haven is excited to announce the opening of the new Resident Life Center at 300 Ridgeview, Chambersburg. Over 400 residents, team members and community partners were in attendance at the facility's grand opening. The 35,000-square-foot building features many amenities for residents to enjoy including a 250-person Event Center for live entertainment, two dining venues, The Haven Salon and Spa, a 30-person cinema, an arts studio, tech bar and more. The Life Center is part of Menno Haven's five-year strategic plan known as Project GENESIS. Visit MennoHaven.org for details.



Special thanks to **Shalom Christian Academy** for hosting our January Mixer! We had an excellent evening with delicious refreshments from **Kathy's Deli**, entertainment from Shalom's Fine Arts students and tours by our host. Are you interested in hosting one of our Mixers? Contact Jordan Nace at jnace@chambersburg.org for availability - we're booking into 2021!



Congratulations to **Northeast Hide!** They just opened their new retail space at 791 Wayne Ave. Chambersburg! The boutique opened last month with women's clothing, shoes, jewelry, baby accessories and gifts. They are open Tuesday through Thursday, 11 a.m. to 5 p.m., Friday 11 a.m. to 8 p.m. and Saturday from 10 a.m. to 5 p.m. For more details, visit [Facebook.com/NortheastHide](https://www.facebook.com/NortheastHide) or call 717-809-1466.



We recently celebrated with a Ribbon Cutting at **NETwork Ministries** to mark the completion of the third and final phase of their 419 Building Campaign! NETwork is an urban youth ministry for children and teens which provides after-school and summer opportunities for children in the Chambersburg area. Their new facility is located at 419 Hollywell Avenue and will be used primarily as an Arts Center and a Teen Center. For more information, visit Network-Ministries.org.

MEMBER SPOTLIGHTS

SCCAP - SOUTH CENTRAL COMMUNITY ACTION PROGRAMS

533 South Main Street, Chambersburg, PA 17201 | 717-263-5060
mshreve@sccap.org | SCCAP.org

South Central Community Action Program (SCCAP) is a 501(c)3 nonprofit organization serving Adams and Franklin Counties. SCCAP has been serving our community for 55 years, empowering families and engaging the community to pursue innovative and effective solutions to break the cycle of poverty.

SCCAP is the leader in community organizing partnerships to inspire hope, build thriving families and vibrant communities. They provide housing, food, family support, scholarships, early learning resources, work ready skills, re-entry support, gleaning initiatives, administration of the local WIC program and collaboration with other community leaders and groups. Together, we can help individuals and families re-write their stories and live a more vibrant future. To learn more, visit us online at SCCAP.org.



BOYS & GIRLS CLUB OF CHAMBERSBURG / SHIPPENSBURG, INC.

73 West Burd Street, Shippensburg, PA 17257 | 717-261-5761
office@bgccs.org | BGCCS.org | Facebook.com/BGCCSKIDS

"Whatever it takes." That is The Boys & Girls Club of Chambersburg and Shippensburg's motto. They are celebrating 10 years of doing whatever it takes to build great futures in Franklin County. Considering the Club's growth, they know exactly what it takes, and are inviting the community to celebrate with them.

In 2010, the Club served 23 children at two clubhouses. Today, the Club serves 531 children with before- and after-school programming and summer camps. Current programming has been moved to be on-premises at five schools: three in Shippensburg and two in Chambersburg. An additional camp will be opening in Waynesboro in 2020. "The change means we are meeting children where they are, in a familiar environment and close to home. Transportation is no longer a barrier, school facilities are being utilized and our overhead is lessened," says Maggie Lattin, executive director.

What hasn't changed is the nationally recognized, locally implemented programs which focus on Academic Success, Healthy Lifestyles and Character and Leadership Development. Children who attend the Club are more likely to graduate high school and seek secondary education and are less likely to engage in risky behaviors. Tuition is based on sliding scale, making it accessible to all families. "We are here to serve all children. They all



need the same thing: access to a safe, healthful, and supportive environment. Just \$20.10 supports one month of programming for one child. We know that child. That child matters. That month matters."

"After 10 years, we know what it takes! And it only takes 2010: \$20.10 per month, \$201.00, or \$2,010 to create great futures for our children."

#WhateverItTakes #ItOnlyTakes2010 #2010in2020

QuickBooks® Step-by-Step Training Manual Provided



Dates: April 22, 2020
May 20, 2020

Location: 720 Norland Avenue
Chambersburg, PA 17201

Time: 9:00AM – 12:00PM



Scan QR code with mobile device for more info.

4 Easy Ways to Register Now!

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

Fax Completed Registration: 717-267-1464

On-Line: www.schultheisscpa.com – click on the resources link

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

Is Your Office Making These 21 Critical Mistakes?

- 3 QuickBooks® errors that hurt cash flow in your office.
- 7 Mistakes to avoid in “costing” and why they hurt you.
- 5 Ways to reduce payroll headaches - the one best fix.
- 3 Reports that will stop wasted expenses and overhead.
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Course: \$129 per person. \$100 per person if two or more attendees from same company.
(includes continental breakfast)

Name: _____

Company Name: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Phone: _____

E-Mail: _____

Additional Registrants: 1. _____

2. _____



Payments Accepted: Check ♦ Cash ♦ Mastercard ♦ Visa



Visit our Facebook page – www.facebook.com/schultheisscpa.com



**Walk Only Wheelchairs and
Strollers are Welcome**

Benefits

Nathan Tappen Memorial Scholarship

The scholarship was established to honor the memory of Mr. Nathan Tappen, a consumer with intellectual & developmental disabilities residing in Franklin County PA. The scholarship was created to provide a financial stipend each year to a student pursuing a degree in special education.

[Scholarship application
2020.docx](#)



*Providing advocacy, resources and services for
people with intellectual & developmental disabilities*

SAVE THE DATE

APRIL 4, 2020

WALK/5K RUN

@ SHIPPENSBURG

TOWNSHIP PARK/CUMBERLAND
VALLEY RAILS-TO-TRAILS:

Registration: 8am to 8:45am

Race & Walk begin at 9am

Awards to follow race.

**Register online @
Timberhilltiming.com**

**Pre-registration for 5k
is \$20 by April 1st.
\$30 registration after
the deadline.**

**Walkers must register
by donation only.**



Martha Walker recently retired from her role as director of the board for **F&M Trust** and Franklin Financial Services Corporation after 40 years of service. Walker, a partner in the Chambersburg-based law firm **Walker, Connor & Spang, LLC**, joined the board in 1979. She was the first woman to serve as director of

the bank's board. In addition to her service to F&M Trust, Walker has served on the boards of directors of over 20 nonprofit organizations in Franklin County. Walker, who was the first woman admitted to the Franklin County Bar, is also the past president of the Pennsylvania Bar Association. Taking Walker's place is Kimberly Rzomp, the former CFO of **WellSpan Summit Health**.

WellSpan Health - Formerly Summit Health provided more than \$221 million in community benefit to southcentral Pennsylvania, according to the regional health system's 2019 Community Benefit Report. Some of WellSpan's noteworthy community benefit activities from 2019 included: Assisting in the development of Hope from the Start in Franklin County formed to address the health and well-being of babies and toddler-age children; and educating more than 1,000 individuals at locations across our communities on mental health first aid, to ensure those suffering a mental health crisis get the immediate help they need. To read the 2019 Community Benefit Report, visit WellSpan.org/Neighbors.



F&M Trust recently donated \$500 to the Mont Alto Historical Society. Learn more at FmTrust.Bank or call 717-261-6116.

United Way of Franklin County held its Annual Meeting recently with the theme of "Living United." The meeting, which was sponsored by **Boyer and Ritter, CPA's**, was opened by Bonnie Zehler, president of the board of directors for United Way of Franklin County, who spoke about the importance of connectivity and the gifts that people with diverse backgrounds bring to our community. As part of the Annual Meeting, United Way of Franklin County presented the slate of officers for the board of directors for 2020 including: Bonnie Zehler as president; Ken Ditzler as vice president; Matt Gunder as treasurer and Scott Bowerman as secretary.



The Boys & Girls Club of Chambersburg and Shippensburg is fond of the number 2010. Historically, it represents the year the club was formed. Currently, those

digits can be found in the club's goal to raise \$50,000 in 2020, when it marks its 10th year of fostering academic success, character and leadership development, and

healthy lifestyles for youth in Franklin County. An assortment of donating options is available, in keeping with the noteworthy numbers. For instance, those who want to support the club may donate \$20.10 as a one-time offering or per month. Those dollars are necessary to keep the ever-growing club thriving for the next decade, and beyond. For more information, go to BGCCS.org; call 717-261-5761; or email office@bgccs.org.



Chambersburg Civil War Seminars & Tours, an initiative of the Chambersburg Chamber, is excited to announce that program coordinator Eric Wittenberg, a Dickinson College alumni, will speak at his alma mater from the same lectern used by Abraham Lincoln to deliver the

Gettysburg Address. The March 21 lecture is entitled, "Battling the Myths of Gettysburg" and is free to attend.

Nearly 1,700 issues of the **Wilson College** student newspaper are now online and searchable, thanks to a grant that allowed the college to digitize the papers and make them available to researchers on and off campus. Digitizing the collection of student newspapers enhances its value as a historical record by making it searchable, which means the information contained within the papers is easier to tap by anyone researching a variety of topics. Once published weekly, *The Billboard* today is published every three weeks.

F&M Trust is pleased to announce the following recent hires and promotions: Amy Herrold, F&M Trust's controller, was recently promoted to vice president. Herrold joined F&M Trust in 1989 and worked as a teller, staff accountant and assistant controller before being promoted to controller in 2010. The Chambersburg resident is based in F&M Trust's corporate headquarters in Chambersburg. Next, Ken Brookens was hired as a commercial loan review officer. In his new position, Brookens reviews F&M Trust's commercial loan portfolio for creditworthiness. Brookens is based in F&M Trust's corporate headquarters in Chambersburg.

The Foundry Artist Co-op will host a new event on March 5: "Word Power: Exploring the Graphic Quality of Words." Examine the ways that visual elements have been combined with words and try your hand at creating with various mediums. On March 7, bring your children ages eight and older to a "Young Artists Workshop: Celebrating Seuss." For information on these and other events, visit FoundryArtsCoop.com.

Visit the **Council for the Arts** in their new facility at 103 North Main St. for March events that include "Colored Pencils: Basics and Beyond" on March 13 and 20, a "Drawing on the Right Side of the Brain" series on Wednesdays at 1 p.m. and more. For information, go to CouncilForTheArts.net.

At **The Capitol Theatre**, enjoy "Rhythm of the Dance," the National Dance Company of Ireland, in a rousing journey to the Emerald Isle on March 5. On Friday, March 13, celebrate St. Patrick's Day at the Wood Center with authentic Irish music, food, specialty drinks and more at "Irish Happy Hour." For details about upcoming events, visit TheCapitolTheatre.org.



F&M Trust recently donated \$2,500 to the **Chambersburg Area School District Foundation's** Leaping 4 Literacy initiative. The Foundation's goal is to raise \$100,000 to provide mini

take-home libraries for every CASD student in grades K-5.

Join the **Franklin County Historical Society** at the **Franklin County Visitors Bureau** on March 26 for a presentation about Rose Rent Lofts by developer Vern McKissick. Refreshments will begin at 6:30 p.m. with a presentation at 7 p.m. Registrations are preferred; please call 717-264-1667.



F&M Trust recently committed \$25,000 to Central Pennsylvania Youth Ballet. The bank's contribution will be used to support Central Pennsylvania Youth Ballet's \$5.95 million capital

expansion project that will update and modernize the school's current facility and accommodate its growing enrollment demands. As part of the expansion project, performance and studio spaces will be added. Student study areas, bathrooms, dressing rooms and lounges will be upgraded. The school's security system will be enhanced, and the administrative offices will be renovated. F&M Trust and Central Pennsylvania Youth Ballet have enjoyed a multi-year relationship, during which F&M Trust has provided ongoing support to the school.



Recently, M&T Bank presented \$37,000 in donations to nine Franklin County organizations at their annual charitable luncheon. Recipients included Institute at **Renfrew, Maranatha**

Ministry Inc., Over the Rainbow Children's Advocacy Center, The Salvation Army, Shalom Christian Academy, South Central Community Action Programs, St. Thomas Food Bank, Upper Path Presbyterian Church, and Women in Need.

MANTEC's second annual Smart Manufacturing Conference will take place in Gettysburg, PA on March 19 from 11 a.m. - 5 p.m. The conference will focus on "the latest and most successful trends for manufacturing." The conference includes breakout sessions and keynote speakers all structured for manufacturing. Manufacturers receive special pricing. Conference details can be found at mantec.org/smc2020.

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 Governor Tom Wolf's renewed calls to double the state's minimum wage rate to \$15, significantly expand the state's overtime eligibility rules and for an additional tax on the Commonwealth's natural gas industry:

"The governor's proposal to more than double the current minimum wage rate will increase labor costs and lead to further job loss. A recent report by the nonpartisan Congressional Budget Office found that a \$15 minimum wage could lead to as many as 3.7 million lost jobs.

"Additionally, the proposal to expand overtime eligibility has prompted strong opposition among employers – particularly nonprofits, educational institutions and small businesses who cannot afford this dramatic expansion and would be forced to convert salaried employees into hourly positions so hours can be closely monitored and overtime avoided.

"We remain hopeful that all sides can work together to resolve differences of opinion on these proposed policies. We believe S.B. 79 represents such a compromise by maintaining the status quo related to overtime eligibility, enacting important regulatory reform related to overtime and a more manageable increase to the state's minimum wage. While we have long opposed government mandated increases to entry-level wages, the minimum wage section of S.B. 79 is structured in a way that mitigates the negative impact on businesses.

"In regard to continued calls for a severance tax, an additional punitive tax on the energy industry will further exacerbate the market downturn – which has led to a projected 21 percent reduction in impact tax collections this year, a decrease in the number of active rigs operating in the state and some companies making the difficult decision to lay off employees and some deciding to stop drilling in the Commonwealth altogether. One of Pennsylvania's greatest advantages is our affordable and accessible energy supply. However, we are at risk of losing this competitive edge if state elected officials continue to target this industry to pay for additional government spending. As we have seen this year, capital is fluid and companies will move out of the state if the conditions are not right to be profitable.

"Rather than enact policies that will negatively impact opportunities for economic growth and job creation within the state's critical energy sector, we encourage policymakers to pursue smart public policies that will leverage our assets into greater opportunity for all Pennsylvanians."

> Why Should You Offer Life Insurance Benefits for Your Employees?

Life insurance is an important part of an employee's benefits package. It can help provide financial security through some of life's most difficult transitions. Yet four out of 10 people do not own a life insurance policy in any amount, and two in 10 only have life insurance through a group member benefit.¹

Whether you're married, single, starting a family or close to retirement, a life insurance policy can help minimize financial burdens. Life insurance can be used to:

- > Pay medical and funeral bills
- > Replace lost income
- > Pay off a mortgage and other debts
- > Fund college expenses

Without life insurance, the death of a wage earner could cause financial ruin for an employee and their loved ones who may live paycheck to paycheck.

So why do people choose to go without this valuable insurance coverage?

Twenty-seven percent of people believe they would not qualify for individual (life insurance) coverage.²

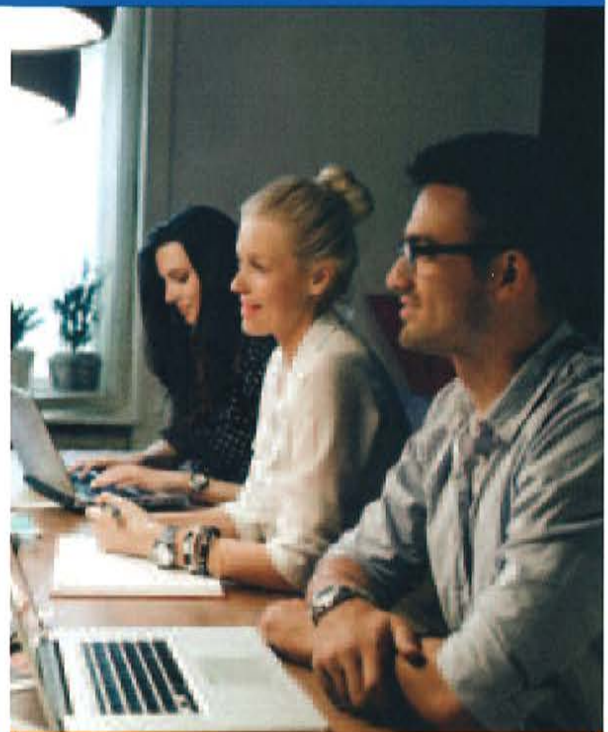
Reasons vary from health conditions to hobbies and lifestyle choices. Most people realize smoking or high blood pressure can make it more difficult to get life insurance. But who knew a few speeding tickets could result in higher premiums?

Voluntary Term Life Insurance – A Win-Win Scenario

By participating in a standard group voluntary life insurance plan, employees who might not otherwise be eligible for life insurance can obtain coverage.

With our voluntary term life insurance, your employees have the freedom to select adequate levels of life insurance coverage to help protect the well-being of their families. And, since premiums are paid entirely by the employee, **there is no additional cost to your company.**

Additionally, our coverage is guarantee issue, premiums may be payroll deducted and annual increase options are available.



Voluntary term life insurance can help provide employees with a financial safety net that keeps their minds on their jobs and not on money concerns.

Contact me for more information:

Michael Hennessy
717-860-0265
c13m13@yahoo.com

¹ 2015 Life Insurance Statistics and Facts ² 2016 LIMRA Life Insurance Barometer Study

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YOUTH LEADERSHIP SESSION

Leadership Franklin County (LFC) Youth learned how leaders 'Encourage the Heart' this month and was hosted by **Keystone Health**. Students discussed mentors that had encouraged them, worked on several small group communication exercises and toured the new Keystone Health Pediatric Development Center. Jade Dunhour, **Borough of Chambersburg's** D.O.E.R. (Diversity, Outreach, and Employment Resources) Programs Manager spoke to the students about her role and how important encouragement is to everyone, especially if you are leading. The day ended with ethical and moral group decision exercises that challenged students to think broadly about how their decisions impact others.

LFC Youth Sponsor:



COMMUNITY SESSION

Leadership Franklin County (LFC) Community met at **Penn State Extension** on Franklin Farm Lane in February focusing on Ethics & Power and Diversity & Inclusion. Guest speakers were Judge Mary Beth Shank of the 39th Judicial District, Eric Foreman of **Patriot Federal Credit Union**, Maria Banks of **Chambersburg Area School District** and Jose Dieudonne of **Wilson College**. Leaders face many of these topics in their workplaces giving students ample real-life applications. Laura Stover of **SEK, CPAs & Advisors** rounded out the guest speakers with public speaking best practices as the class readies for their May graduation presentations.

LFC Community Sponsor:

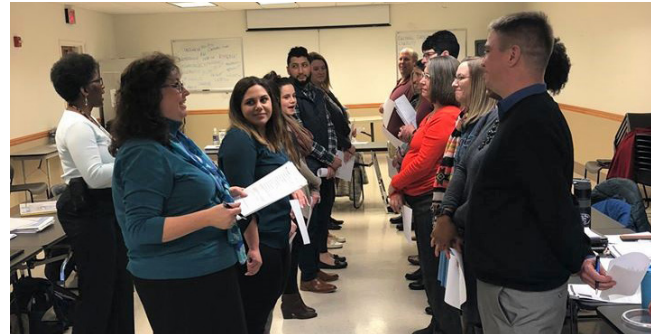


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COMMUNITY WORKFORCE DEVELOPMENT MEETING

On Tuesday, March 10 the Chamber Foundation's Community Education Coalition (CEC) will host a special meeting for area educators, businesses and nonprofit leaders interested in workforce development initiatives in Franklin County. The meeting will be held at **Franklin County Visitors Bureau** from 7:30 to 9:30 a.m. in the 11/30 Center.

This will be an excellent opportunity to develop partnerships with the local school districts related to co-ops, internships and site visits among other career education efforts. CEC will review other workforce initiatives happening in the area, best practices and discuss how to support all efforts to make a greater impact in Franklin County. For more information and to RSVP your attendance, contact CEC Co-Chairs Angie Austin of **WellSpan Health - Formerly Summit Health** at aaustin5@wellspan.org or Dr. Mike Doncheski of **Penn State Mont Alto** at mad10@psu.edu.



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2020 DOWNTOWN GUIDES

Downtown Chambersburg Inc. (DCI) released a new Downtown Chambersburg Guide just in time for IceFest as part of ongoing efforts to promote downtown attractions, merchants and amenities. The guide is a brochure-sized pamphlet offering an overview of downtown in a user-friendly format. DCI worked with **Centre Publications** to produce the guide, which visitors can pick up to reference lists of shops and restaurants, annual events, a map and more.

Guides are available free of charge at downtown businesses, local hotels, the **Franklin County Visitors Bureau** and the Chambersburg Heritage Center & Gift Shop. You can also find the guide online at DowntownCburg.com/Explore. To request guides for distribution at your office or business, please contact Sam Thrush (details above).



SPACE AVAILABLE IN DOWNTOWN CORE

Are you interested in relocating your business to the heart of Chambersburg? Are you searching for a new apartment in a walkable community? Consider making a move to downtown Chambersburg; it's close to fun shopping, delicious restaurants and beautiful parks!

Residential, office and storefront spaces are available! You'll find everything from lofts and two-bedroom apartments to second floor office space. Find exactly what you're looking for by visiting DowntownCburg.com/For-Lease-Sale.

FACADE GRANT APPLICATIONS AVAILABLE

DCI is now accepting applications for qualified projects along Main Street between Falling Spring Creek and Washington Street. The Commonwealth of Pennsylvania recently awarded the organization with \$50,000 for a facade improvement grant program. Applicants can receive up to \$5,000 per project. For details, visit DowntownCburg.com/Facade.

Thank you to our 2020 Downtown Guide Advertisers:

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| The Foundry Arts Co-op | St. James A.M.E. Church |
| Franklin Co. Visitors Bureau | Tower at Falling Spring |
| JAR Woodcraft | Vanity Parlor |
| Jim's Farmers' Market | Wenger & Myers Insurance |
| Korean Bulgogi House | Wellspan Health - Formerly Summit Health |

DOWNTOWN NEWS

Interested in learning more about the daily happenings in downtown Chambersburg? Check out our new blog on DowntownCburg.com. You'll find articles about new businesses, champions of downtown, upcoming events, downtown news and much more. Articles are also featured on our social media accounts including Facebook and Instagram. If your business is interested in being featured on our blog, contact Sam (details above).

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SINGLE BLOCK SCULPTURES

- * 11/30 Visitors Center
- * AA Bail Bonds
- * Abel Castro-State Farm
- * ACNB Bank
- * AE Bounce House
- * Art Sign Company of Chambersburg
- * Barra Orthodontics
- * Bartlett Tree Experts
- * BCM Payroll Services, Inc./Korey Paff State Farm Agent
- * Bear Hugs from Lisa
- * Bistro 71/Norland Pub/Norland Grille
- * Boost Mobile by CPA Wireless
- * Boyer & Ritter LLC
- * Bridget's Beach House LLC Myrtle Beach
- * Central Presbyterian Church
- * Chambersburg Animal Hospital
- * Chambersburg Noontime Lions Club
- * Chambersburg SuperTechs
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- * Franklin County Cyclists
- * Franklin County Free Press
- * Gabler Trucking, Inc.
- * Gardens by Grace/Here's Looking at You
- * Goldfish Barn Events Center
- * Hoskinson Wenger & Rife Law Offices / Shoap Law Offices
- * i360 Property Management
- * J&B Bridals & Tuxedos
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MARCH EVENTS DETAILS / REGISTER

CHAMBERSBURG.ORG/EVENTS

- 03** **CLASSICAL GREECE: CHAMBER TRAVEL CLUB INFO SESSION**
 5:30 - 6:30 P.M., CHAMBER, 100 LINCOLN WAY E., CHAMBERSBURG
- 10** **COMMUNITY EDUCATION COALITION MEETING**
 7:30 - 9:30 A.M. FRANKLIN CO. VISITORS BUREAU, 15 S. MAIN ST., CHAMBERSBURG
- 12** **CHAMBER AWARDS BREAKFAST PRESENTED BY M&T BANK**
 7 - 9 A.M. CHAMBERSBURG COUNTRY CLUB, 3646 SCOTLAND RD., GET TICKETS BY MARCH 9
- 19** **LUNCH & LEARN: ENTREPRENEURSHIP**
 11:30 A.M. - 1 P.M., 100 LINCOLN WAY E., CHAMBERSBURG
- 19** **11/30 NETWORK: THIRD THURSDAY HAPPY HOUR**
 5:30 - 7:30 P.M., APPALACHIAN BREWING CO., 15 WEST KING ST., SHIPPENSBURG
- 26** **CHAMBER MIXER: MONTESSORI ACADEMY OF CHAMBERSBURG**
 5 - 7 P.M., 875 RAGGED EDGE RD., CHAMBERSBURG
- 27** **TICKET DEADLINE: CHAMBER UNCORKED**
 FUNDRAISER ON APRIL 4 @ 6 P.M. AT THE ORCHARDS. TICKETS: CHAMBERSBURG.ORG/EVENTS
- 31** **11/30 NETWORK ANNUAL MEETING**
 5:30 - 7:30 P.M., CHAMBER, 100 LINCOLN WAY E., CHAMBERSBURG

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