

OCT 20

THE OUTLOOK



**FRANKLIN CO.
EDUCATION
SUMMIT**

**BIZ PERSON
OF THE YEAR
NOMINATIONS**

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

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

Carla Christian

Chambersburg Memorial YMCA

Adam Donius

Chick-fil-A

Theresa DiLoreto

Chambersburg Rotary Club of Chambersburg

David Grant

Keystone Health

Jocelyne Melton

Baxter Group, Inc.

Mark Story

The Tide

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.

Advertising

Beam Graphix

Doug Counts
29 South Main Street
Chambersburg, PA 17201
www.Facebook.com/BeamGraphix
beamgraphix@gmail.com

Banks & Credit Unions

Community State Bank

Morgan Rhone
6962 Lincoln Way West
St. Thomas, PA 17252
www.CsbOrbisonia.com
marhone@csorbisonia.com

Massage Therapy

In Harmony Therapeutic Massage

Christine Elmer
1452 Nittany Drive
Chambersburg, PA 17202
christine.e.elmer@gmail.com

Non-Profit Organizations & Associations

Knights of Columbus

Michael Krugh
336 East Garfield Street
Chambersburg, PA 17201
krugh1@comcast.net

Real Estate Management

Makailey Properties

Stacey Horton
701 South Fourth Street
Chambersburg, PA 17201
staceyhorton@remax.net

Restaurants

The Market at Trickling Springs

Andi Amin
2330 Molly Pitcher Highway
Chambersburg, PA 17202
www.TricklingSpringsCreamery.com
andrea.amin@smcdairy.com

Real Estate

RE/MAX Realty Agency - Stacey Horton

1132 Kennebec Drive
Chambersburg, PA 17201
staceyhorton@remax.net

Computers & Computer Services

ThinkEzIT Computer Support Services

Barry Arendt
512 Nelson Street
Chambersburg, PA 17201
www.ThinkEzIT.com
Barry.Arendt@ThinkEzIT.com

Car Washes

Tommy's Express Car Wash

John Gay
825 Norland Avenue
Chambersburg, PA 17201
www.Facebook.com/TommysExpressChambersburgPA93
jgay@teamtommys.com

Non-Profit Organizations & Associations

Veterans Multi Service Center

Fayth McKay
Chambersburg, PA 17201
fayth.mckay@vmcenter.org

Antiques

Vintage Market at The Old Red Barn

Tammy Courtney
1293 Warm Spring Road
Chambersburg, PA 17201
www.VintageMarketAtTheOldRedBarn.com
vintagemarketattheoldredbarn20@gmail.com

Nursing Homes/Retirement Homes/ Assisted Living

Laurel Lakes Wellness & Rehabilitation Center

Lindsey Sattazahn
201 Franklin Farm Lane
Chambersburg, PA 17201
(717) 264-2715
www.LaurelLakeShc.com

Contractors

Restoration1 of PennMar

Ryan OLeary
11720 Kendallwood Circle
Waynesboro, PA 17268-9185
(301) 660-0328
www.Restoration1.com/PennMar
ryan.oleary@restoration1.com

PRESIDENT'S MESSAGE



We all had our favorite bike when we were kids. It was shiny, dependable, fast and fun. We rode it everywhere and it became essential to our daily lives. Sometimes we took it for granted that riding would always be easy and carefree. Then one day you had a bad crash; a wreck that knocked the wind out of you, cracked your helmet and scraped your knees. Suddenly that shiny bike didn't look as friendly and appealing anymore; now it caused anxiety and looked ominous. Maybe you put your bike in the shed for a while. But eventually you gathered yourself together and remembered how much you appreciated the freedom to ride. It was time to get back on and go again. Perhaps with a bit more caution, more awareness and maybe a nice, new helmet.

The joy has returned.

We are all in various stages of recovering from the wreck of 2020. There's no shortage of anxiety over how best to move forward with our daily lives and work routines. Our Chamber is working hard every day to help our members and our community get back up and embrace these challenges to move forward, grow our businesses and thrive. We are starting back with some in-person events, new business openings, ribbon cutting celebrations and publishing the 2020 Member Directory & Community Profile. The Chamber is offering new and improved value-added services through ChamberChoice, including tuition reimbursements to employees up to \$5,250. We are in the process of completely rebuilding our Dues Investment Structure to better serve our member community. Our Chamber, in partnership with the other Franklin County Chambers of Commerce, supported FCADC and Franklin County's efforts to distribute over \$5.6 million in Small Business Grant funds. These funds made available through the CARES Act will be utilized by more than 180 small businesses. Our team is also working on major new initiatives that will help our businesses better connect throughout our community in 2021 and beyond.

My message to you today is this: It's time to walk out to the shed, get on our bikes and ride together. I can already feel the wind in my face. Can you?

Kind regards,

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

OCT MEMBER MILESTONES

15 Years

Austin Hardware & Supply, Inc.
Green Ridge Village

10 Years

Chambersburg Christian & Missionary Alliance
Subway #49877

5 Years

Glessner Technologies
Jan Zell Wines & Ciders
REEL PD (Reliable, Efficient, Ethical Leadership - Professional Development)

1 Year

Hammer & Stain
Chambersburg
Kuhn Lawn Service Inc
Wilson School of Gymnastics & Dance

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
11/30 Network Liaison
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.





October 2020

Dear Chamber members,

In accordance with the bylaws of the Greater Chambersburg Chamber of Commerce, the Nominating Committee is pleased to report the nomination of the following members to serve on the board of directors of the Greater Chambersburg Chamber of Commerce. All of them will serve for a period of three (3) years beginning November 2020.

This slate was selected after considering fair representation of the membership. Additional names of candidates for directors can be nominated by petition bearing the genuine signatures of at least 20 qualified members and must be filed within 10 days of receipt of this nominating report.

The nominees submitted by the Nominating Committee are:

Patricia Abbott

Nominee for second term on the board of directors.

Patricia Abbott lives in Chambersburg with her husband, Terry. She has two daughters and a grandson. Abbott has worked for Strickler Insurance Agency since 2008 as a Commercial Risk Adviser and has been working in insurance for over 30 years. She has a bachelor's degree in accounting from Wilson College. Pat has been a Chamber Ambassador since 2013 and also serves on the Chambersburg Exchange Club Board. She enjoys traveling, shopping and spending time with family.

William "Bill" Boltz

Nominee for second term on the board of directors.

Bill Boltz has been the director of distribution at ULTA Beauty since June 2017. He was born and raised in Rehrersburg, Pa. and has also lived in Amsterdam, N.Y. and Columbus, Ohio prior to moving to south central Pennsylvania. He spent six years as an officer in the Army and worked for 12 years with Target Corporation before his position at ULTA. Boltz has been married for 18 years and has two kids; Madison, 16, and William, 14.

Brad Evans

Nominee for second term on the board of directors.

Brad Evans is currently the Bartlett Tree Expert's local general manager responsible for the Chambersburg, Frederick and Gettysburg offices. He graduated from the Pennsylvania College of Technology with a degree in Forest Technology. He currently is a member of the Penn State Mont Alto Arboretum Advisory Council. Evans has been a member of the Chambersburg Rotary Club since 2003 and currently serves on the board. He volunteers as a committee member and chairman for the Cumberland Valley Chapter of Ducks Unlimited, volunteers as a presenter for the Franklin County Master Gardener program and various service projects for Rotary. He is a member of the Presbyterian Church of the Falling Spring.

Jake Naugle

Nominee for second term on the board of directors.

Jake Naugle has been with Patriot Federal Credit Union since 2012 and is currently the director of real estate lending where he oversees the Credit Union's mortgage and home equity operations. Naugle is a native of Franklin County and has been active in the 11/30 Network young professionals group since 2015, serving as the chair from 2016-2017. Naugle has also been active in other volunteer capacities within the Chamber, including serving as the 2018 chair of the Sip and Savor Committee, volunteering with IceFest and serving on the 2020 Accreditation Committee. He credits much of his interest in the Chambersburg community to his graduation from Leadership Franklin County in 2015.

Anthony Bagley

Nominee for first term on the board of directors.

Anthony Bagley is the administrative vice president at M&T Bank in Chambersburg with 27 years of experience in the financial services industry. His success over the last 16 years with M&T Bank as a loan officer, business banking relationship manager and branch manager has led him to his current role serving as a regional manager in the Southern Pa. market. His current responsibilities include the leadership of approximately 100 employees in 16 branches. He also serves on several internal committees and projects including the Retail Incentive Committee, which provides plan oversight and management of a \$14M annual budget. Growing up in Maryland, Anthony has served in the community on non-profit boards and committees in the Washington County area including the Boys & Girls Club of Washington County. In his free time, Anthony enjoys many outdoor activities including hunting, fishing, biking, hiking, camping and golf.

William M. Kick

Nominee for first term on the board of directors.

William Kick is an assistant vice president based in HRG's Chambersburg office where he directs the firm's regional services in south central Pennsylvania, northern Maryland and West Virginia. He is responsible for day-to-day operations of an inter-disciplinary office including quality control and project delivery, staffing, training, personnel management, client management, business development and marketing initiatives. Kick has over 20 years of professional experience in civil engineering project management, construction contract management, engineering design, municipal representation and environmental regulatory permitting and compliance. He also has extensive private sector consulting experience in the fields of residential, commercial and industrial subdivision and land development encompassing all related aspects of engineering design and regulatory compliance.

Respectfully submitted by the 2020 Nominating Committee:

Camilla Rawleigh (chair), Pat Abbott, Brad Evans, Luke Martin and Jeff Truhan.

FRANKLIN COUNTY

FIRST RESPONDERS



DECEMBER 4TH, 2020

Join the 11/30 Network, Franklin County's young professionals group, as we thank our local police, fire, and EMS workers for all they do to keep us safe. Care package deliveries will be made to over 40 stations throughout the county on Friday, December 4th!

What can YOU do to help?

1. Make a thank you card with your kids thanking the first responders for their tireless efforts. Cards will be included with care packages delivered to each station.
2. Donate any of the following items:
 - Snacks/beverages that are individually wrapped* such as... *Granola/Protein Bars, Nuts/Trail Mix, Cheese & Peanut Butter Crackers, Mints, or Gum, Chips, Beef Jerky, Candy, Small Packs of Donuts, Microwave Popcorn, Sports Drinks, Powder Packets of Sports Drinks/Teas*
 - Supplies for the station such as... *large cans of coffee, K-cups, hand sanitizer, little Memo books, Sticky Notes, highlighters, black ink pens, ChapStick*
 - Monetary donations... *to be used for extra snacks for goody bags, gift cards for food/supplies, thin Blue Line rubber bracelets to be handed out to kids*

**Due to COVID-19 concerns, we will only be accepting store-bought individually wrapped snacks and beverages this year.*

Cards and/or donations should be delivered to the Chambersburg Chamber of Commerce office no later than 5 PM on November 30th.



Greater Chambersburg Chamber of Commerce
100 Lincoln Way East
Chambersburg, PA 17201



lsuders@chambersburg.org

Thank you for your support!

kathyrngratton@gmail.com



6th Annual First Responders Appreciation Day

Donation Form

DONOR INFORMATION

Donor/Company Name (as you want it to appear): _____

Contact Name: _____ Phone: _____

Address: _____ City: _____

State: _____ Zip: _____ Email: _____

DONATION DETAILS

Donation: Monetary (Please indicate amount \$_____) Gift card/Food/Supplies/Other (Please detail below)

Make all checks payable to the Greater Chambersburg Chamber of Commerce

Item 1: _____ Retail Value: _____

Item Description: _____ Type of Item: Gift card/certificate Actual item

Item 2: _____ Retail Value: _____

Item Description: _____ Type of Item: Gift card/certificate Actual item

Item 3: _____ Retail Value: _____

Item Description: _____ Type of Item: Gift card/certificate Actual item

Delivery of Item(s)/Payment: Included here Please contact me regarding pick-up of edible items

I understand that the submission of this form confirms commitment to donate the item(s) listed above for the 11/30 Network First Responders Appreciation Day, and that any non-perishable item(s) will be received by the Chamber no later than **5 p.m. on November 30, 2020.**

Signature _____

Please return form to Laiton Suders mail to Greater Chambersburg Chamber of Commerce, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201; or email to lsuders@chambersburg.org. Please note, 11/30 Network has the right to combine donations at the discretion of organizers, as well as refuse items deemed inappropriate for this event.

EDUCATION SUMMIT SUCCESS



Thank you to everyone who joined us in late August for the first Franklin County Education Summit! Attendees enjoyed discussions with our expert panelists in breakout Zoom groups on the topics of workforce development and education in Franklin County. The above photo features Angie Austin in a breakout session explaining how business and education partnerships nurture workforce development in Franklin County.

Special thanks to all our speakers, including:

- Angie Austin, Organizational Learning and Development, **WellSpan Health**

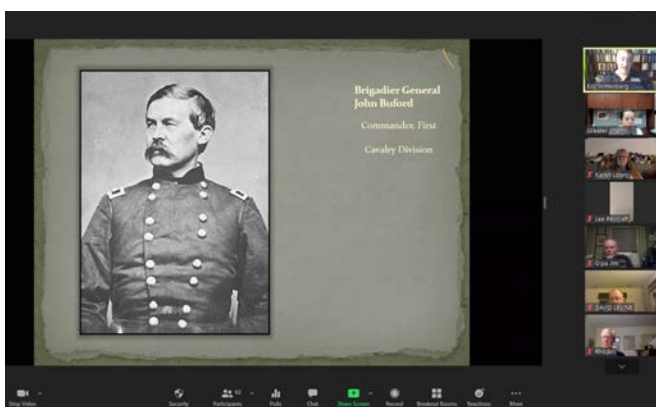
- Stephanie Barnhart, Business Education/K-12 Career Readiness Coordinator, **Chambersburg Area School District**
- Tiffany Bloyer, HR Director, **Franklin County Government**
- Janyce Collier, Director, **Franklin County Career and Technology Center Practical Nursing Program**
- Michael A. Doncheski, Chief Academic Officer, Professor of Physics, **Penn State Mont Alto**
- Dr. Patty Flood, Secondary Principal, **Shalom Christian Academy**
- Tom Hoffman, Career Coordinator, Waynesboro Area School District
- Terry Miller, Asst. Administrative Director, **Franklin County Career and Technology Center**
- Kalee Hovetter, Senior, University of Pittsburgh
- Caroline Reed, Hagerstown Community College

Table Sponsors



Patron Sponsors: Occupational Services, Inc.

Virtual History Offerings Achieve National Reach



Beginning in September, Chambersburg Civil War Seminars & Tours has successfully implemented new virtual programs to the Civil War community reaching a national audience.

The original "Infantry in the Civil War" conference has been converted to a virtual platform from October 23 to 25. This intensive study of the use of the infantry will have live sessions on the field as well as pre-recorded segments depending on various logistical factors. Each day involves four hours of virtual field tours with the guide live to answer questions followed by two hours of lectures/discussion.

More than 60 people have already registered for the event that will feature nationally-recognized historians including Dennis Frye, Tom Clemens, Jim Hessler and Matt Borders. To learn more, visit CivilWarSeminars.org.

The second creative alternative is a new virtual lecture series called HISTORYtalks. This is a bi-monthly lecture held on the 15th and 30th of each month via Zoom at 7 p.m. The first lecture featured award-winning historian Eric Wittenberg speaking on Brig. Gen. John Buford at Gettysburg. The talk was well-received with many positive comments; 107 people registered for the Wittenberg lecture from as far away as Florida and California.

On October 15, we will host our third lecture called "The Impulse of Victory: Grant at Chattanooga" given by David Powell. He is the author of numerous books including *The Maps of Chickamauga*, *Failure in the Saddle*, *Chickamauga Campaign: a Mad Irregular Battle*, *Chickamauga Campaign: Glory or the Grave*, *Chickamauga Campaign: A Barren Victory*, and his most recent title, *Battle Above the Clouds*. Powell is a 1983 graduate of the Virginia Military Institute with a B.A. in history.

Conference Sponsor

For more upcoming lectures or to register, visit CivilWarSeminars.org/Lectures.



NOMINATIONS SOUGHT FOR BUSINESS PERSON OF THE YEAR



The Chamber is actively seeking nominations for our 2020 Business Person of the Year! This special award will be announced by our Chamber board chair, Luke Martin, during the Business Breakfast: Annual Meeting in December. The Chamber has named a recipient of this prestigious award annually since 1987.

If you know someone who has proven professional leadership, displays excellence in the field, has driven business growth and is active in the community, please consider nominating them! Past recipients are listed below. **Visit Chambersburg.org/Nominate to find more details and submit your nomination! Nominations must be received by Monday, November 2.**

1987 John L. Grove
 1988 Robert G. Zullinger
 1989 Will G. Pananes
 1990 Charles M. Sioberg
 1991 John L. Mills
 1992 E. Lewis Leaman
 1993 Paul E. Lehman
 1995 Allan E. "Skip" Jennings Jr.
 1996 John D. Helman
 1997 Norman B. Epstein
 1998 Michael L. Hurt
 1999 Sam Small
 2000 Harold L. Brake
 2001 John Massimilla
 2002 William "Bill" Snell
 2003 L. Michael Ross

2004 J. Christian Snavelly
 2005 Pat O'Donnell
 2006 Peggy Bosma
 2007 Michael "Mic" Starr
 2008 Dennis E. Black
 2009 Michael G. Hull
 2010 Lynn Rotz
 2011 Edwin D. Martin
 2012 Ann Wagner
 2013 Joanne Cochran
 2014 Jacob Kaufman
 2015 Tom Beddard
 2016 Tanya Nitterhouse
 2017 James Resh, Jr.
 2018 Jim Martin
 2019 Michael Kalathas

Upcoming Virtual Lunch & Learns

Join us for two virtual Lunch & Learns in October! The first will be held on Tuesday, October 6 from 11:30 a.m. – 12:30 p.m. called: The Landscape of Business Funding and Access to Financial Capital in a Pandemic Environment.

This one-hour panel discussion is brought to you by the **Penn State Mont Alto LaunchBox** – an Innovation Hub to support and assist small businesses and entrepreneurs in our area. We are in unprecedented times, and the landscape is changing rapidly for many businesses, and particularly small business. The panel will be made up of representatives from three banks in our area including Brad Warner of **Patriot Federal Credit Union**, Tim Henry of **F&M Trust** and Jeff Gayman of **Orrstown Bank**.

Participants will discuss current issues facing small business, lending opportunities and an 'insider' glance at what banks look for when a small business seeks funding for their business.

Our second virtual Lunch & Learn is scheduled for Tuesday, October 27 from 11:30 a.m. to 12:30 p.m. via Zoom conducted by Mary Werdebaugh of **Organic Remedies Dispensary**. She will explain the details of how to work one-on-one with patients as a patient care specialist. Mary will also explain the science behind the recommendations of treatment for patient conditions and the proper use of medical marijuana.

Lunch & Learns are free to attend for Chamber members, but advanced registration is required at Chambersburg.org/Events.

25th Annual Chamber Golf Tournament

After months of anticipation, we will finally host our Golf Tournament at the Chambersburg Country Club on October 1st! Nearly 100 golfers plan to attend our event practicing safe social distancing, networking and friendly competition. Presented by **Spherion Staffing**, the event will begin with a shotgun start at 9:30 a.m. Contests during the tournament will include Longest Drive, Closest to the Pin and two opportunities to win prizes with a Hole-in-One sponsored by **Shively Motors**. Special thanks to the sponsors, golfers, Chamber ambassadors and Chamber team for their support.

Breakfast Sponsor

Snack Sponsor



Tent Sponsors



Golf Ball Sponsor

Sign Sponsor



Title Sponsor

Beverage Sponsor



Premier Sponsor

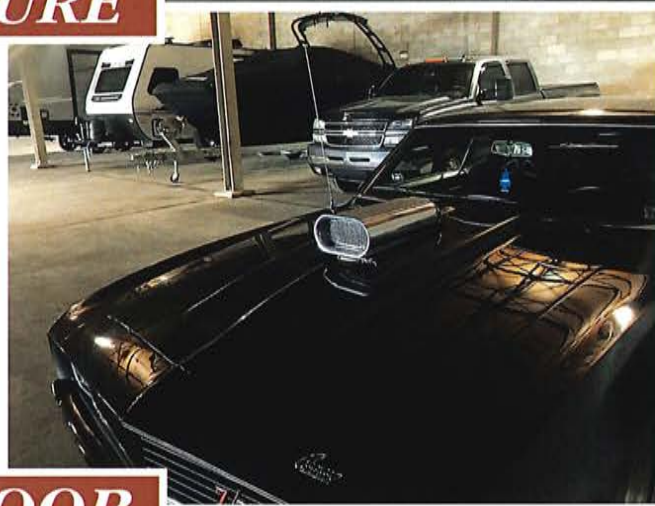


Benefactor Sponsors: ACNB Bank, BWISE Manufacturing, Bealing Roofing & Exteriors Inc., Chambersburg Noland, F&M Trust, Higher Information Group, Herbert, Rowland & Grubic, Inc., Industrial Maintenance & Repair Services, LLC, JAK Real Estate, Lee & Associates of Eastern Pa, Olympic Steel and Spicher's Appliance & Security.

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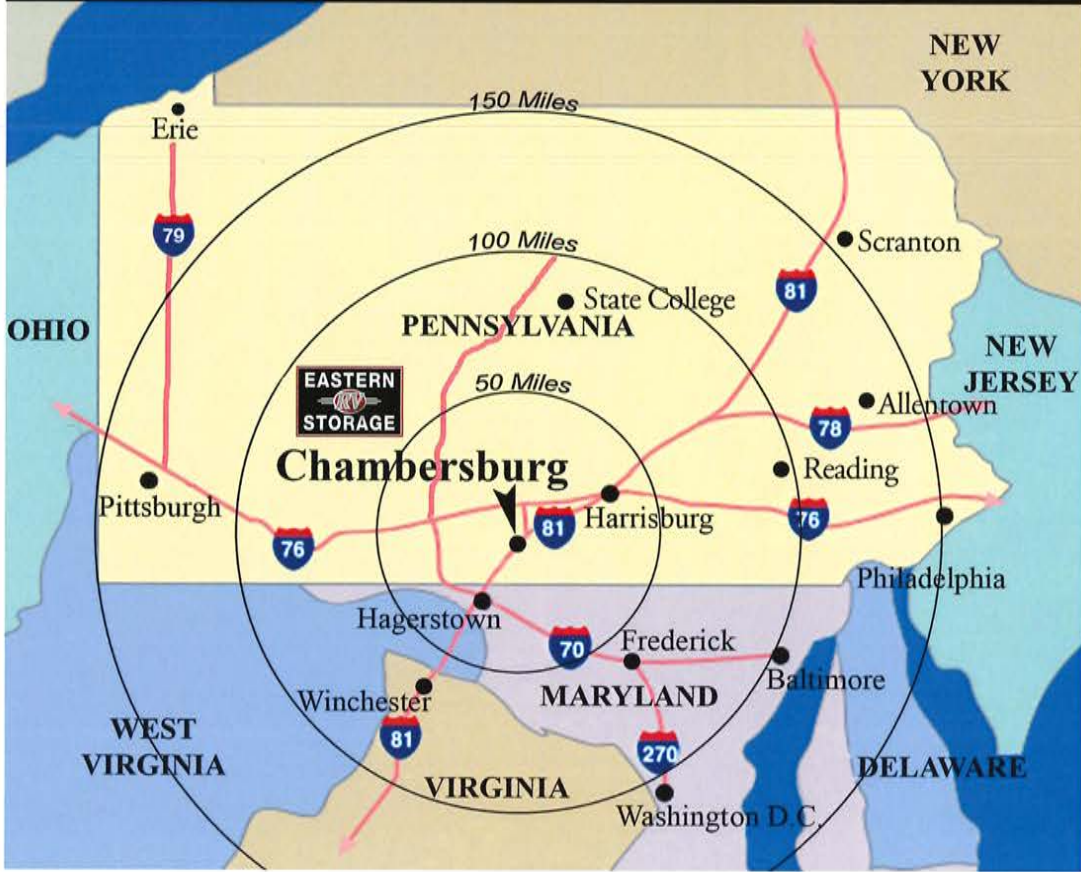


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TRENDING NEWS



Congrats and welcome **Sweet Rollers** to Downtown Chambersburg! They celebrated their Chambersburg location at 115 East Queen Street recently surrounded by friends and family. Sweet Rollers is a local family operated business with a product that is handcrafted for your fundraising success. They offer fun, fast and delicious fundraising options along with a delicious local menu of coffee, cinnamon rolls and even pretzels! To learn more about fundraising options, visit SweetRollers.com.



From September 15 to October 15 is National Hispanic Heritage Month, a period that recognizes the contributions and influence of Hispanic Americans to the United States. In celebration, we're highlighting some of the Hispanic restaurants in the greater Chambersburg area on our website with the Hispanic Food Fiesta. Support our small business community and visit the restaurants listed at Chambersburg.org/Events including **Montezuma Mexican Restaurant**, **Veroni Café** and others!



We recently celebrated the grand opening of **Rockstar Cheer** at 254 East King Street in Chambersburg with a Ribbon Cutting Ceremony. Rockstar Cheer is Franklin County's only D1 all-star cheerleading program. They offer classes in tumbling, stunting and introduction to cheerleading as well as private lessons and open gym time for children. In addition, Rockstar Cheer has virtual lessons to help students with stretching, flexibility and strength training. Learn more at RockStarChambersburg.com.



We had a great time (safely) mingling at our State of the Chamber Breakfast Reception recently at the **Chambersburg Country Club**! This special event was an exclusive benefit for our members at the Stakeholder, Visionary or Champion levels. If you're interested in upgrading your membership, please contact Jordan Nace at jnace@chambersburg.org or call 717-264-7101 ext. 202.

MEMBER SPOTLIGHTS

RHODES GROVE CAMP AND CONFERENCE CENTER

7693 Browns Mill Rd., Chambersburg, PA 17202 | 717-375-4162
RhodesGrove.com | info@rhodesgrove.com

Rhodes Grove is a Christian camp and conference center that was founded in 1917. It is situated on 35 acres surrounded by the beautiful farmland of the Cumberland Valley.

The Grove is a great place of retreat where the fun never stops! In addition to summer camps and retreats, we offer facility rental which includes lodging, meals and meeting spaces. We can accommodate groups up to 300 for meals and offer a variety of housing options such as hotel rooms, cabins and RV sites. Our goal is to "offer Christ-centered experiences that reveal God's majesty."



Rhodes Grove Camp
& CONFERENCE CENTER

SUNNYHILL PROPERTIES

550 Cleveland Ave., Chambersburg, PA 17201 | 717-264-4312
SunnyHillProperties.com | rent@sunnyhillproperties.com

The Avenues Professional Center is a local business campus comprised of over 46,000 square feet of office space, occupying nearly an entire city block in Chambersburg from South 4th St. & McKinley St. to Cleveland Ave. & Lortz Ave. This campus is home to over 40 truly small, professional businesses including attorneys, day care, counselors, medical, massage therapists, accountants and finance.

The Professional Center focuses on growing small businesses and new startups. We take some of the stress off new and/or small business owners by taking care of the facilities for them, allowing them to concentrate on what matters most – growing their business!

The office center is conveniently located in the Borough of Chambersburg within walking distance, or a couple-minute drive, of a plethora of restaurants, banks, the U.S. Post Office, the Franklin County Courthouse, the YMCA, the Chambersburg Area School District (CASD) High School, as well as the CASD administrative offices. Within minutes our tenants can be at their next business destination, giving them more time to spend working on their business instead of in their car.

This well-managed, professional campus provides our tenants with:

- Affordable office space
- Meeting rooms allowing for "physical distancing"
- Flexible, customizable floor plans from one-room offices to 4,000 square-foot offices
- Abundant, free off-street parking for our tenants and their customers, clients or patients
- Full-time professional maintenance technicians on staff
- Snow removal & grounds maintenance
- Utility costs included in most rents
- Paid trash and recycling
- Local property management staff



- A great space for businesses to grow
- Limited free document shredding service

The Avenues Professional Center provides the resources to help small businesses grow! Check our web site for available space or give us a call at SunnyHillProperties.com or 717-264-4312 ext. 3.

Managed by SunnyHill Properties, Inc. "Do what you do best and trust SunnyHill to do the rest!" (Owner is a Licensed Pa. R.E. Broker)

QuickBooks® Step-by-Step Training Manual Provided



Dates: October 21, 2020
November 18, 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.

3 Critical errors in setting up your chart of accounts.

Who Should Attend QuickBooks® Training?

- **Spouses** who help with the books on a part-time basis.
- **Business owners** who want to avoid mistakes and improve cash flow.
 - **Partners** looking for long-term answers to accounting problems.
 - **Bookkeepers** who need a better understanding of QuickBooks®.
 - **First-time** users just new to QuickBooks® software.
- **Seasoned users** who want to take advantage of the advanced features of QuickBooks®.

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

THE RURAL BILLBOARD: An Evaluative Conditioning Rock Star

Your first question is likely, "What is Evaluative Conditioning?"

Evaluative Conditioning (EC) is when positive (or negative) associations rub off onto

the other in one's advertising efforts. Many successive brands have found that a quick and effective way to win love for their product is to position it alongside something or someone people love--with celebrity endorsements or cute animals.

You know, like Coca-Cola's lovable polar bears, or Geico's gecko.

Does this really matter? Does this work?

You bet.

Positive mental states and emotions matter greatly when it comes to advertising: A recent study done by researchers at Columbia Business School found that a relaxed, happier consumer is not only a more satisfied shopper, but is someone willing to pay more for a product. Their research indicated 12% more, in fact.

Relaxed consumers imagine benefits more easily, instead of focusing on features and price. Simply put, "The relaxed mind is a receptive mind," says Dr. Deitrick Gorman, the author of *Relaxed and Ready*.

And where are today's consumers more receptive to your ads--happy and relaxed, free from negative contexts and associations, positioned next to something they already love?

You guessed it. In their cars, seeing rural billboards on rural roads.

Driving on rural roads actually can often put a person "in flow." This is a term coined by psychologists Mihaly Csikszentmihalyi and Jeanne Nakamura. When flow happens, Csikszentmihalyi says the mind's usual chatter fades

“ Associate your brand with happiness! Happy impressions are worth more.”

of happiness.

Driving like this is very different from dealing with high-pressure traffic jams, bottlenecks, and rapid lane changes in the major urban areas. Driving down beautiful country highways is an activity largely free from stress, and typically very enjoyable. In fact, a recent ABC news poll found that 71 percent of people who work in towns or rural areas enjoy their commute. This is 24 points higher than those in big cities.

And with today's outstanding mobile data insights now available to pair with billboard targeting, by advertising on rural billboards you not only get highly targeted, impossible-to-ignore, low-cost, high-frequency, super-efficient message in front of your customers and prospects, but you can deliver it free from negative content...when the consumer is happy! Associate your brand with happiness! Happy impressions are worth more.

The combination of contextual value makes billboards a near-perfect medium. Perhaps this is why this medium has experienced (prior to COVID), 40 straight quarters of growth. That's a decade of sustained growth with a traditional medium in a digital age, if you're doing the math.

Billboards are experiencing a renaissance, actually. 2019 was a record year of 7% growth in a 100+ year old industry. Apple now dedicates 25% of its advertising to OOH (Out of Home/Billboards). Netflix just bought a billboard company. And Google and Amazon are both top 10 OOH

away, placing us in a non-distracted zone, as our brain is flooded with dopamine. What are the benefits? Relaxation. Clarity. Awareness. Creativity. Feelings



“ Apple, Amazon, and Google are all top 10 OOH Advertisers.”

advertisers.

Surprising?

Not when you study the impressions, mobile data at each billboard location, or monitor the ROI's of ad spends that include billboard advertising. It's quite impressive these days.

So, before you run the same click and bounce heavy digital campaigns, ask yourself, are Ad Bots really your best customers? How much was your highest priced click this month? Negative content, real fake news blogs, escalating CPC bids and tCPA campaigns often do not hit the target effectively and efficiently.

So, I encourage you to take a serious look at rural billboards in your area. Central Pennsylvania is rich with great rural, affordable options--from Trindle Road (Rt. 641), Lincoln Highway (Rt. 30), and Molly Pitcher

Highway (Rt. 11), to Rt. 147 and Rt. 22 along the Susquehanna river. Here the traffic is steady, yet not stressful, and the impressions are powerful.

Costing only about \$400-\$800 per month, rural billboards each typically offer your brand 100,000 impressions or more every month. Rural billboards work--they showcase your brand at the right price, at the right location, at the right time.

Find a happy place for your ads.

Learn more at www.kegerreis.com.

Eric Murr is VP of Brand Development

and Partnerships at Kegerreis Outdoor Advertising. His 27-year advertising career involves work in both major and smaller US markets along the East Coast, in radio, billboards, and digital media. Questions? Email him at emurr@kegerreis.com.



Eric Murr
VP of Brand Development and Partnerships



WellSpan Health has been a long-standing community partner working to knock opioid addiction out of Franklin County. Recently, the players behind the fight against opioid addiction

teamed up for the 5th annual Home Run Derby to Fight Drug Addiction at Greene Township Park. In addition to being the title sponsor for the event, representatives of WellSpan are active members of the Franklin County Overdose Task Force and work closely with the Franklin County District Attorney's Office.

Lee & Associates, a national full-service commercial real estate firm, continues to attract veteran agents and expand its team in the eastern Pennsylvania region as part of an ongoing strategic growth initiative. Over the last two months, Lee & Associates of Eastern Pennsylvania LLC has added three new principals – Lee Fittipaldi, Kimberly Jacobsen and Tony Rod – who specialize in industrial real estate services. Lee & Associates has experienced a steady surge in regional team growth, doubling in size by hiring 15 agents since the beginning of 2019.



Rotz & Stonesifer, P.C. is excited to announce the addition of Seth Vorhees to our firm as a tax associate. Vorhees graduated from Shippensburg University with a B.S. in accounting and finance. The firm welcomed him as an intern starting at the beginning of this tax season. Soon after, he accepted a full-time position in our Greencastle

office where he is responsible for individual and business tax preparation, bookkeeping and financial statement preparation. More information about the firm, its staff and available services can be found on their website at RotzandStonesifer.com



Dr. Rebekah Richards, DPM, surgical foot and ankle specialist, has returned to her hometown of Chambersburg, Pa. to join her family medical practice, **Richards Orthopaedic Center, Sports Medicine and Podiatry**. Dr. Richards recently completed a three-year surgical residency and became

DPM Board qualified in Foot Surgery and Reconstructive Rearfoot/Ankle (RRA) Surgery in March of 2020. Richards Orthopaedic Center and Sports Medicine has one-stop patient care in orthopedics, surgery, podiatry, physical therapy and sports medicine. Please call 717-414-7798 for an appointment or visit us on the web at RichardsOrtho.com

Schaedler Yesco Distribution, Inc., a provider of complete connected solutions for the electrical industry,

has acquired two locations owned and operated by Rexel USA. The purchase of Rexel's Pittston, Pa. and Johnson City, NY locations includes the Rockwell Automation APR serving those locations. The mutually beneficial transaction fits the strategic goals of both companies as they seek to expand service via adjacent markets. To learn more about Schaedler Yesco Distribution, visit Sydist.com.



The Franklin County Historical Society recently announced its new exhibit, "Votes for Women: A Movement Toward Equality."

The exhibit commemorates the passage of the Nineteenth Amendment, which prohibits the states and the federal government from denying the right to vote to citizens of the

United States on the basis of sex. Guests may make an appointment to view the exhibit or take a tour by calling 717-264-1667 or visiting FranklinHistorical.org. The museum is located inside the Old Franklin County Jail, 175 E. King St., Chambersburg.



Noelker and Hull Associates, Inc. is pleased to announce Melanie Hoffman as director of business development for senior living as part of the corporate business development and marketing team in the Chambersburg, Pennsylvania office. Hoffman will support the firm's continued growth in senior living, healthcare, education,

religion, housing and hospitality by identifying business opportunities, building and maintaining relationships, and collaborating with the firm's leadership on business strategies while focusing on the senior living market.



ACNB Bank has promoted community banking manager Danielle Barto to assistant vice president. She is responsible for welcoming customers to their respective offices, fulfilling customers' needs for banking products and services, building relationships within the local community and

managing the office staff. Barto is community banking manager for three locations of ACNB Bank including the Chambersburg office located at 850 Norland Avenue. For more information regarding ACNB Bank, please visit Acnb.com.

The Foundation for Enhancing Communities (TFEC) and United Way of the Capital Region have awarded their fifth round of grants from the COVID-19 Community Response Fund, bringing the total given since April to \$184,446. Seventy-four organizations and nonprofits spread across five counties have been awarded grants,

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LSUDERS@CHAMBERSBURG.ORG

including those providing education and childcare during the pandemic. In total, \$15,168 was awarded during this round for the purchase of personal protective equipment, cleaning supplies and other items. Donations to the fund can be made at TFEC.org/Covid19.



Herbert, Rowland & Grubic, Inc. (HRG) recently promoted Mark Saville to be the practice area leader for its Geomatics division. Saville will be responsible for the group's vision and strategy, staff development, project delivery, client management and sales. HRG's Geomatics

Group assists clients with the gathering, storage, and analysis of spatial information. Saville joined the firm in 2019, managing the delivery of Geomatics services throughout the central counties of Pennsylvania. He will now be responsible for managing the group throughout all of its offices and territories.

Global Data Consultants, LLC (GDC IT Solutions), a leading managed IT solution and staffing technology provider headquartered in Chambersburg, Pa., is proud to announce the launch of two new brand websites built on the Sitecore® Experience Platform™ for Carlisle Construction Materials, LLC. The brand websites recently launched include: Carlisle SynTec Systems (CarlisleSyntec.com) and Versico Roofing Systems (Versico.com). These new websites are the first phase of Carlisle's initiative to upgrade its customer-facing technology.



ACNB Bank launched a special initiative in April of this year---ACNB Helping Hands---that serves to reinforce the Bank's ongoing commitment to community during these

challenging times. This program, funded by both ACNB Bank and its affiliated employees, provided nearly 6,000 meals prepared by 16 restaurant and catering businesses that are customers which were then distributed to people in need. Staff members and board members affiliated with ACNB Bank personally contributed \$13,250 to this effort, which combined with ACNB Bank's commitment of \$40,000 in funding, and the restaurant and catering partners' prepared meals. For more information regarding ACNB Bank, please visit ACNB.com.

Penn State Mont Alto is currently accepting registrations for its new Certified Recovery Specialist (CRS) program starting October 6. CRS is a credential for individuals with personal, lived experience in their own substance use disorder recovery. This 54-hour training is designed to meet the educational requirements as set forth by the Pennsylvania Certification Board (PCB) and prepare individuals to sit for the CRS exam. For more information about CRS, log onto MontAlto.psu.edu/ce or call 717-749-4117.

SMALL BUSINESS SATURDAY IS BACK!

The holiday shopping season will kick-off the weekend after Thanksgiving with Small Business Saturday in downtown Chambersburg on November 28. Downtown Chambersburg Inc. will host the annual event with more than 20 local businesses offering holiday deals and discounts. Special thanks to **Downtown Business Council of Chambersburg** and **F&M Trust** for being the co-grand sponsors!



Shoppers who spend \$25 or more on Saturday, November 28 will draw for a chance to win \$10, \$25 or \$100 in downtown dollars. Downtown dollars can be used as cash at participating businesses but must be used on Small Business Saturday. If you would like to volunteer for this fun event, please contact Sam Thrush at 717-264-7101 ext. 204.

Sponsorships are still available at the \$250 or \$500 levels! Contact Sam Thrush at sthrush@chambersburg.org. Learn more about the event at DowntownCburg.com.



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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
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240-850-7014



Kim Shockey

*Retail Business
Development Officer*
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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



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**.

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.

patriotfcu.org

Toll Free: 888-777-9982

Patriot
FEDERAL CREDIT UNION



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THE NATIONAL CREDIT UNION ADMINISTRATION



**FRANKLIN COUNTY
COMMUNITY
FOUNDATION**

Alone, we have ideas. Together, we take action.

Donate to the Franklin County Community Fund at www.tfec.org!



The **Franklin County Community Foundation (FCCF)** is a regional foundation of The Foundation for Enhancing Communities (TFEC).

FCCF also serves as a vehicle for individuals, companies, foundations, and charitable organizations to establish funds that will support the civic, social, educational, and cultural well-being of individuals living in Franklin County.

Your unrestricted gift to the **Franklin County Community Fund** will create hope and fund change in Franklin County. Unrestricted funds allow the Franklin County Community Foundation to respond quickly to changing community needs, such as the COVID-19 pandemic.

www.tfec.org
717.236.5040
info@tfec.org



**FCCF 2019
Report Card**





The Franklin County Community Foundation (FCCF) is a regional foundation of TFEC and inspires giving by partnering with donors to achieve their charitable goals, and strengthens the communities of Franklin County by investing in them now, and for future generations. FCCF makes discretionary grants to nonprofit organizations serving, and offers scholarship opportunities to residents of, Franklin County.

INVEST

1
GRANT
OPPORTUNITY

16
GRANTS
AWARDED

\$72,043
DOLLARS
AWARDED

10%
TFEC COMPETITIVE
GRANT DOLLARS
AWARDED

EDUCATE

13
SCHOLARSHIP
OPPORTUNITIES

19
STUDENTS
AWARDED

\$79,875
DOLLARS
AWARDED

\$10,500
DOLLARS
MATCHED*

ORGANIZATIONS SERVED

- Alexander Hamilton Memorial Free Library
- Antietam Humane Society
- Capitol Theater Center Foundation
- Cumberland Valley Animal Shelter
- Cumberland Valley Breast Care Alliance
- Diaper Depot at Central
- Employment Skills Center
- Franklin County Legal Services
- Greencastle-Antrim Education Foundation
- Hearthstone Retirement Home
- PennCares
- The Boys and Girls Club of Chambersburg & Shippensburg
- The Nicodemus Center for Ceramic Studies
- Vickie's Angel Walk
- Waynesboro Community & Human Services
- Waynesboro Community Concert Association

SCHOLARSHIPS OFFERED

- Beistle Company Scholarship
- Waynesboro Community Concert Association's Joseph Bowers Scholarship
- Chambersburg Fannett-Metal School District
- Chambersburg High School Class of 1963
- Henry and Janet Guarriello Scholarship
- Gordon B. and Josephine Hewlett Memorial Scholarship
- James G. Hewlett Memorial Scholarship Fund
- Dr. and Mrs. Charles M. Markle Scholarship
- Keith A. Schaeffer Memorial Scholarship
- J. Ward Sleichter and Frances F. Sleichter Memorial Scholarship
- Norman & Lois Sollenberger Scholarship
- Soroptimist International of Chambersburg
- Mabel M. Witmer Scholarship

* TFEC is one of 46 partners with the American Education Services (AES)/PHEAA's Partnerships for Access to Higher Education (PATH) Program. As a participating organization, TFEC scholarship recipients are eligible to have their awards matched on a dollar-for-dollar basis up to \$2,500. The reported Dollars Matched will fluctuate as colleges and universities certify student eligibility throughout the 2019-2020 academic year. Allocated funds can be drawn down until July 31, 2020.

For more information on how you can partner & support the work impacting Franklin County now and forever, contact Jennifer Doyle, Vice President of Philanthropy & Community Investment, at jdoyle@tfec.org

www.tfec.org
717.236.5040
info@tfec.org



GREATER CHAMBERSBURG VIRGINIA HARRIGER CHAMBER FOUNDATION EXEC. DIRECTOR

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COMMUNITY LEADERSHIP BEGINS

Leadership Franklin County Community (LFCC) began the 2020-2021 year with a short Zoom Orientation in late August followed by a weekend retreat at Mill Road Adventures, a division of **Folium, Inc.** in mid September. Friday night the 10 students shared dinner with the LFC steering committee and mentors then began team-building activities led by faculty members Mark Keck of **Folium** and Randy Wilson of **REEL PD**. Some of the traditional activities were reimaged in order to be socially distant and provide the safest environment for all.

On Saturday, the group heard about two community service project proposals from our 2020-2021 partner nonprofit organizations: Fulton Center at **Wilson College** and IceFestPa. Project teams will begin their work with partnering organizations immediately and report back about initial meetings at their October session. The weekend concluded with more team-building exercises and a session on 'Crucial Conversations' as lead by Cheri Kearny, LFCC Steering Committee member.

The class of 2021: Carolyn Best, **Leg Up Farm**; Stefanie Breneman-Smith, **Shalom Christian Academy**; Jessica Brindle, **Occupational Services Inc.**; Megan Brindle, **F&M Trust**; Karen Giffin, **Franklin Hospice, LLC**; Bobbi King, **Twig Financial**; Ryan Leppo, **SEK, CPAs & Advisors**; James Marvin, **Orrstown Bank**; Stephanie Strickler, **Keystone Health**; Shelby Yinger, **F&M Trust**.

LFC Community
Sponsor:



SPONSOR RECOGNITION

The Greater Chambersburg Chamber Foundation Board of Directors and Leadership Franklin County Steering Committees would like to take this opportunity to recognize and thank our 2020-2021 program sponsors: **Wilson College** for Leadership Franklin County Youth and **F&M Trust** for Leadership Franklin County Community.

Their commitment to providing financial support is appreciated, especially in this very challenging year. Leadership Franklin County programs are more important and relevant than ever before and due to their sponsorship our program will continue to evolve, build and thrive while providing unique leadership learning environments for our community.

YOUTH LEADERSHIP

Leadership Franklin County Youth (LFCY) sessions resumed on September 23 with their first fall session virtually facilitated. The 24 students are working their way through the "Student Leadership Challenge & Five Practices of Exemplary Leadership." In September the lesson was "Model the Way," the bedrock of all other leadership practices. Students first clarified their own values, broke into small groups to come up with a group shared value list and finally came back to the larger group for discussions on why groups are stronger with a shared value list.

LFC Youth Sponsor:



A follow-up exercise was done utilizing a poverty simulation card to learn empathy for others plus how individual and group values can change due to temporary or long-term situations – within or out of your control.

LFCY will once again be participating in community BeKind projects and service learning as part of their curriculum. LFCY focuses on BeKind initiative in support of their nonprofit partner **Healthy Communities Partnership of Greater Franklin County**. Although projects and community service will be different this year, students worked with their Steering Committee mentors to start planning for safe and impactful projects to promote the BeKind theme.

Enjoy seasonal fruits, jams, gifts & more!
OPEN DAILY
2197 Lincoln Way West, Chambersburg
717-263-2195

DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

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



FOOD TRUCK FEST

Downtown Chambersburg will host the first Food Truck Fest on October 25 at various parking lots within the downtown core. Presented by Grand Sponsor **McCleary Heating and Cooling**, the festival will feature more than 10 food trucks, beer and music from 11 a.m. to 3 p.m. It will serve to complete the Sunday Food Trucks on the Square series featuring Lizzy's, Uncle Eddie's BBQ and many others. Special thanks to sponsors **Patriot Federal Credit Union**, FirstEnergy Foundation and **Stouffer Mechanical Contractor, LLC**. In the event of inclement weather, the event will be cancelled. Please visit DowntownChambersburgPa.com/FoodTruckFest for details.

THURSDAY TASTINGS & RETAIL THERAPY HOUR

Over the past month, we have been working towards showcasing our downtown restaurants and retailers via a special two to three hour period each week that

focuses on specials and sales. For more information, we encourage you to visit our Facebook Event Page: Facebook.com/DowntownCburg/Events. This event kicked off featuring **Bistro71** in late August. They featured a Peach & Goat Cheese Flatbread, Caprese Salad and two drinks.

ICEFEST EARLY BIRD DEADLINE

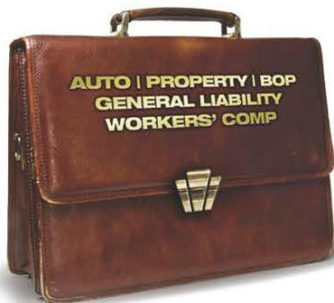
Businesses interested in purchasing a sculpture for the largest ice festival in the state are invited to take advantage of the early bird pricing! Sizes available for IceFest include single, double, triple block or giant! To receive your discounted rate, please contact Penny Shaul by October 31 at chambersburgicefest@gmail.com or call 717-263-8529.

7TH ANNUAL DUCK DERBY

Get your tickets for the 2020 Duck Derby! Little duckies will race down the Falling Spring Creek, over the falls and head to the finish line near the bridge in Chambers Fort Park. The 7th Annual Duck Derby presented by **Patriot Federal Credit Union** will be held on Saturday, October 3 in downtown Chambersburg to raise funds for downtown revitalization.

Winning ducks will receive up to \$500. The last duck will receive \$25. Ducks are \$5 each or \$25 for a quack pack of six. You may purchase your ducks in advance or on race day! For more information, please visit: DowntownChambersburgPa.com/Duck-Derby. If you have questions or are interested in sponsoring, please contact Sam Thrush at sthrush@chambersburg.org.

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Small Business Saturday Sponsorship Opportunities

Date: Saturday, November 28, 2020

Location: Downtown Chambersburg

Projected Attendance: 1,000+

About the event: Downtown Chambersburg Inc. will be coordinating specials and celebrating our local businesses for Small Business Saturday. Activities planned include giveaways, great shopping deals and more, all of which bring people downtown to support locally-owned small businesses! DCI is a 501(c)(3) tax exempt organization.

Contact: Sam Thrush, President of Downtown Chambersburg Inc., (717)264-7101 ext. 204, sthrush@chambersburg.org

Grand Sponsor - \$3,000 – one available (can be split with 2 co-sponsors) - Sponsor will receive benefits:

- Largest Sponsor Logo on Small Business Saturday banners hung at the Chambersburg Heritage Center & Gift Shop at the intersection of Routes 11 and 30 for three weeks leading up to the event
- Logo on all Downtown Chambersburg promotional materials for Small Business Saturday
- Logo placement in Downtown Chambersburg e-newsletter two times leading up to event (2,400+ distribution)
- Logo on Downtown Dollars given away to 150-200 participants and seen by staff at downtown retail establishments
- Logo in the Small Business Saturday Guide handed out to shoppers that day
- Company name mentioned in on-air radio promotions
- At least four boosted mentions in Social Media promotions (over 11,000 Facebook likes, 2,400 Instagram followers and 1,100 Twitter followers)
- Opportunity to provide marketing materials for distribution to participants on Small Business Saturday
- Opportunity to staff the giveaway table, display banner promoting your business at the table and hand out company marketing materials
- We will provide you with Shop Small branded merchandise provided by American Express

Premier Sponsor - \$500 - Sponsors will receive the following benefits:

- Logo in the Small Business Saturday Guide handed out to shoppers that day
- Mention in Downtown Chambersburg promotional materials for Small Business Saturday, as space allows
- Mention in the Downtown Chambersburg e-newsletter two times leading up to event (2,400+ distribution)
- Mentions in Social Media promotions (over 11,000 Facebook likes, 2,400 Instagram followers and 1,100 Twitter followers)
- Opportunity to provide marketing materials for distribution to participants on Small Business Saturday
- We will provide you with Shop Small branded merchandise provided by American Express

Benefactor Sponsor - \$250 - Sponsors will receive the following benefits:

- Company name in the Small Business Saturday Guide handed out to shoppers that day
- Mention in Downtown Chambersburg promotional materials for Small Business Saturday, as space allows
- Mentions in Social Media promotions (over 10,000 Facebook likes, 2,400 Instagram followers and 1,100 Twitter followers)
- We will provide you with Shop Small branded merchandise provided by American Express

Yes, I would like to sponsor Small Business Saturday!

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 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.



Congratulations

to the chamber members who received a dividend.

Those members know it pays to place their business insurance with the ChamberPlus program — one of the great benefits of your chamber membership. By purchasing their insurance through Penn National Insurance, participating members recently received a check in the amount of 19% of their total premium.

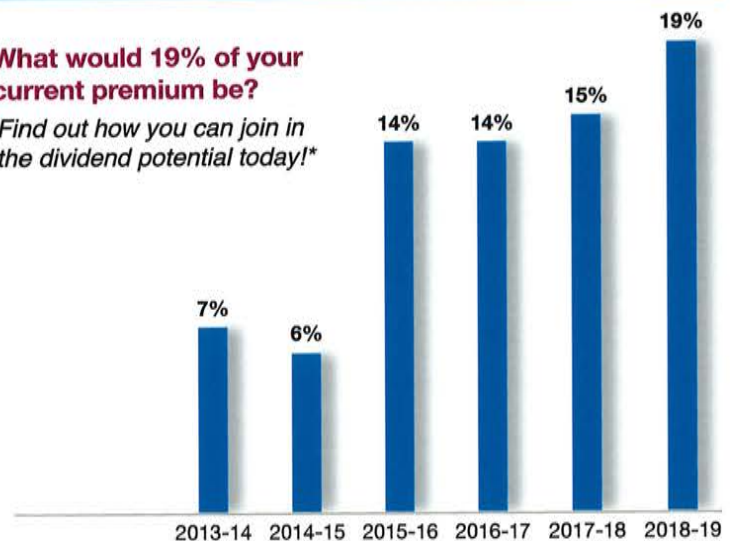


Program Features

- ▶ All-lines dividend (excluding umbrella and bonds). Dividend payments are based on total group program premium and claims experience of eligible lines. As program grows, so does dividend potential.
- ▶ Enhanced coverages on auto, businessowners, property, workers' compensation, and general liability — giving you added protection at no additional cost
- ▶ Information and services to help reduce losses — the payoff is greater dividend potential

What would 19% of your current premium be?

Find out how you can join in the dividend potential today!*



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IceFest

CHAMBERSBURG, PA

Don't miss being part of the excitement of IceFest 2021

January 28-31!

Order your ice sculpture today.

After the insanity of this year, we think everyone will be ready to get out and enjoy some ice! The IceFest Committee is already working hard to make the **19th Annual IceFest** the safest and the best it can be! We're proud of how much the event has grown, impacting not only Chambersburg but Franklin County in general. Thousands of people come from all over Pennsylvania and surrounding states to view the ice sculptures made possible by awesome people like yourself. **Can you think of a better way to get great publicity for your business or organization than by sponsoring your very own ice sculpture?** In addition to your sculpture being displayed with your name at the base, you also are listed on the official website, www.icefestpa.com, and our Facebook page, which has over 7000 followers and growing. We will also cross-promote your business on our Facebook page with information or special offers that you provide us.

Order your sculpture today! The benefits of ordering now include: saving a little money and immediate advertising on our website and Facebook page. Also our ice carvers will appreciate your promptness as orders cannot be accepted after December 31. You may select your own design from the enclosed list (additional designs may be available on a limited basis, so don't be afraid to suggest a design), or allow the sculptors to choose for you. Sponsorship rates for both categories are as follows:

- **Before October 31: sculptor's choice \$355, your choice (from approved list) \$405**
- **After October 31: sculptor's choice \$385, your choice (from approved list) \$435**

Do you want to make a **GIANT** statement? Call us now to discuss sponsoring a **GIANT** sculpture. The **GIANTS** are available on a very limited basis, so don't delay!

All of us on the IceFest Committee are dedicated to continuing the success of the event and hope you'll help us make 2021's IceFest something people can come out and enjoy! If you have any questions please call Penny at 717-263-8529 or email chambersburgicefest@gmail.com.

Thank you in advance for your support!

Penny Shaul
IceFest 2021 Co-Chair

Sam Thrush
IceFest 2021 Co-Chair

Tarryne West
IceFest 2021 Co-Chair



IceFest '21 Order Form

Please **complete the entire form**, even if you have sponsored in previous years.

Name (as you would like it to appear in **all** publicity) _____

Contact Person _____

Mailing Address _____

Phone _____ EMAIL _____ FACEBOOK _____

ONE-BLOCK SCULPTURE SPONSORSHIP

Sculptor's Choice:

\$355 by Oct.31 _____

\$385 after Oct. 31 _____

Your Choice (call for design options):

\$405 by Oct 31 _____

\$435 after Oct. 31 _____

Design Choice 1. _____

2. _____

3. _____

Snow Fill Fee \$100 _____

Custom Design Fee \$100 _____

PAYMENT OPTIONS

Please make checks and money orders payable to "IceFest".

If paying by credit card, circle one and enter:



Credit Card Number: _____

Expiration Date: _____ CVV _____

Signature: _____

Remit with this order form to IceFest, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201.



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

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1-15

HISPANIC FOOD FIESTA

HISPANIC RESTAURANTS IN THE GREATER CHAMBERSBURG AREA

1

CHAMBER GOLF TOURNAMENT

8:30 A.M., CHAMBERSBURG COUNTRY CLUB, 3646 SCOTLAND ROAD, CHAMBERSBURG

3

7TH ANNUAL DUCK DERBY

10:30 AM - 12 P.M., CHAMBERS FORT PARK, TICKETS STILL AVAILABLE

6

BUSINESS FUNDING FOR SMALL BUSINESS DURING A PANDEMIC

11:30 A.M. - 12:30 P.M. VIRTUAL LUNCH & LEARN VIA ZOOM BY PENN STATE MONT ALTO

14

HISTORYTALKS: GRANT AT CHATTANOOGA

7 - 8 P.M. VIA ZOOM, \$5/PERSON, VISIT CIVILWARSEMINARS.ORG

22

5TH ANNUAL FRANKLIN COUNTY LEGISLATIVE BREAKFAST

7 - 9 A.M., THE ORCHARDS, 1580 ORCHARD DR., SOLD OUT

23-25

VIRTUAL CIVIL WAR TOUR - INFANTRY IN THE CIVIL WAR

FOR SCHEDULE AND REGISTRATION, VISIT CIVILWARSEMINARS.ORG.

27

PROPER USE OF MEDICAL MARIJUANA REMEDIES

11:30 A.M. - 12:30 P.M. VIRTUAL LUNCH & LEARN VIA ZOOM BY ORGANIC REMEDIES DISPENSARY

Valley Agency COMPANY
INSURANCE

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