THE OUTLOOK

AUG/SEPT 19

CHAMBERSFEST | FRANKLIN CO.
REGIONAL SUCCESS | LEGISLATIVE BREAKFAST

Helping our members prosper and supporting our community.

GREATER CHAMBERSBURG
CHAMBER OF COMMERCE
717-264-7101 | Chambersburg.org
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.

**NEW MEMBERS**

Home Health Care Services  
**Acti-Kare Responsive In-Home Care**  
Sean Lease  
6398 Chambersburg Rd.  
Fayetteville, PA 17222  
(717) 660-0301  
www.actikare.com/chambersburg

Internet Provider  
**Comcast Business Services**  
Christopher Bevenour  
2801 Valley Road  
Harrisburg, PA 17110  
(717) 614-7843  
christopher_bevenour@comcast.com

Restaurants  
**B Street 104**  
Delane Balafoutas  
104 East Baltimore St.  
Greencastle, PA 17225  
(717) 643-1621  
www.104bstreet.com

AUG / SEPT MEMBER MILESTONE

- **30 Years**  
  Ralph E. Tolbert  
  Masonry, Inc.

- **25 Years**  
  Porter Business Development Group

- **20 Years**  
  AXA Advisors, LLC.  
  Lady Moon Farms  
  Olympic Steel

- **15 Years**  
  James CRAFT & Son, Inc.  
  Pennsy Supply, Inc.

- **10 Years**  
  Controls Service & Engineering  
  Hagerstown Regional Airport  
  Roxbury

- **5 Years**  
  All Sound Pro  
  Home Instead Senior Care  
  Kelly Services  
  Your Accountant, LLC

- **1 Year**  
  Engraved Memories Plus  
  Jersey Mike’s Subs  
  Kidz Therapy Zone, LLC  
  Sandler Training

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

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

Call this member agency today!

Penn National Insurance  
www.pennnationalinsurance.com  
800-503-8908 • www.stricklerins.com
CHAIR’S MESSAGE

If you have browsed the Chamber website, you may have come across our public policy positions on a variety of issues that affect our member businesses. The Chamber wants to be sure that its role as the premier business organization in the area is to represent the best interests of our members in the region’s government.

The policy with which most of us may feel the biggest impact is the shortage of a skilled workforce. The Chamber staff and board are regularly involved in community conversations to find innovative solutions that will help residents acquire the skills needed to enter or re-enter the workforce. We also engage with local schools and institutions to ensure the teachers understand how to incorporate workforce development into their curriculums.

Another policy position that we support is the opposition of a minimum wage increase. The bulk of our members are small business owners; an increase in minimum wage requirements would impact them the most due to thin profit margins. These small businesses may also be forced to limit their staff or halt hiring altogether. Other local policy positions are related to the opioid epidemic, reverse tax appeals and the widening of I-81. The Chamber board reviews its policy positions yearly and on an as-needed basis. This format allows the board to have spirited discussions with all sides of an issue considered. Our goal has always been, and will continue to be, advocating for our members. I encourage you to go to our website and read more about our local and state policy positions at Chambersburg.org/PublicPolicyPositions. For additional questions or feedback, contact Lark Kennedy at lkennedy@chambersburg.org.

Kim Crider
Certified Health Coach, Optavia
Board Chair, Greater Chambersburg Chamber of Commerce

Our Mission:
We exist to help our members prosper and to enhance the quality of life in the Chambersburg area.
FRANKLIN COUNTY LEGISLATIVE BREAKFAST

THURSDAY OCT. 31
7-9AM @ THE ORCHARDS
1580 ORCHARD DR., CHAMBERSBURG

JOIN THE FRANKLIN COUNTY CHAMBERS OF COMMERCE FOR A LEGISLATIVE BREAKFAST FEATURING OUR STATE Elected OFFICIALS DISCUSSING IMPORTANT ISSUES AFFECTING THE BUSINESS CLIMATE IN SOUTH CENTRAL PENNSYLVANIA.*

Senator Doug Mastriano
Senator Judy Ward
Representative Johnathan Hershey
Representative Rob Kauffman
Representative Paul Schemel
Representative Jesse Topper

REGISTER
$25 FOR CHAMBER MEMBERS
$30 FOR NON-MEMBERS
WWW.CHAMBERSBURG.ORG/EVENTS
OR CALL 717-264-7101

MODERATED BY
GEOE BARR, CEO, PA
CHAMBER OF BUSINESS & INDUSTRY

SPONSOR
OPPORTUNITIES AVAILABLE!
Contact Angie at aschaeffer@chambersburg.org
or call 717-264-7101

Special thanks to the Greater Chambersburg Chamber of Commerce, Greencastle-Antrim Chamber of Commerce, Greater Waynesboro Chamber of Commerce, Shippensburg Area Chamber of Commerce and Tuscarora Area Chamber of Commerce for hosting.

*Officials' attendance is subject to change.
FRANKLIN COUNTY LEGISLATIVE BREAKFAST

Date: Wednesday, October 31st  Location: The Orchards  Projected Attendance: 175-200

About the event: The Franklin County chambers of commerce will host a legislative breakfast featuring our state elected officials. Attendees will participate in a dialogue with our state legislators on important issues affecting the business climate in south central Pennsylvania.

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

Grand Sponsor - $1,000 – Patriot Federal Credit Union - has right of first refusal - Sponsor will receive the following benefits:
- Preferred seating for a table of 8
- Opportunity for a representative to speak at the breakfast about your business for a few minutes
- Logo featured on the event webpage and on all event promotional materials
- Logo featured in the program
- A full-page ad on the back of the program
- Opportunity to set up a promotional table near the entrance of the event in the registration area
- Mention during the welcome as the Grand Sponsor
- Company name mentioned in all media releases about the event
- Logo featured in Greater Chambersburg Chamber of Commerce print newsletter recap article

Premier Sponsors - $750 – two available - Sponsor will receive the following benefits:
- Preferred seating for a table of 8
- Opportunity to place marketing materials at each guest table
- Logo featured on event webpage
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- A half page ad in the event program
- Company name featured in the program
- Logo featured on a PowerPoint slide at the event
- Mention during the welcome as a Premier Sponsor
- Logo featured in Greater Chambersburg Chamber of Commerce print newsletter recap article

Table Sponsor - $300 - Sponsor will receive the following benefits:
- Preferred seating for a table of 8
- Company name featured on the event webpage
- Company name listed on event promotional materials as space allows
- Company name featured in the program
- Logo featured on a PowerPoint slide at the event
- Mention during the welcome as a table sponsor
- Company name listed in Greater Chambersburg Chamber of Commerce newsletter recap article

Patron Sponsor - $75 - Sponsor will receive the following benefits:
- Preferred seating for 2
- Company name listed on the event webpage
- Company name listed in the program
- Company name listed on a PowerPoint slide
- Company name listed in Greater Chambersburg Chamber of Commerce newsletter recap article

Yes, I would like to sponsor the 2019 Franklin County Legislative 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.

Signature ____________________________

Return form to Angela Schaeffer, Director of Operations: Mail to Greater Chambersburg Chamber of Commerce, Attn: Angela Schaeffer, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201; or email to aschaeffer@chambersburg.org; or fax to 717-267-0399.
More than 15,000 people enjoyed 17 events during the weeklong festival held in mid-July. Residents and visitors experienced fun, family-friendly activities during ChambersFest while local businesses saw a boost in customers. Events were coordinated by a variety of organizations with the Chambersburg Chamber and its affiliates hosting five events. These included Restaurant Week, Tim & Susan Cook Memorial Race, Scoop-a-Palooza, Pop-Up Beer Garden & Multicultural Cuisine and ChambersFest Summer Swag. The largest event, Old Market Day, was coordinated by the Downtown Business Council featuring art, food and craft vendors along Main Street. Following the street festival, the Franklin County Visitors Bureau hosted their 5th annual talent search contest: A Cappella & Unplugged. Finally, the weeklong event culminated with the ever-popular laser light show, 1864: The Burning.

In particular, the 3rd Annual ChambersFest Restaurant Week saw a significant increase in participating restaurants, patrons and social media engagement. This event continues to grow in popularity throughout the Chambersburg region as restaurants offer special dishes, meal deals and prizes throughout the week. In total, 32 restaurants participated with more than $300 in prizes awarded to patrons who posted a photo of their food on social media. Special thanks to Presenting Sponsor Penn National Insurance and Platinum Sponsor West Penn Power.

Friends and family of runners cheered along the sidelines as more than 100 racers crossed the finish line of the 16th Annual Tim & Susan Cook Memorial One-Mile Race course in July.

Trentin Overcash won first in the men’s/boys’ race with a time of 4:39. Dan Green won second place with a time of 4:41 and third place went to Andrew Booths with a time of 4:43. Camryn Kiser won the first place title for the women’s/girls’ race with a time of 5:32. Olivia Rieck won second with 5:37 and Madiline Kinton received third place with a time of 5:38.

The race is held each year to honor the memories of Tim and Susan Cook, who died well before their time in a tragic car accident in 2002. The scholarships funded by this race are awarded by the Chambersburg Area School District Foundation each May and keep the Cooks’ spirit alive by contributing to the continued education of local high school graduates.

The Greater Chambersburg Chamber of Commerce partners with Chambersburg Road Runners Club to present the memorial race each year. Special thanks to Fast Ink Screen Printing & Embroidery for sponsoring the Cook Race t-shirts, SunnyHill Properties for sponsoring the race and Planet Fitness for providing water.

The Franklin County chambers of commerce will co-host the 3rd Annual Legislative Breakfast on Thursday, October 31 from 7 to 9 a.m. at The Orchards sponsored by Patriot Federal Credit Union. The event will include breakfast followed by a discussion panel with the following legislators: Senator Doug Mastriano, Senator Judy Ward, Representative Jonathan Hershey, Representative Rob Kauffman, Representative Paul Schemel and Representative Jesse Topper. Gene Barr, CEO of the Pennsylvania Chamber of Business and Industry will moderate the panel as they discuss issues affecting the business climate in south central Pennsylvania.

Sponsorships are currently available, including premier sponsorships for $750, table sponsorships for $300 and patron sponsorships for $75. For more information or to secure your sponsorship, contact Angela Schaeffer at aschaeffer@chambersburg.org or 717-264-7101.

Nearly 200 people are expected to attend the breakfast, which has sold out in the past. General registration is $25 for members or $30 for non-members. Register online at Chambersburg.org/events.
24th ANNUAL CRABFEAST
SAT, AUG 24 // 3-8 PM
@AMVETS PICNIC PAVILION

Doors open at 3pm for small games of chance.
Food is served from 5-7:30 p.m. including
ALL-YOU-CAN-EAT HARD SHELL CRABS!
Live auction begins at 6:30 p.m.

TICKETS
Adults = $45 Each
Children 12 & under = $13 each
Tickets include: BBQ & “the fixin’s” plus all-you-can-eat hard shell crabs. Ticket deadline is August 16!

SPONSORS
Support CrabFeast and Become a Sponsor!
To learn more, contact Sam Thrush at 717-264-7101 ext. 204 or strush@chambersburg.org

For more information and to buy tickets, call 717-264-7101 or visit DowntownCburg.com
QuickBooks® Step-by-Step Training
Manual Provided

Dates: August 21, 2019
       September 18, 2019
Location: 720 Norland Avenue
          Chambersburg, PA 17201
Time: 9:00AM – 12:00PM

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.
5 Ways to reduce payroll headaches - the one best fix.
3 Critical errors in setting up your chart of accounts.
7 Mistakes to avoid in “costing” and why they hurt you.
3 Reports that will stop wasted expenses and overhead.

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
If you would like to be a part of I.T.P. Matters or if you, a friend, or a family member has ITP, please feel free to contact me anytime.
Kim McBeth 717-263-5600 or 717-658-3017

Become A Sponsor
For our Color Run

$150.00 Business Logo
on the back of the race t-shirt.

$100.00 Business Name
on the back of the race t-shirt.

Visit ITP Matters on Facebook for more information or to download your Sponsor Form

Register to Walk
For our Color Run

- Each participant needs to complete a Registration form.
- You may contact ITP Matters on Facebook or register online at http://www.timberhilltiming.com/EventRegistration.php?event_id=584
- Pre-registration
  - January 1st - September 10th - $30.00 (includes T-shirt)
  - After September 10th (T-shirt is on a first-come, first-served basis)
- Day of event
  - October 5th - $30.00 - (T-shirts available to first-come, first-served basis)
  - Children under the age of 10 - FREE

WHAT IS ITP?
ITP (Immune Thrombocytopenic Purpura) is a blood disorder that affects the platelets in a person's blood. The blood is a person's main life source, therefore it affects not only the blood but the mind, body and soul.

WHAT IS I.T.P. MATTERS?
I.T.P. Matters wants to educate people about ITP and how it affects ITP'ers, their families and their friends. I.T.P. Matters also wants to show support for all ITP'ers, and their families through our prayers, our informational resources, and our financial support so that this journey may be made a little easier and stress free.

CORE VALUES
Christ Centered
The ITP Matters Committee will be guided by Christ, our beliefs in Him and our commitments to showing everyone the love He so graciously gives us. We will respect and value everyone. We will value and recognize the contributions of volunteers within the organization and the communities. We will continuously strive to show those with ITP and their families that we are not perfect but that we strive for excellence through continuous improvement and prayer.

MISSION STATEMENT
Christ Centered
ITP can make a person feel very alone in so many ways. ITP Matters wants to educate people about ITP. How it affects ITP'ers, their families and their friends also to show support to all ITP'ers, and their families, through our prayers and financial support. So this journey they are on may be made a little easier and stress free. (As stress has a lot to do with how they are feeling)

VISION STATEMENT
"I can do all things through Christ who strengthens me."
Philippians 4:13 KJV1

ITP Matters Vision is to get information out to anyone who needs to learn more about ITP. Be a support to ITP'ers and their families helping with any questions they have about ITP and giving them resources in which they can get help. Our vision is also to be able to help anyone in need of financial support due to medical bills and to put any funds that we can toward furthering research in finding a cure for ITP.
TRENDING NEWS

The Chamber Travel Club and Dream Vacations are headed back to Ireland May 1 to 9, 2020! They will tour beautiful Northern Ireland including Connemara Marble Factory, Aran Islands and Trione Wollen Mills. Enjoy a 7-night stay in first class hotels, along with two nights at Kilronan Castle. The trip is 8 days with 12 meals and an estimated cost of $3,200 per person (double occupancy) including airfare. **Join the Club for a FREE info session on Thursday, Sept 17 at 5:30 p.m. at the Chamber.** Call Cathy at 717-816-5735 for details or visit Chambersburg.org/TravelClub.

LGMG North America held their Grand Opening celebration recently at 1445 Sheffler Drive in Chambersburg! With 45 years of focusing on construction machinery, LGMG provides safe, efficient, reliable and environment-friendly products to their global partners. Lingong Group Jinan Heavy Machinery Co., Ltd. was founded in 1972 and is located in the Jinan Innovation Zone in the Shandong province. For more details, visit LgmgNA.com.

Congratulations to **Sweet Grace Ministries** and their recent Ribbon Cutting Ceremony! Sweet Grace Ministries was created to reach out to families who have found themselves on a journey they never imagined themselves embarking on: the journey of a pregnancy filled with anticipation and excitement that has ended in deep heartache and confusion. Visit SweetGraceMinistries.com for more information.

The 10th Annual Kennebec Drive Chamber Mixer hosted at **GDC IT Solutions** was a great success! Chamber members enjoyed kicking off summer with door prizes, networking, food, refreshments, outdoor games, live music and of course, ice cream! Special thanks to the following businesses for participating: 1st Ed Credit Union, Bell Insurance, Inc., Boyer & Ritter, CPAs & Consultants, GDC IT Solutions, Kidz Therapy Zone, LLC, Merrill Lynch Pierce Fenner & Smith, Inc., RE/MAX Realty Agency, Rotz & Stonesifer, PC, Starr Insurance and State Farm Insurance - Kim Stouffer.
MEMBER SPOTLIGHTS

Brechbill & Helman Construction Company, Inc.

1115 Sheller Ave., Chambersburg, PA 17201 | 717-263-4621
BrechbillandHelman.com

Brechbill & Helman Construction Company, Inc. of Chambersburg, PA has recently received recognition for the National ABC Excellence in Construction Award for the Hospice of Washington County (HWC)-Doey’s House in Hagerstown, MD. The national awards competition recognizes outstanding quality and innovation in merit shop construction projects.

Doey’s House is a 12-bed inpatient hospice with expansion capabilities to 16-bed and is the only active licensed hospice in Washington County, Maryland. At 80% completion, an unfortunate tragedy struck when a fire erupted and destroyed the entire structure. Firetrucks and EMS crew arrived shortly before 3 a.m. and approximately 80 firemen battled wind-driven flames for three hours to get it under control.

“Despite the set-backs the Hospice board, contractors, architects, engineers and volunteers were all committed to donating their time and resources to rebuild as it was designed, once more,” stated Gregg Thompson of Brechbill & Helman. “The resolve and tireless dedication of a community, construction workers and volunteers were impeccable. Undeterred by having to start completely over from the concrete floor, our company delivered the 16,400 square-foot facility less than 90 days past the initial completion date.”

Shalom Christian Academy

126 Social Island Rd., Chambersburg, PA 17202 | 717-375-2223
ShalomCA.com

In the fall of 1976, Shalom Christian Academy opened its doors as a six-room schoolhouse to 87 students only six weeks after a bulldozer removed the topsoil for construction crews to begin the building. Now 43 years later, more than 480 Shalom students will be welcomed back for a new school year with an upgraded and modern facility that allows Shalom to better provide a 21st century education. We are a fully accredited Christian Pre-K through 12th grade school located four miles south of Chambersburg and one mile north of Marion.

“The elementary and middle school areas of the building have been totally renovated - new ceiling, paint, flooring, windows, HVAC and restrooms. There will be a whole new look,” Administrator Angie Petersheim said. “The current renovations are Phase One of the school’s four-phase Capital Campaign which will add more classrooms and office space, expand and update the athletics and fine arts spaces, as well as improve security and technology as the school continues to grow.”

“To celebrate the campaign progress with the community, we welcome the public to join us on Tuesday, August 27 for an Open House from 3-6 p.m. and special Dedication Ceremony at 5 p.m. “We’re excited to share these exciting changes to our school with the community,” Petersheim said. “Visitors can tour the school and see the exciting changes up close. We hope you will join us.”
DO WHAT APPLE, GOOGLE, FACEBOOK AND AMAZON ARE DOING... USE OOH!

Apple, Google, Facebook and Amazon were among Top 11 Out-of-Home (OOH) Advertisers in 2018 - OAAA

OOH drives search 4x greater per ad dollar spent, than any other media.

- Nielsen

XXL
YOUR BRAND DESERVES BIGGER.
Kegerreis.com

REACH 82% of Franklin County
Adults 18+ with 4 billboards!
652,000 impressions/mo. CPM: $1.82

*Inquire by July 30 and Mention ‘CHAMBER’ to receive special promo.

BILLBOARDS WORK. BIG TIME.
Kegerreis.com
717.263.6700

KEGERREIS
outdoor advertising, llc
You're invited! Join us for our

Open House and Building Dedication

Tuesday, August 27 | 3:00 pm to 6:00 pm
126 Social Island Road, Chambersburg, PA 17202

You're invited to join us for our Open House from 3:00 pm to 6:00 pm and Building Dedication at 5:00 pm. Tour our elementary and middle school with completely renovated classrooms and see the completion of Phase 1 of our 4 Phase Capital Campaign. "We're excited to share these exciting changes to our school with the community," Administrator Angie Petersheim said. "Visitors can tour the school and see the exciting changes up close. We hope you will join us."

Shalom Christian Academy is a Pre-K through 12th grade school focused on developing lives of consequence in the world for the kingdom of God. Visit www.shalomca.com for more information.
This year marks **Schaedler Yesco’s** 95th anniversary. While few in the industry can boast a legacy such as this, the focus of the company’s celebration is less about the past, and more about the journey taken to arrive at today. The company released a celebration video that shares their story, which is just one part of Schaedler Yesco’s celebration plans. The company plans not only to celebrate its longevity, but to acknowledge the tenure of suppliers and partners that enable them to satisfy customers. The company will be launching an external campaign and is planning a formal employee celebration in September. The Schaedler Yesco 95th Anniversary Video can be seen at Sydist.com/WhoWeAre

**Penn National Golf Course Community** in Fayetteville, PA was named a Top 50 Best Master-Planned Community by Where to Retire magazine last week. This marks the 11th consecutive time that the Penn National Community has been selected for this honor and is the only community in Pennsylvania to be awarded this distinction. The editors of Where to Retire magazine began their search over a year ago and only include master-planned communities that offer a high quality of life in exceptional locations with 300 or more planned homes and a package of amenities. Penn National offers many advantages for retirees, making it a great place to call home.

**United Way of Franklin County**, along with other United Ways across the state, released a report that shows 30 percent of Franklin County households are struggling to survive. Of these, 12,196 are ALICE® households that earn income above the Federal Poverty Level but are still not making enough to pay for essentials such as housing, food, transportation and child care. The ALICE report, which stands for Asset-Limited, Income-Constrained, Employed, is an initiative of the Pennsylvania network of United Ways to raise awareness of the challenges faced by working families. Those interested in getting involved should contact United Way at 717-262-0015. The full report, fact sheets specific to Franklin County and more are available at UWFCPa.org/Alice.

The **Franklin County Historical Society** will open Brown’s Mill School for tours on October 10 and 11, from 10 a.m. to 4 p.m. Director Ann Hull and Vice President Sue Burkey will give guided tours of the historic school, open from 1836-1921, and the Brown’s Mill Cemetery, located behind the school. Adult tours are $3, and children are free. Decorated and plain slate tiles from the roof of the school will also be available for sale. Admission proceeds will be shared with the Greencastle Old Home Week Organization. The school is located at the intersection of Angle Road and Kauffman Road in Kauffman Station, midway between Marion and Greencastle. For more information, visitors may call 717-264-1667 or visit FranklinHistorical.org.

It’s not too late to sign up for the **Franklin County Library System’s 2019 Summer Quest!** The theme for 2019 is “A Universe of Stories.” Fabulous activities are being held at each branch of the Franklin County Library System and we hope that you will join us in celebration of this theme of exploration and discovery. Visit FCLSPa.org for each FCLS library’s specific calendar of events and to register for summer reading online. For questions, call Carol McNamee, Franklin County Library System Youth Services Consultant, at 717-709-0282 ext. 1202, or email her at cmcnamee@fclspa.org.

**F&M Trust** has hired Cynthia Marconi as assistant vice president, treasury manager. Marconi, who has over 20 years of experience in the banking industry, is rejoining the bank from Strait Steel, Inc. Marconi serves as a deacon at the Greencastle Presbyterian Church, and is a past president, treasury manager. Marconi will join the company and the bank this year marks Schaedler Yesco’s 95th anniversary. While few in the industry can boast a legacy such as this, the focus of the company’s celebration is less about the past, and more about the journey taken to arrive at today. The company released a celebration video that shares their story, which is just one part of Schaedler Yesco’s celebration plans. The company plans not only to celebrate its longevity, but to acknowledge the tenure of suppliers and partners that enable them to satisfy customers. The company will be launching an external campaign and is planning a formal employee celebration in September. The Schaedler Yesco 95th Anniversary Video can be seen at Sydist.com/WhoWeAre

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Volunteers from **The Rotary Club of Chambersburg** Satellite Club, recently connected with their local community, helping to unload and organize diapers in a Diaper Depot service project at Central Presbyterian Church. In the U.S., one in three families with children in diapers will lack a sufficient supply of diapers to keep an infant or toddler clean, dry and healthy. Central Presbyterian Church took a step to help by opening the Diaper Depot at Central (DD@C). The diapers are given, no strings attached, courtesy of the congregation of Central. Volunteers spend time forming relationships with families, getting to know them and offering prayer.

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The **Franklin County Historical Society** is seeking groups or individuals to participate in their annual “Halloween at the Haunted Jail” event, which will take place on October 25 and 26, and November 1 and 2. Volunteers are needed to help with set design, construction, staffing the event and scaring the several thousand guests expected to visit the jail. The event is the nonprofit’s largest fundraiser. Interested persons may call 717-264-1667 or email ophistory@pa.net.

**F&M Trust** has hired Cynthia Marconi as assistant vice president, treasury manager. Marconi, who has over 20 years of experience in the banking industry, is rejoining the bank from Strait Steel, Inc. Marconi serves as a deacon at the Greencastle Presbyterian Church, and is a past president, treasury manager. Marconi will join the company and the bank
for the company's financial plans, policies and financial compliance. Brugger graduated with a degree in accounting from the Pennsylvania State University and has more than 28 years of banking experience.

Rotz & Stonesifer, P.C. is excited to announce the addition of Ryan Coccagna to our team as a senior associate. Prior to joining Rotz & Stonesifer, Coccagna's experience included various roles with Fortune 500 companies, including positions in internal audit and financial and managerial accounting. Coccagna is a licensed CPA in both Pennsylvania and Georgia and is a member of the PICPA and AICPA. He is also a member of the local 11/30 Network. More information about the firm, its staff and available services can be found at RotzandStonesifer.com.

Since inception, Schaedler Yesco has understood the importance of supporting the communities that sustain its business. Whether extending credit or supporting local initiatives, the company has had its heart at the center of all it does since the very early days. In celebration of the company's 95th anniversary, the company has taken charitable giving to an even higher level. Each month, focus and support are given to a different charitable organization that was chosen by team members. A silent auction is being planned to coincide with the company's 95th anniversary celebration on September 27. Proceeds will benefit the Children's Miracle Network.

The Franklin County Historical Society will host “Slingin’ it at the Slammer” on September 14 from 12 to 5 p.m. Enjoy a cornhole tournament with cash prizes, refreshments from Roy Pitz Brewing Company and Pap's Hot Dog Stop and live music from Mitch Morrill and Dave Smith. Call 717-264-1667 for more information.

On August 6 and 20, sign up for “Treat Yourself Tuesday Paint-Along” at The Foundry Artist Co-op! Join Deb Slocum to “Paint Your Pet” and create a “Sliced Granny Smith Apple” at 6:30 p.m. All supplies and step-by-step instruction are included. Visit FoundryArtsCoop.com for more information.

Council for the Arts is excited to host a variety of events in August and September, including series such as “Colored Pencil Portraiture” on Fridays in August and “Painting Realistic Textures in Watercolor” on Wednesdays in September! For more information on these and other upcoming events, go to CouncilForTheArts.net.

The H. Ric Luhrs Performing Arts Center at Shippensburg University will host “Napoleon Dynamite Live!” on September 14 at 8 p.m., featuring a conversation with Jon Heder, Efren Ramirez and Jon Gries plus a screening of the movie. On September 18 at 7:30 p.m., enjoy a performance by REO Speedwagon, followed by Ronnie Milsap on September 20 and “Alan Parsons Live Project” on September 21. For more information, go to LuhrsCenter.com.

The casts of Totem Pole Playhouse will perform “The Little Whorehouse in Texas” from August 2-18 and “Wrong Turn at Lungfish” August 23 – September 8. Don't miss these shows at the area's most renowned summer theater! Go to TotemPolePlayhouse.org for more information.

BWise Manufacturing recently celebrated 25 years of designing and building the Bri-Mar Trailers brand. Bri-Mar Trailers were originally built by two ambitious young men, Brian Wise and Marcus Blank in a small barn on Warm Spring Road in Chambersburg. BWise Manufacturing is now producing over 7,000 trailers annually in their facility on Wayne Avenue. Learn more at BWiseMfg.com.

"RECOVERY TO WORK" LEGISLATION PASSES SENATE

The state Senate recently passed PA Chamber-supported legislation to create a “Recovery to Work” pilot program that aims to help facilitate employment for individuals recovering from substance abuse.

Senate Bill 118 would connect people in recovery programs with occupations through local workforce development boards. The program would be spearheaded by the Department of Labor and Industry, with assistance from the Departments of Health; Community and Economic Development; Drug and Alcohol Programs and the Pennsylvania Commission on Crime and Delinquency.

The widespread, bipartisan efforts to develop workforce solutions and fight back against Pennsylvania’s opioid epidemic are both multi-faceted and interconnected in many ways. For both issues, a shared goal is helping individuals secure gainful employment – which not only helps to break the cycle of addiction, but helps those with a history of substance abuse get a second chance at a rewarding job. The bill was supported by the PA Chamber of Business & Industry and now awaits consideration by the House Labor and Industry Committee.

The Chambersburg Chamber seeks to improve Pennsylvania’s workers’ compensation system and help address prescription drug overuse and opioid addiction. For more information about our public policy positions, please visit Chambersburg.org/PublicPolicyPositions.
24th ANNUAL CRABFEAST
SAT, AUG 24 // 3-8 PM
@AMVETS PICNIC PAVILION

Doors open at 3pm for small games of chance.
Food is served from 5-7:30 p.m. including
ALL-YOU-CAN-EAT HARDSHELL CRABS!
Live auction begins at 6:30 p.m.

Sponsored by: F&M TRUST

TICKETS
Adults = $45 Each
Children 12 & under = $13 each
Tickets include: BBQ & “the fixin’s” plus all-you-can-eat hardshell crabs. Ticket deadline is August 16!

SPONSORS
Support CrabFeast and Become a Sponsor!
To learn more, contact Sam Thrush at 717-264-7101 ext. 204 or sthrush@chambersburg.org

For more information and to buy tickets, call 717-264-7101 or visit DowntownCburg.com
About The Foundry // A collective for creatives that fosters, encourages and celebrates the diverse talents within the Cumberland Valley, giving artists an opportunity to network, create, exhibit and sell their work. The Foundry houses a retail shop and creative space featuring an eclectic mixture of handmade works. At the store in downtown Chambersburg, 100 S. Main St., guests can purchase unique, one-of-a-kind pieces that are made locally, view rotating exhibits of local and national artists, and enjoy a fun evening with friends by attending our wide array of classes.

Why We Need Your Support // Downtown Chambersburg Inc. launched the Foundry in the fall of 2015 as an economic development strategy to revitalize downtown. And it’s working! The Foundry has spurred the artist community in the heart of our downtown, making it a destination for residents and visitors. More businesses have located downtown in recent years as a result of this cultivation of “placemaking.” By supporting The Foundry, a nonprofit artist cooperative, you’re not only supporting local artists and the art community, but contributing to the important revitalization efforts of our downtown which benefits our entire area.

Annual sponsorship packages include:

**CORPORATE SPONSOR - $5,000** - only two available
- Logo featured on promotional materials, including website, flyers, social media and more
- Opportunity for a representative to speak during the welcome of “Scrapped” or another Foundry event
- Recognition as the exclusive Gallery Exhibit Sponsor for one month (logo featured near exhibit and in promotional materials, plus event sponsor benefits detailed below for gallery opening event)
- Company name mentioned in all media releases about upcoming events or news
- Invitation for up to 6 representatives to attend the annual Sponsor Thank-you Mixer, held near the end of the year
- 8 Quack packs for the annual Duck Derby event
- Right of first refusal in 2020

**PREMIER SPONSOR - $2,000**
- Logo featured on promotional materials as space allows (company name listed when logo doesn’t fit)
- Company logo featured on the website
- Recognition as an event sponsor for one event in 2019 (see event sponsor below for full benefit description)
- Invitation for up to 4 representatives to attend the annual Sponsor Thank-you Mixer, held near the end of the year
- 4 Quack packs for the annual Duck Derby event.

**BENEFACTOR SPONSOR - $1,000**
- Company logo featured on the website
- Company name listed on promotional materials as space allows
- Invitation for up to 2 representatives to attend the annual Sponsor Thank-you Mixer, held near the end of the year
- 2 Quack packs for the annual Duck Derby event

*Or sponsor an event:*

**EVENT SPONSOR - $500** - event series sponsorships are also available; contact for details
- Your company presented as the exclusive event sponsor for The Foundry event
- Logo featured on all event promotional materials, including event Facebook page, flyer, etc.
- Opportunity to provide food/beverages for the event
- Opportunity for a representative to participate in the event (in what capacity depends on type of event, to be agreed upon)

**SPONSORSHIP FORM**

Company Name (as you want it to appear in sponsor listings) ____________________________________________________________
Contact Name _____________________________________________ Phone _______________________ Email_______________________________
Full Address ___________________________________________________________ Sponsorship Level & Amount: ______________________
I understand the submission of this form confirms commitment from the company above for this sponsorship.
Signature _______________________________________________________________________________ Date______________________________
Submit form to: Downtown Chambersburg Inc., 100 Lincoln Way E., Ste A, Chambersburg, PA 17201 OR email to dci@chambersburg.org
A BETTER WAY
to control group health benefit costs

LOWER PREMIUM COSTS WHILE IMPROVING EMPLOYEE HEALTH

GREATER CHAMBERSBURG CHAMBER OF COMMERCE now provides a strategic group health insurance solution designed to help employers strategically manage healthcare costs while still providing employees great benefits! Affordable group health benefits represent one of the top challenges for our members and we have a solution that can help you!

WHY IS LIFESTYLE HEALTH’S PROGRAM SO UNIQUE?

• Level-funded group medical plans underwritten by “A” rated carriers
• Premium savings averaging 5-15%
• Up to a $500 deductible credit available to all wellness participants
• Integrated cash rewards and incentives for lifestyle improvement
• 24/7/365 telemedicine access
• Innovative prescription, outpatient lab, and diabetic supply coverage included
• Proactive cost-containment measures integrated into every plan design

QUESTIONS?
To learn more about LIFESTYLE HEALTH PLANS contact JOEL BLACK at 717-264-7101 ext. 202 or email jblack@chambersburg.org
MANAGE HEALTHCARE COSTS. IMPROVE EMPLOYEE HEALTH.

GET TO KNOW THE LIFESTYLE HEALTH BENEFITS PROGRAM

This program provides Chamber members with a comprehensive health insurance program designed to strategically manage healthcare costs while still providing employees great benefits! By offering affordable coverage along with proactive cost containment and employee wellness features, member companies can strategically manage healthcare costs while still maximizing benefits for their employees.

YOUR COMPANY CAN ENJOY:

- Flexible, Level-funded Group Medical Plans
- Value-added Benefits to Save Out-of-pocket
- Integrated Wellness with Deductible Credits and Cash Rewards
- Chamber-negotiated Economies of Scale Pricing
- Premium Savings of 5-15% from Traditional Insurance Plans
- Consumer-driven Features for Proactive Cost Containment

QUESTIONS?
TO LEARN MORE CONTACT:

JOEL BLACK
717-264-7101 ext. 202
jblack@chambersburg.org
SCOOP-A-PALOOZA DELICIOUS SUCCESS

More than 1,600 people kicked-off summer with an endless supply of delicious ice cream at the 10th Annual Scoop-a-Palooza on Saturday, July 13. The event is the Greater Chambersburg Chamber Foundation’s signature fundraiser and raises money for their educational programming in Franklin County.

Sponsored by ACNB Bank, patrons enjoyed ice cream samples from Hoover’s Grill & Ice Cream, Meadows Frozen Custard of Chambersburg, Milton Hershey School – Spartan Ice Cream, Rita’s Italian Ice & Frozen Custard of Shippensburg, Trickling Springs Creamery and Windy Knoll Farm Market & Creamery. BJ’s Wholesale Club, Giant Foods and Weis Markets also provided ice cream for the event.

Scoop-a-Palooza is the Foundation’s largest fundraising event and supports the organization’s leadership and workforce development programs. In addition to the main event, participants enjoyed 104.7 WAYZ Radio Remote sponsored by VerStandig Media, live music by Scott Mattock, Tillie the Clown, face painting, a crane building contest sponsored by Manitowoc Cranes and kids’ activities sponsored by Orrstown Bank. Sue McMurtry of Totem Pole Playhouse volunteered to be turned into a human sundae with ice cream toppings as part of the Celebrity Sundae contest sponsored by Volvo Construction Equipment.

THANK YOU!

We want to take this opportunity to send out a huge thanks to our 2019 Scoop-a-Palooza committee! These hard working ladies took time out of their busy schedules to plan, organize and oversee our event. Their work and energy over the last six months helped the Chamber Foundation with our ice cream for education fundraiser. We are deeply appreciative to all our wonderful Scoop volunteers.

- Fauzia Chaudhary – Orrstown Bank
- Jackie Fisher – Art Sign Company of Chambersburg
- Andi Grenke – Patriot Federal Credit Union
- Amy Horn – Ad Taxi Digital
- Michelle Paulnock – ACNB Bank
- Maryliz Toohig – Chambersburg Chamber

LFC YOUTH SUMMER RETREAT

The new Leadership Franklin County (LFC) Youth class met in June at Mill Road Adventures for their summer retreat. The 27 sophomores from all over Franklin County, spent the day doing team building exercises, talking about the foundations of leadership and discussing the upcoming fall sessions. Mark Keck of Folium, Inc. lead the group in outdoor group exercises including tower climbing. Karen Johnston, executive director of Healthy Community Partnerships of Franklin County (HCP) kicked off the group project planning as each school group will develop a community awareness project around the ‘Be Kind’ campaign, which came from HCP’s Chambersburg Cares Coalition. Several LFC Youth volunteered at Scoop-a-Palooza in July and the entire group will begin monthly sessions in September once school begins.

Shatzer’s Fruit Market

Enjoy seasonal fruits, jams, honey, gifts & more!

OPEN DAILY
2197 Lincoln Way West, Chambersburg
717-263-2195
5TH ANNUAL DUCK DERBY

Get your tickets for the 2019 Duck Derby! More than 2,000 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 5th Annual Duck Derby presented by Patriot Federal Credit Union will be held on Saturday, September 7th 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. Please purchase your ducks in advance. Spectators are welcome to cheer their ducks to the finish line on September 7th at 2:30 p.m. Order your tickets online at Chambersburg.org/Events or contact Sam Thrush at 717-264-7101 ext. 204.

DOWNTOWN MURAL PROJECT

The mural project is on its way and will be unveiled at October’s First Friday in downtown. More than 30 artists of all ages are participating. Their color and creativity will be on display in various downtown locations. For more information about the project and mural locations, visit DowntownCburg.com. Special thanks to the following businesses for donating supplies to support this project: Carter Lumber and ReStore Habitat for Humanity of Franklin County.

FINAL SUMMER MOVIE

The final summer movie is on Friday, September 6th with a screening of Dumbo (2019). Everyone is invited to this family-friendly event that starts at dusk. The movie is free and open to the public. Chambers Fort Park is located between North Main Street and the Rail to Trail at the confluence of the Conococheague and Falling Springs. This event is made possible by Wellspan Health – Formerly Summit Health, Volvo Construction Equipment, VFW Post 1599 and Noeker and Hull Associates, Inc. For more information, please visit DowntownCburg.com.

ALL-YOU-CAN-EAT CRABS ON AUG 24

Downtown Chambersburg Inc. will host the 24th Annual Crabfeast, rain or shine, on Saturday, August 24 at the AMVETS Post 224 picnic pavilion, 750 Fifth Ave., from 3 to 8 p.m. Proceeds from the event are used for downtown revitalization.

Doors open at 3 p.m. for small games of chance and food will be served from 5 to 7:30 p.m. Tickets include all-you-can-eat hardshell crabs and beverages; landlovers will enjoy BBQ and “the fixin’s.” There will be a live auction starting at 6:30 p.m.

Crabfeast tickets are available at the Chamber, 100 Lincoln Way East; Ludwigs Jewelers, or online at Chambersburg.org/Events for $45 per adult and $13 per kid 12 and younger. Ticket deadline is August 16. Thank you to the following businesses for their support: Grand Sponsor F&M Trust; Gold Sponsors: Patriot Federal Credit Union, First Energy Foundation, Volvo Construction Equipment, McCleary Heating and Cooling; Silver Sponsors: Chambersburg Noontime Lions and Wellspan Health – Formerly Summit Health; Bronze Sponsors: Holiday Inn Express & Suites, SEK, CPAs & Advisors, Stouffer Mechanical Contractor LLC, VFW Post 1599, People Ready, Orrstown Bank, Ghost Writer; and Media Sponsor: VerStandig Media.
The Duck Derby is coordinated by and benefits:

SUPER DUCK SPONSOR

SATURDAY,
Sept. 7 - 2:30 PM
@ PARK OF THE VALIANT
next to the 2nd street fire station

Tickets can be purchased online at:
www.downtownchambersburgpa.com/duck-derby

Or Chambersburg Heritage Center

$5 per duck
OR get more bang for your buck with the-
$25 quack pack
6 ducks for $25

WIN UP TO $500

CASH PRIZES awarded for 1st, 2nd, 3rd, 4th and last place

BECOME A SPONSOR
To sponsor and gain visibility, contact Sam Thrush:
717.264.7101 ext. 204; sthrush@chambersburg.org
Sponsor options between $100 to $1,500

The Duck Derby is coordinated by and benefits:
Chambersburg Duck Derby

Sponsorship Opportunities

**Super Duck Sponsor - $2,000**
*One available*
- Company logo on all event promotional materials (includes website)
- Company provided banner at start line
- Opportunity for a representative to drop ducks at the start
- Opportunity for a representative to assist in announcing winners
- Company logo on 4 yard signs at event
- Company logo on tickets
- 30 Duck Derby race tickets

**Duck Tent Sponsor - $1,500**
*Two available—UPDATE: ONLY ONE AVAILABLE*
- Company logo on all event promotional materials (includes website)
- Company logo on Tent Banner at event
- Company provided banner at start line
- Opportunity for a representative to drop ducks at the start
- Company logo on 3 yard signs at event
- 25 Duck Derby race tickets

**Golden Egg Sponsor - $1,000**
- Company name on event promotional materials (as space allows)
- Company provided banner at finish line
- Company logo on Golden Egg banner at event
- Company logo on 2 Golden Egg banner signs
- 20 Duck Derby race tickets

**Quackers Sponsor - $500**
- Company name listed on event webpage and Facebook event page
- Company logo on 2 yard signs at event
- 10 Duck Derby race tickets

**Feathered Friend - $250**
- Company name listed on event webpage and Facebook event page
- Company logo on signs at event
- 5 Duck Derby race tickets

**Duckling Darling - $100**
- Company name listed on event webpage and Facebook event page
- Company name listed on sign at event

**THANK YOU** for your support of this important fundraiser for Downtown Chambersburg Inc.

Event is scheduled for September 7th at 2:30 P.M.

______ Yes, I want to sponsor at the $___________ level.

Company Name - as listed for sponsor recognition

Contact Name

Address ____________________________________________________________

City ___________________________ State _______ Zip ____________

Email ___________________________ Phone ____________________________

*Commitment and logo must be received no later than August 21, 2019 to be included in printed materials.*

Please mail payment to: Downtown Chambersburg Inc., Attn: Sam Thrush, 100 Lincoln Way E., Ste. A, Chambersburg, PA 17201. Questions? Contact Sam at 717-264-7101 ext. 204 or sthrush@chambersburg.org.

The Duck Derby is coordinated by and benefits:
INTERESTED IN ADVERTISING? CONTACT LARK KENNEDY: 717-264-7101 EXT. 206, LKENNEDY@CHAMBERSBURG.ORG.

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

Valley Agency
Insurance

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