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#### SAVE THE DATE

##### September 22 DUCK DERBY

Ducks will "swim" down the Falling Spring Creek, over the falls and race to the finish line near the bridge at Chambers Fort Park. Winning ducks will receive cash prizes. Learn more by contacting Sam Thrush at 717-264-7101 ext. 204.

##### October 24 LEGISLATIVE BREAKFAST

7 - 9 a.m. at The Orchards  
Hear an update from our legislators about important issues affecting the business climate in Franklin County. For more information, contact Angie Schaeffer at 717-264-7101 ext. 208.

Visit [Chambersburg.org/Events](http://Chambersburg.org/Events) for details. This month's events are listed on the back of the newsletter.

## New president of Downtown Chambersburg Inc. joins Chamber of Commerce staff



We are pleased to welcome Sam Thrush as the newest member of the Chamber of Commerce team to lead Downtown Chambersburg Inc. (DCI). DCI, an affiliate of the Chambersburg Chamber, is focused on business development in the downtown region. Sam joined the Chamber staff in mid-July as president of DCI and has spent the past five years serving on DCI's Board of Directors as well as volunteering at events and participating on committees. He formerly served **Franklin County** as a Planner III and has over seven years of experience in land use planning and community development. Sam recently graduated from Leadership

Franklin County Community and in 2018 achieved the premier planning certification from the American Institute of Certified Planning.

Prior to serving Franklin County, Sam worked for Bradford County, Pa. He is a graduate of **Shippensburg University** with a degree in Geography-Land Use and a certificate in Geographic Information Systems. Originally a native of the Chambersburg area, he was happy to return to the area in October 2012. Prior to graduating from **Chambersburg Area Senior High School**, Sam earned the rank of Eagle Scout in the Boy Scouts of America.

In his spare time, you can find Sam with his family and friends, at the **Chambersburg Memorial YMCA**, cycling throughout the countryside and in-town, hiking, watching baseball or playing his musical instruments. It's not uncommon for Sam (when he has time) to cycle 50 miles or more in one day. He and his wife, Jeana, have two children.

*Story continued on page 3.*

## 3rd Annual Franklin County Legislative Breakfast

The Franklin County chambers of commerce will co-host a legislative breakfast featuring our elected state officials on Wednesday, October 24 from 7 to 9 a.m. at **The Orchards**. Gene Barr, CEO of the Pennsylvania Chamber of Business and Industry will moderate the panel as they discuss important 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](mailto:aschaeffer@chambersburg.org) or 717-264-7101. General registration is \$20 for members or \$25 for non-members. The event sold-out last year; please sign up early! Register online at [Chambersburg.org/events](http://Chambersburg.org/events).

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*christian@chambersburg.org*
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- Joel Black - Membership Director  
*jblack@chambersburg.org*
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*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 - Marketing Assistant & Customer Service Representative  
*lsuders@chambersburg.org*
- Robin Harmon - Executive Director of the Chamber Foundation  
*rharmon@chambersburg.org*
- Sam Thrush - President of Downtown Chambersburg Inc.  
*sthrush@chambersburg.org*

CHAIR'S MESSAGE

**Developing our future**

My first seven months as Chair of the Board has been a learning experience as there are many facets to our Chamber that deserve time and attention. One of the areas that I have enjoyed learning more about is our affiliate the Chambersburg Area Development Corporation (CADC). As you drive through and pass local properties in our area, you may not realize the hand that the Chamber and CADC played in developing those places.



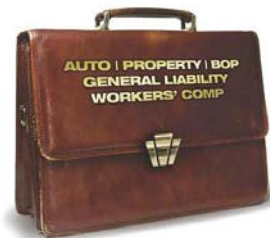
There are several business parks, including the large project near Exit 24 on I-81, that are thriving due to the diligent work of our CADC affiliate, as well as other local development organizations that work hand-in-hand with us. To get a sense of the properties that we have developed, and continue to develop, I invite you go to the CADC page of our website and check out the fantastic drone footage that was just released at our annual CADC business luncheon. You can view it here: [Chambersburg.org/ChambersburgAreaDevelopmentCorp](http://Chambersburg.org/ChambersburgAreaDevelopmentCorp).

CADC may be most recognized for developing business parks, but we are shifting our focus to developing the downtown area as well. CADC partnered with the **Franklin County Area Development Corporation** and invested in the Rose Rent Lofts at the former Central Junior High School which should near completion in Spring/Summer 2019. We also partnered with Habitat for Humanity to convert properties near Memorial Square back to single family homes. The first home was completed in 2017. Contributions were also made to many other projects including the **Coyle Free Library**, **Capitol Theatre Center**, and the Central Parking Lot adjacent to the **Shook Rehabilitation & Wellness Center**. I'm excited to watch our downtown area continue to change and flourish and know that the Chamber and our affiliates play a part in making it all happen.

**Kim Crider**

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

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(CONTINUED FROM COVER)

## New DCI leadership

In addition to serving with DCI, Sam has spent time volunteering with the **Borough of Chambersburg**, Franklin County Cyclists, North Square Farmers Market, United Way's Stream Cleanups and Healthy Franklin County. In 2016, Sam received the Greater Chambersburg Chamber of Commerce Volunteer of the Year Award for his outstanding service in the community. To contact Sam directly, please call 717-264-7101 ext. 204 or email [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org).

## Anniversary BBQ Mixer

We are excited to partner with the **Shippensburg Chamber of Commerce** for an Anniversary BBQ mixer on Tuesday, August 21 from 5 to 7 p.m. at 470 Nelson Street in Chambersburg. Please join us in celebrating **Art Sign Company's** 70th Anniversary with delicious cuisine provided by The Butcher Shoppe and Big Oak Cafe as well as networking and entertainment.

Art Sign Company of Chambersburg, LLC is a regional provider of custom professional signage and business identity materials. They offer a variety of fleet graphics, banners, LED signboards, neon, commercial lighted signs, sign installation and more. Art Sign Company serves the Chambersburg area and customers throughout the Cumberland Valley.

To register for the mixer, call 717-264-7101 or visit [Chambersburg.org/Events](http://Chambersburg.org/Events).

## August Lunch & Learn

Join us at the Chamber office on Thursday, August 23 from 11:30 a.m. to 1 p.m. for this month's Lunch & Learn.

Presented by **Geisel Funeral Homes**, come learn about the options and benefits of advance funeral and cremation planning, followed by informal questions and answers. We plan for graduations, weddings, children, retirement and vacations, but we often avoid talking about the one thing that will happen to all of us.

Lunch provided courtesy of **Fuddruckers**, please register at [Chambersburg.org/Events](http://Chambersburg.org/Events), space is limited. No-shows and cancellations less than 48 hours in advance will be billed \$10.



## Educator in the Workplace

The Greater Chambersburg Chamber Foundation is bringing back Educator in the Workplace (EITW) for the 2018-2019 school year. EITW provides 40 **Chambersburg Area School District** educators the opportunity to experience an internship/job shadow at an area employer and learn about the real work skills required. Educators can then take the information they learn back to the classroom to better help the students understand why the skills being taught are important.

Business partners are being sought to participate in this program. Employers will be partnered with one or more educators and asked to host them for one day per marking period for the first three marking periods of the school year. Businesses will be asked for feedback and to attend a showcase presentation in April. At the showcase, educators will present lessons learned and how they are using the information gained in the classroom. A networking dinner will be included in the showcase presentation.

Interested business partners should contact Robin Harmon at [rharmon@chambersburg.org](mailto:rharmon@chambersburg.org) or 717-264-7101 ext. 205 to sign up or to register.

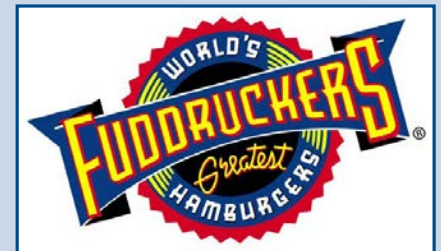
## 11/30 Network Community Mini-Golf Tournament

Bring family and friends out for a fun afternoon of mini-golf, food and games for a worthy cause!

The whole community is invited to a Mini-Golf Tournament hosted by the 11/30 Network at Olde Scotland Yard to raise funds for local nonprofit TBA on Sunday, August 26 from 1 to 5 p.m. Enjoy food, refreshments, games and friendly competition. Prizes will be awarded for lowest scoring teams. Kids and adults of all ages are welcome!

Cost to play is \$10 per person in advance, \$15 day-of. Kids 3 and under are free. Sign-up as a team of four or register as an individual to be placed on a team the day-of. Food and refreshments are complimentary (donations accepted) and 100 percent of the event proceeds will be donated to a local nonprofit organization TBA. Contact Sree Manickom at [sree.manickom@gmail.com](mailto:sree.manickom@gmail.com).

Thank You!



Special thanks to Fuddruckers of Chambersburg for sponsoring our 2018 Lunch & Learns. Dine in at 442 Gateway Ave. for lunch or dinner, or order catering for your next event!



SAT AUG 25, 3-8PM

@ AMVETS PICNIC PAVILION

750 Fifth Ave., Chambersburg



23<sup>RD</sup>  
ANNUAL

# CRABFEAST

## CHAMBERSBURG

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

**TICKETS**  
 Adults = \$45 each  
 Children 12 and under = \$13 each  
 Tickets include: All-you-can-eat hardshell crabs & beverages. For Landlovers: BBQ chicken and "the fixin's."  
 Ticket deadline is August 17!

**SPONSORS**  
 Support CrabFeast - Become a Sponsor!  
 To learn about sponsorship benefits, contact Sam Thrush: 717-264-7101 x204 or [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org)



BUY TICKETS:  
[DowntownCburg.com](http://DowntownCburg.com)

CHAMBERSBURG

# DUCK DERBY 2018



**SATURDAY,**  
**SEPT. 22**  
**2:30PM**  
**@ PARK OF THE**  
**VALIANT**  
next to the fire station

**\$5 PER**  
**DUCK**  
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9th Annual Scoop-a-Palooza



People young and old sampled an endless supply of delicious ice cream on Saturday, July 14, during Scoop-a-Palooza, Ice Cream for Education. The fundraiser for the Greater Chambersburg Chamber Foundation had a strong attendance of over 1,200 people, and was the Foundation’s signature fundraising event.

Ice cream from Half Pint Creamery, Hoover’s Grill & Ice Cream, **The Meadows Frozen Custard**, Milton Hershey School – Spartan Ice Cream, **Trickling Springs Creamery** and **Windy Knoll Farm Market & Creamery**, **Giant Food Stores**, **Weis Markets** and **BJ’s Wholesale Club** competed in the favorite flavors contests to win the Golden Scoop Award.

“We are amazed by the tremendous amount of support we receive from the community for this event – this year was no exception,” said Robin Harmon, executive director of the Foundation. “Scoop-a-Palooza continues to grow in popularity; we have more ice cream shops than ever before, and we are constantly looking for more creative ways to bring additional ice cream-related activities to it. We appreciate the support of the sponsors, shops, community and volunteers to make this event a success.”

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 a crane building contest sponsored by **Manitowoc Cranes**, live music by singer-songwriter Laurie Matlock, live remote by **VerStandig Broadcasting**, balloon animals by Kathy & Friends Entertainment and kids’ activities sponsored by **Orrstown Bank**. Carlos Perez of **Central PA Wireless** volunteered to be turned into a human sundae with ice cream toppings as part of the Celebrity Sundae contest sponsored by **Volvo Construction Equipment**.

Scoop-a-Palooza, sponsored by **ACNB Bank**, is an ice cream lover’s dream on a hot July day. Ice cream vendors set up shop in the high school’s cafeteria with flavors ranging from the traditional vanilla and chocolate to cinnamon roll. Attendees received a book of tickets and voted for their favorite in each of five categories: Best Vanilla, Best Chocolate, Best Fruit, Most Creative Flavor and Kids’ Choice. The Golden Scoop will replace last year’s category of Overall Favorite, and will go to the creamery who received the majority of votes. A special thanks to all of the ice cream vendors: BJ’s Wholesale Club, Giant Food Stores, Half Pint Creamery, Hoover’s Grill & Ice Cream, Milton Hershey School – Spartan Ice Cream, The Meadows Original Frozen Custard, Trickling Springs Creamery, Weis Markets and Windy Knoll Farm Market & Creamery.

Windy Knoll Farm Market & Creamery took the top prize, the Golden Scoop Award, Trickling Springs Creamery came in second and third place went to Half Pint Creamery.

Special thanks to Scoop-a-Palooza sponsors: 3 Scoop Sponsor **ACNB Bank**; Celebrity Sundae Sponsor **Volvo Construction Equipment**; Kids’ Corner Sponsor **Orrstown Bank**; 2 Scoop Sponsors **BB&T**, **Corning Credit Union**, **CVR Uniforms**, **F&M Trust**, **First Community Bank of Mercersburg**, **Patriot Federal Credit Union**, and **Starr Insurance**; 1 Scoop Sponsor **Smith Elliott Kearns and Co. LLC** and Baby Scoop Sponsor **Aerotek, Inc.**

Runners raise scholarship funds

Friends and family of runners cheered along the sidelines as more than 100 racers crossed the finish line of the 15th Annual Tim & Susan Cook Memorial One-Mile Race course in July.

Jack Wisner won first in the men’s/boys’ race. Wisner, 17, had a time of 4:35. Taryn Parks, 16, won the first-place title for the women’s/ girls’ race with a time of 5:09. Parks, a student at Greencastle- Antrim High School, won first place at the women’s/girls race last year as well.



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 (CASDF)** 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 and **SunnyHill Properties** for sponsoring the race. Also thanks to **Appalachian Running Company** for sponsoring the prizes.



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## The ducks are back!

More than 2,000 little rubber 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 22 in downtown Chambersburg to raise funds for downtown revitalization. Winning ducks will receive up to \$250 and the last duck to cross the finish line will receive \$25. Ducks are \$5 each or \$25 for a Quack Pack of 6. Please purchase your ducks in advance as they sell out quickly! Spectators are welcome to cheer their ducks to the finish line on September 22 at 2:30 p.m.

Interested in sponsoring? Opportunities are available including the Duck Tent Sponsor for \$1,500, Golden Egg Sponsor for \$1,000, Quackers Sponsor for \$500, Feathered Friend for \$250, and Duckling Darling for \$100. Please contact Sam Thrush for more information at 717-264-7101 ext. 204 or [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org)

The Duck Derby is coordinated by Downtown Chambersburg Inc. (DCI). Other upcoming events include the unveiling of the Downtown Mural Project on September 7. Learn more at [DowntownCburg.com](http://DowntownCburg.com).

## Upcoming Second Saturday Series



Summer is in full swing with many events downtown that are fun for the whole family! The Second Saturday Movie Series continues through September at Chambers Fort Park. Everyone is invited to attend this free event with kids' activities starting one hour before showtime, and the movie screening at dusk. *Wonder Woman* (2017) will be shown on August 11 and *Despicable Me 3* (2017) will be shown on September 8. In case of inclement weather, the movie screening will be moved to the **Coyle Free Library**.

Special thanks to **F&M Trust** and **Summit Health** for sponsoring!

Second Saturdays are free and open to the public. Attendees are encouraged to bring blankets and chairs. Chambers Fort Park is located between North Main Street and the Rail Trail at the confluence of the Conococheague and Falling Springs. For more information, visit [DowntownCburg.com](http://DowntownCburg.com).

## Final Pop-up Beer Garden

Join Downtown Chambersburg Inc. (DCI), along with Grand Sponsor **Volvo Construction Equipment** and Premier Sponsor **1st Ed Credit Union**, at the final 2018 Pop-up Beer Garden. It will be held in the Heritage Center Parking Lot, 100 Lincoln Way E., from 5 to 8 p.m. on Wednesday, August 29. Live music will begin at 5:30 p.m. with a performance by Kenny Fetterman and food from Fat Russ' BBQ.

Celebrate the last of summer with cold beer, great music and great friends at Chambersburg's only Pop-up Beer Garden. All proceeds support downtown revitalization efforts.

As an outdoor event, the Beer Garden is at the whim of Mother Nature's mood swings. In case of inclement weather, the event will be cancelled. Cancellations will be posted on the Downtown Chambersburg Facebook page. Beer and food will be available for purchase. Entry is free. Attendees must be 21 or older to enter. For more information, visit [DowntownCburg.com](http://DowntownCburg.com).

## All-you-can-eat crabs on Aug. 25

Downtown Chambersburg Inc. (DCI) will host the 23rd Annual CrabFeast, rain or shine, on Saturday, August 25 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. 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 chicken 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, or online at [Chambersburg.org/Events](http://Chambersburg.org/Events) for \$45 per adult and \$13 per kid 12 and younger. Ticket deadline is August 17.



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A Halloween-themed background featuring a glowing jack-o'-lantern on the left and a black witch hat with a gold buckle on the right. The scene is set on a wooden plank path leading into a misty, dark forest with silhouettes of trees and lit lanterns hanging from the branches. A large, bright full moon is visible in the sky.

**OCTOBER 27<sup>TH</sup>, 2018**

**4th Annual**  
**HALLOWEEN**  
**FUNDRAISER & COSTUME PARTY**

**MUSIC BY: PHANTOM SHADOW • BEER & WINE (COMPLIMENTARY)**  
**LIGHT FARE CATERED BY THE ESSENTIAL KITCHEN**  
**PRIZES FOR BEST COSTUME • RAFFLE AND SILENT AUCTION**

**393 EVENT CENTER, BEDINGTON BLVD, CHAMBERSBURG | 7:00-11:00PM**  
**\$50 PER PERSON | 21+ VALID I.D. REQUIRED**

**CONTACT: BECKY VOSS • 717-504-8491 • OVERTHERAINBOWCAC.ORG**

Proceeds from this event benefit the programs and services provided by OTR-CAC, a 501-C3 non profit organization.





Over the Rainbow Children's Advocacy Center (OTR-CAC) provides a safe, child-friendly place for children and their families to receive services that help to restore hope and provide healing from child abuse.

Children's Advocacy Centers minimize the trauma that can be experienced by a child during a child abuse investigation. This is done by utilizing a multidisciplinary team response to child abuse.

Services are provided onsite for the child and their family. Services include a forensic interview which allows the child to tell their story while members of the investigative team watch the interview through close circuit television. This approach helps to eliminate the number of times a child will have to tell their story. A victim advocate is present at the center to meet with the caregiver and provide support and referrals for services. The child is also offered a forensic medical exam.

Over The Rainbow CAC is a 501-C3 non profit organization and all services are provided at **No Cost** to children and their families thanks to the generosity of individuals, businesses, organizations, and public agencies. Since 2014, Over The Rainbow CAC has provided services to over 800 reported child abuse victims.

**Interested in joining our team of sponsors for this event? Please contact the center at 717-504-8491. You may also email Dianne Kelso at [dkelso@overtherainbowcac.org](mailto:dkelso@overtherainbowcac.org) or Becky Voss at [bvoss@overtherainbowcac.org](mailto:bvoss@overtherainbowcac.org).**

### **Sponsorship Levels**

#### **Terrifying (\$2,000.00)**

- Pre-event logo recognition on social media
  - ½ page ad on event program
  - Logo recognition at event

#### **Frightening (\$1,000.00)**

- Logo recognition on social media
- Logo recognition at event and in program

#### **Spooky (\$500.00)**

- Recognition on social med
- Listing on sponsorship page of event program

## Restaurant Week major success

The 2nd Annual ChambersFest Restaurant Week was a huge success sponsored by **Penn National Insurance** and **Strickler Insurance Agency**.

“We were impressed how popular the event was this year with restaurant owners and the locals,” said Lark Kennedy, communications manager at the Chambersburg Chamber. “We nearly doubled the amount of participating restaurants, and local business owners saw an increase in sales - the event was a big win for everyone.”



Modified from the event in 2016, the event featured restaurants, cafes and breweries in the Chambersburg area. Those participating received free marketing advertisements geared toward local and visiting patrons. Promotional materials including table tent cards, posters and menu inserts as well as advertisements online and in print. In all, 22 restaurants participated and more than \$300 in prizes were awarded to patrons who posted a photo of their food on social media.

Participating restaurants included: **Big Oak Cafe, Brussel’s Cafe, C & C Coffee Company, CJ’s BBQ Smokehouse, Fuddrucker’s, GearHouse Brewing Company, Hoss’s Steak and Sea House, Jan Zell Wines & Ciders featuring Olympia Candy Kitchen, Main Street Deli & Catering, Meadows Frozen Custard, Molly’s Restaurant & Carry Out, The Orchards, Relax Lounge, Caretti’s Pizza, Chris’s Kitchen, LLC, Dilly’s, INKA Kitchen, Little Vince’s Pizza, Mrs. Gibbles Restaurant, Roy-Pitz Beer Stube, Square 1 and Veroni Cafe.**

## ChambersFest attracts 10,000+

More than 10,000 people enjoyed 17 events during the weeklong festival held in mid-July. Residents and visitors experienced fun, family-friendly activities while local business owners witnessed a boost in business.

Events were coordinated by a variety of organizations.

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The Chambersburg Chamber and its affiliates hosted five events including Restaurant Week, Tim & Susan Cook Memorial Race, Scoop-a-Palooza, Second Saturday Movie Series 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 4th annual talent search contest: A Cappella & Unplugged. Finally, the weeklong event culminated with the ever-popular laser light show, 1864: The Burning.

**Special thanks to our 2018 ChambersFest Sponsors!**

**Corporate Sponsors:**  
**VerStandig Media, Summit Health, TB Wood’s, the Shook Rehabilitation & Wellness Center, Wilson College, Lifehouse Church, VFW Post 1599, AMVETS Post 224.**



**Premier Sponsors:**  
**Apple Valley Waste Services, Inc., Chambersburg Area Development Corp., F&M Trust, Menno Haven, Park’s Garbage Service, Inc., Penn National Insurance.**

**Benefactor Sponsor:** **M&S Harley Davidson, Rose Rent Lofts, Valley Agency Insurance.**

**Contributor Sponsors:** **American Legion Burt J. Asper Post 46, The Chambersburg Club, Rausch USA, Strickler Insurance Agency, Inc., Manpower, Noelker & Hull Associates, Inc., R.E.M. Staffing, Inc.**

## Shatzer’s Fruit Market is Open!



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

**OPEN DAILY**  
**2197 Lincoln Way W., Chambersburg, PA**  
**717-263-2195**

AROUND TOWN WITH THE CHAMBER



### Celebrity Sundae

Carlos Perez of **Central PA Wireless** volunteered to serve as the “Celebrity Sundae” at the 9th Annual Scoop-a-Palooza ice cream festival at **Chambersburg Area Senior High School**. Special thanks to **Volvo Construction Equipment** for sponsoring the activity.



### Chamber Day at the Capitol

President Steve Christian and Membership Director Joel Black attended Chamber Day at the Capitol in Harrisburg.



### Kennebec Block Party Mixer

Chamber members enjoyed cornhole, ice cream, refreshments and fantastic networking at the 9th Annual Kennebec Drive mixer. Special thanks to these members for co-hosting the event: **1st Ed Credit Union, Bell Insurance, Boyer & Ritter, CPAs, GDC IT Solutions,**



**M&T Bank, Merrill Lynch/Bank of America, RE/MAX Realty Agency, Rotz & Stonesifer, CPAs, State Farm Insurance - Kim Stouffer, Starr Insurance and Tardosky Agency.**



### Aquatic Center at Memorial Park

The new Aquatic Center is now open! The **Borough of Chambersburg** unveiled the \$7.5 million project to the public recently. It can hold up to 1,100 people and includes a lazy river, spray pad, water slides and more.



# FRANKLIN COUNTY LEGISLATIVE BREAKFAST

**Date:** Wednesday, October 24<sup>th</sup>

**Location:** The Orchards

**Projected Attendance:** 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](mailto:aschaeffer@chambersburg.org)

**Grand Sponsor - \$1,000 – JFC Staffing** - 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 2018 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](mailto:aschaeffer@chambersburg.org); or fax to 717-267-0399.

# QuickBooks® Step-by-Step Training Manual Provided



Dates: August 15, 2018  
September 12, 2018

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](http://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: \_\_\_\_\_

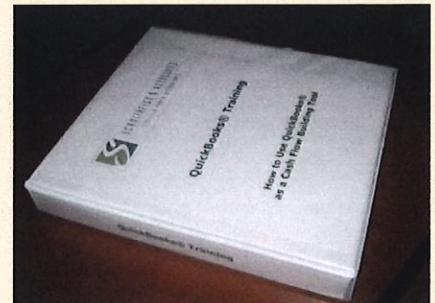
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

Additional Registrants: 1. \_\_\_\_\_

2. \_\_\_\_\_



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MEMBER SPOTLIGHTS

**Discount Mart**

1672 Lincoln Way E., Chambersburg, PA 17202 | 717-753-2112  
discountmartwe@gmail.com

**Discount Mart** is a family-owned business. The owners are from Silver Spring, MD and the Bronx, NY. This is the third store they have opened and they chose Chambersburg as the site of their most recent enterprise because the people of Franklin County are some of the nicest people they have met.



Discount Mart has been in business for over 40 years and the Chambersburg store was opened on June 1, 2018. Our store hours are Mondays through Saturdays from 10:00-8:00 and Sundays from 10:00-6:00. We are located between WalMart and Lowes and are right beside JoAnn Fabric.

At Discount Mart we offer discount prices for the entire family on products that everyone can use everyday. We have electronics, clothing, furniture, housewares and outdoor accessories at exceptionally low prices. It is our goal to provide our customers with quality merchandise, low prices and great, friendly customer service. As a partner of the Chamber, we are glad to accept Chamber Dollars in our store. Come by and visit us at Discount Mart. We would be happy to serve you.

**Over Achieve Fitness**

1320 Lincoln Way E., Chambersburg, PA 17202 | 717-658-1659  
Over-AchieveFitness.com



Did you know Franklin County is one of the most obese counties in the United States? **Over-Achieve Fitness (OAF)** is determined to change that!

Over-Achieve Fitness is dedicated to everyone who believed in Mike Over. Being able to grow as a trainer and friend has allowed OAF to grow together with fitness and relationships. We have a true support system, full of love and faith in one another. We hope to continue to grow and develop Chambersburg into one of the fittest gyms in the state!

We pride ourselves in having the best and most experienced staff that will help you reach your goals.

Here at OAF we specialize in athlete training with incredible 1v1 and group workouts for all levels. We are available to train with personal sessions and with all types of group training sessions. Some of our other services include strength training, conditioning, cycling/spinning and more.

We invite you to come see why OAF has been voted one of the top fitness facilities in the area year after year. Come check out our facility in Franklin Shopping Center in Chambersburg, PA (behind Dick's Sporting Goods). Mike Over is our owner, leader and trainer!

GIVING BACK

**Baxter Group, Inc. donates to Habitat for Humanity of Franklin County**

For most businesses, National Small Business Week began April 29th and ended on May 1st. But it only just now ended for **Baxter Group, Inc.** as they handed over a \$300.00 donation to **Habitat for**



**Habitat for Humanity of Franklin County.** They wanted to give to a local company for Small Business Week, and chose Habitat for Humanity of Franklin County as their recipient as they work with families to help them build or improve a place they can call home. Their vision is a "world where everyone has a decent place to live" and every day, both Baxter Group, Inc., and Habitat for Humanity work towards that goal. When hearing about being picked as the recipient, Executive Director of Habitat for Humanity of Franklin County, Thomas Reardon, stated "that is wonderful," and that it was "greatly appreciated."

The donation exchange happened on the build site of their current project in Chambersburg. As part of Habitat for Humanity's "Faith Build" program, the volunteers come from Immanuel Presbyterian Church in McLean, Virginia. Owner and CEO of Baxter Group, Inc., Jocelyne Melton, said "It warms my heart to be able to contribute to them. All of these volunteers have hearts of gold."

PA CHAMBER UPDATE

**Businesses urged to weigh in on Pa overtime eligibility requirements**

A 30 day extension has been granted for the general public

and employers to submit comments to the Independent Regulatory Review Commission regarding proposed changes to Pennsylvania's overtime eligibility rules, which were unveiled a few weeks ago by the state Dept. of Labor and Industry.

Commenters now have until Wednesday, Aug. 22 to analyze the impact these rule changes would have on their business and provide their views to state regulators. The PA Chamber had coordinated a coalition letter requesting the extension.

To recap, the changes include a wage threshold for "exempt status" that is more than double the current rate set by the federal government. There would also be significant revisions to so-called "duties tests," which are also used to determine eligibility.

Finally, the rule would establish an automatic update to the salary threshold every three years beginning in 2023. Similar changes were proposed at the federal level a few years ago and decried by many employers, nonprofit organizations, human service agencies and others as financially unviable and likely to cause unwelcome changes to workplace culture and morale as employees are forced to be shifted from salaried to hourly status. Following the outcry, the proposal was ultimately struck down by a federal court.

PA Chamber members are encouraged to learn more about the full impact of these proposed changes by visiting our website (where they can also write an email to IRRC); and by signing up for a free webinar on Thursday, July 19. From 11 a.m. to Noon, employment defense attorney Josh Vaughn will cover the breadth of these changes; how employers may have to plan to comply; which employees would be eligible for overtime under the new standards; how to convert their status from salaried to hourly; and more.



*This article was written by the Pennsylvania Chamber of Business and Industry. For more information, visit PaChamber.org.*



**WELCOME NEW MEMBERS**

*Counseling Services - Human Relations Behavioral Health Counseling Services, LLC*

Lauren Wicks  
375 Floral Avenue, Suite 109  
Chambersburg, PA 17201  
(717) 446-9447  
www.bhcounselors.com  
lwicks@bhcounselors.com

*Coffee Shop*

**Brussel's Café**  
Alex Hemeryckx  
55 North Main Street  
Chambersburg, PA 17201  
(717) 404-5389  
www.facebook.com/PaBrusselsCafe

*Discount Warehouse*

**Discount Mart**  
Neil Suders  
1672 Lincoln Way East  
Chambersburg, PA 17202  
(717) 496-8437  
discountmartlwe@gmail.com

*Financial Services*

**Everence**  
Cedric Roth  
1331 South Seventh Street,  
Suite 203  
Chambersburg, PA 17201  
(717) 251-2131  
www.everence.com  
cedric.roth@everence.com

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Advisor: Cindy Wolf**

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Garman**

*10 Years*  
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Communities: Franklin County  
Foundation**  
**Jeffrey Lensbower**  
**Sam's Club #8193**

*5 Years*  
**Act II North**  
**BCM Payroll Services, Inc.**  
**Drew Michael Taylor Foundation**  
**Vinnie's**

*1 Year*  
**Chambersburg Hispanic American  
Center (CHAC)**  
**Epiroc Drilling Tools**  
**The Meadows Original Frozen**  
**Custard of Chambersburg**  
**Pediatric Therapy Specialists of South  
Central PA**  
**R.E.M. Staffing**

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- ◆ Laws may require reporting, notices and documentation
- ◆ Employers may be exempt from some laws, but not all

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## MEMBERS IN THE NEWS

As a thank you to our local veterans, **Ludwick Eye Center** is excited to announce the date of the annual “We Salute Our Heroes” festival on Saturday, September 8th from 11 – 2 p.m. outside our Chambersburg office. This will be the third year that we have had the privilege to create this special day to honor our local heroes and their families for the ultimate sacrifice that they have made for all of us! We are welcoming all military – past and present – and their families to come and enjoy a free, fun-filled day with great food, live music, entertainment and fun for all ages, local business vendors, beer and wine tastings, military vehicles on site for display, prizes, giveaways and more! To learn more about the event or sponsorship opportunities available, please visit [LudwickEyeCenter.com/WeSaluteOurHeroes](http://LudwickEyeCenter.com/WeSaluteOurHeroes).



**F&M Trust** recently hired Casey Morris for the role of assistant vice president/commercial services relationship manager. Morris will be responsible for business development within the local market area as well as managing F&M Trust’s existing commercial relationships. He was most recently an owner/consultant for Endurance Strategies and part-owner and director of business development for Encore Ventures, LLC. Previously, Morris served as assistant vice president/commercial relationship manager with BB&T (formerly Susquehanna Bancshares, Inc.) from 2012-2016. Morris will be based in the Memorial Square office located at 20 South Main St., Chambersburg.

Community members will soon have an additional option for fresh food while visiting **Chambersburg Hospital**, as a local favorite for more than 50 years will open a Micro Market within the facility. **The Butcher Shoppe**, known across the Franklin County area for its freshly and locally prepared foods, will open the market later this summer near the main lobby of Chambersburg Hospital.

The Micro Market will be open seven days a week, stocked with salads, soups, sandwiches, entrees, sides, desserts, drinks and snacks. Visitors to the hospital will also have the option to pick up fruit trays, meat and cheese trays and more from the market. The Micro Market will be housed in the current space of the Lincoln Way Café. The Lincoln Way Café will close in July, and the Micro Market is expected to open in August following renovations.



Chambersburg attorney Martha B. Walker was awarded the **Rotary Club of Chambersburg** Excel Award for 2018 at a recent Rotary Club meeting. Walker received the award for exemplifying Rotary’s motto: “Service Above Self.” She was selected due to her involvement as a director on numerous non-profit community boards as well as for her volunteer work representing clients on a pro-bono basis for Franklin County Legal Services, Inc., in the domestic relations practice area. Walker is the majority member of **Walker, Connor & Spang, LLC** and concentrates her practice in family law. She has been a practicing attorney for 45 years.

“Central Penn Business Journal” recently named **ACNB Corporation** to its 22nd annual list of the “Top 50 Fastest Growing Companies in Central Pennsylvania.” This is the first time ACNB Corporation has achieved this recognition. In order to be eligible for consideration in this ranking, companies were required to show revenue of at least \$500,000 in each of the fiscal years ending 2015, 2016 and 2017, as well as revenue growth in 2017, as compared to 2015. The presenting sponsor of the program, Baker Tilly, calculated the nominations and then ranked the companies according to revenue growth over the three-year period. Both dollar and percentage increases were taken into consideration. This ranking formula led to the list of 50 winners. ACNB Corporation and the other 49 winners will be honored at an awards breakfast on Monday, September 17, when their ranks will be revealed. A complete, ranked list of honorees and profiles of each company and their financial growth will be published in a special supplement to the September 21 issue of the “Central Penn Business Journal.”

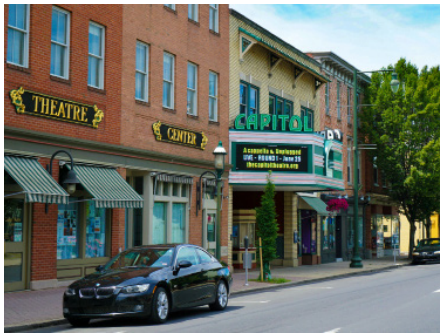
**Summit Health** and WellSpan Health officials recently announced the signing of an affiliation agreement that will enable Summit Health to join WellSpan Health’s regional nonprofit health system while enhancing community-based health care across central Pennsylvania and within Franklin County and its surrounding communities. The agreement will be submitted to state and regulatory agencies for review – a process that is expected to take a few months to complete. WellSpan Health President and CEO Kevin H. Mosser, M.D., noted that the two organizations share a vision of transforming health care by improving health outcomes and the patient experience, while managing costs. Among the areas where the two organizations already collaborate are: a regional reference laboratory and a behavioral health managed care organization, as well as radiation oncology, neurology, tele-stroke and perinatology. For more information on the pending affiliation, visit [SummitHealth.org/Affiliation](http://SummitHealth.org/Affiliation) and [WellSpan.org/Affiliation](http://WellSpan.org/Affiliation).

Robert L. Rundle, president and CEO of **SpiriTrust Lutheran**® recently appointed Nina DelGrande of Fayetteville to the position of vice president of Community Health Services and executive director of SpiriTrust Lutheran® Home Care & Hospice. Previously, DelGrande served as director of SpiriTrust Lutheran® LIFE. She replaces Terry Shade who retired after 33 years of service. In her new position, DelGrande will be responsible for the operations of SpiriTrust Lutheran Home Care & Hospice and SpiriTrust Lutheran LIFE, including client and participant care as well as administrative functions. DelGrande brings extensive experience in nursing and home health care to her new position. Prior to joining the SpiriTrust Lutheran leadership team in 2016 she served in various capacities at HomeCall, LHC Group in Hagerstown, MD and Affilia Home Health and Pinnacle Health System, both based in Harrisburg. She earned an Associate Degree in nursing from Harrisburg Area Community College, a Bachelor of Science in nursing from Thomas Jefferson University and a master’s in Health Administration from The Pennsylvania State University. DelGrande is certified by OASIS Answers as an OASIS Specialist-Clinical and by the American Nurses Credentialing Center Board as a Nurse Executive.





The **Capitol Theatre Center** will continue to host “Introducing the Movies” every Thursday in August at 3 p.m. and 7:30 p.m. August’s showings include “Serenity,” “Ghostbusters,” “Blade Runner – The Director’s Cut,” and “Blade Runner 2049.” Tickets are \$5; visit [TheCapitolTheatre.org](http://TheCapitolTheatre.org) for more information.



The **H. Ric Luhrs Performing Arts Center at Shippensburg University** will present the musical group, “Kansas” on August 16 at 7:30 p.m. Composing a catalogue that includes 15 studio albums and five live albums, “Kansas” has produced eight gold albums, three sextuple-platinum albums, one platinum live album, and two one-million-selling gold singles, “Carry On Wayward Son” and “Dust in the Wind.” For tickets and more information, go to [LuhrsCenter.com](http://LuhrsCenter.com).

**Council for the Arts** will continue popular classes such as Corks & Canvas, Painting Around the World in Watercolor and Open Studio Still Life Sessions. They will also host Digital Photography taught by Eric Harbaugh on August 7 and 14. For more information about upcoming events, go to [CouncilForTheArts.net](http://CouncilForTheArts.net).

**Totem Pole Playhouse** is excited to present “Mamma Mia!” through August 19. Over 54 million people all around the world have fallen in love with the characters, the story and the music that make “Mamma Mia!” the ultimate feel-good show. The story-telling magic of ABBA’s timeless songs propels this enchanting tale of love, laughter and friendship, creating an unforgettable show. Get tickets and more information at [TotemPolePlayhouse.org](http://TotemPolePlayhouse.org).

The **Foundry** is offering a “Crash Course in Art: Composition” on August 9 at 6 p.m., as well as a “Be Sweet Paint Party” on August 10 at 6 p.m. Come and paint a beautiful pineapple, a symbol of respect for yourself and others. As summer winds down and another school year gets ready to begin, remind yourself and your family of this idea by painting a pineapple canvas for your home, classroom, or office. For more information about classes and events, visit [FoundryArtsCoop.com](http://FoundryArtsCoop.com).



The **Franklin County Library System** will be having a yard sale at Grove Family Library August 6-25. A large variety of useful, commonplace, unusual, unique and sought-after items will be available for the price of your donation. Funds raised help to support the programs and services of Grove Family Library. Additionally, the Coyle Free Library will host “Family Movie Night” on Mondays in August at 6 p.m. For more information on these and other events, go to [FCLSPa.org](http://FCLSPa.org).

**Chambersburg Community Theatre** is preparing their production of Tony Award-winning “Bye Bye Birdie” for September 21-23 and 28-30! The year is 1958, and the much-adored rock-and-roll idol, Conrad Birdie, has been drafted into the U.S. army. His songwriter and agent, Albert, and Albert’s secretary and some-time girlfriend, Rosie, hatch a plan for a farewell performance to take place on The Ed Sullivan Show. For more details and information about other upcoming shows, please visit [CCTOnline.org](http://CCTOnline.org).



**Doing Better Business, Inc.** has been recognized by the Pros Elite Group as one of the top 100 independent office technology organizations in the United States based on a series of criteria designed to measure its client service procedures and outcomes, as well as overall client satisfaction. Doing Better Business subjected itself to a year-long, in-depth assessment of its



service department and standards in order to qualify for the premier status, and simultaneously underwent various training programs to elevate performance to meet the ambitious benchmarking requirements. Doing Better Business, a certified Women-Owned business, is headquartered in Altoona, Pennsylvania and has offices in Greensburg, Pittsburgh, State College and Williamsport, PA, as well as Hagerstown, MD and Winchester, VA.

This year **Spiritrust Lutheran Home Care & Hospice** celebrates forty years of providing health care and related services in the comfort of home. The agency started in 1978 when the state of Pennsylvania mandated that state health nurses could no longer do community home nursing visits. Spiritrust Lutheran (then known as Lutheran Social Services or LSS) already had a homemaker program in Franklin County and rose to the challenge of filling the gap by providing home health care in the community.

In forty years the agency has grown from fewer than 10 employees to over 400; serving one county in PA to now serving 18 counties in Pennsylvania (from south central through north east PA) and 3 counties in Maryland (Washington, Carroll and Frederick Counties). In 1978 the agency started by providing home nursing services. Over the years the agency has added physical, occupational and speech therapies and social work services to its home health program; and has added other programs such as hospice, palliative care, home health telemonitoring and non medical home care. The addition of these programs has enabled the agency to provide continuity of care for clients and smoothly transition them within the agency as their healthcare needs change.



**Greater Chambersburg Chamber of Commerce**  
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## August CALENDAR OF EVENTS

### August

- 11** Second Saturday Movie Series  
 8 p.m. kids' activities, movie at dusk, Chambers Fort Park in downtown Chambersburg
- 16** 11/30 Network 3rd Thursday Happy Hour  
 5:30-7:30 p.m., Relax Lounge, 1580 Orchard Dr., Chambersburg
- 21** August Chamber Mixer  
 5-7 p.m., Art Sign Company of Chambersburg, LLC, 470 Nelson St., Chambersburg
- 23** August Lunch & Learn by Geisel Funeral Home  
 11:30 a.m. - 1 p.m., Chambersburg Chamber, 100 Lincoln Way E., lunch provided by Fuddruckers
- 25** CrabFeast  
 3-8 p.m., food served 5-7:30 p.m., AMVETS Post 224, 750 Fifth Ave.
- 26** 11/30 Network Community Mini-Golf Tournament  
 1-5 p.m., Olde Scotland Yard, Shippensburg, PA

To register for these events and more, visit [Chambersburg.org/Events](http://Chambersburg.org/Events).

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Advertising is a crucial tool to help build brand awareness and impact your bottom line. The Chamber offers low-cost advertising as an exclusive member benefit. Our rates are designed to be affordable for any size business or organization.

For information on advertising options and rates, contact Lark Kennedy: 717-264-7101 ext. 206, [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org).

*Our Service Vision Statement:*  
 We promise to be your **champion** in the community, **servicing your needs** to always be part of the solution.

### *It's All About Community!*

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The Greater Chambersburg Chamber of Commerce is a 5-star accredited chamber, rated among the top chambers in the U.S., and is a member of the U.S. Chamber of Commerce and the PA Chamber Business & Industry.

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