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#### SAVE THE DATE

##### January 31 - February 3 **ICEFEST**

Downtown's favorite winter festival returns the end of January with family-friendly events including Chili Cook-off, Snowfall Ball, ice sculptures, Polar Dunk Plunge and more. Many events are free. Come enjoy a wonderful community festival with something for everyone!

##### April 13 **SIP & SAVOR**

Our signature fundraiser returns in April! Join the Chamber for a delicious food & wine pairing, entertainment and more. Details coming soon.

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

## Executive director of Greater Chambersburg Chamber Foundation joins Chamber of Commerce staff

We are pleased to welcome Virginia Harriger as the newest member of the Chamber of Commerce team to lead the Greater Chambersburg Chamber Foundation.

Ginny joined the Chamber staff in early November as executive director of the Foundation and most recently served as the general manager of the Public Opinion for 22 years. During that time, she has accumulated a wealth of community knowledge as well as exceptional skills in leadership, relationship building, organizational management, revenue development and strategic planning.



"I am delighted to serve the community in this position and am eager to leverage my experience that will positively impact the progress and growth of the Foundation," said Virginia Harriger, executive director of the Foundation. "The organization is an important asset with its unique programs focused on leadership and workforce development. I look forward to the opportunity to invest in a 2019 strategic plan as well as a brand awareness campaign that will meet the core mission of the Foundation."

Ginny is a native of Lancaster County, Pa. and earned her bachelor's degree in public relations and marketing from Juniata College. Her background as the General Manager/Advertising Director with Gannett (owner of Public Opinion) included overseeing a \$10 million budget, leading a 20-member team through significant operational transitions, developing relationships with key community decision makers and thriving in a fast-paced environment.

"We are excited to have a valuable new team member join the Chamber staff to lead the Foundation," said Stephen Christian, president of the Chambersburg Chamber. "Ginny's expertise with both businesses and nonprofit organizations as well as her long-time dedication to this community will serve as a tremendous asset moving forward."

*Continued on page 5.*

## New Member Orientation

New members of the Chambersburg Chamber are invited to attend the New Member Orientation hosted by Joel Black, membership director next month. The event will be held on Tuesday, January 8 in the morning at **Penn National Golf Course Community**. Businesses are welcome to send up to two representatives to the orientation. Refreshments will be provided and registration is free. Attendees will learn more about networking at Chamber events, marketing your business through Chamber resources, referral benefits, sponsorship opportunities and more. To register, contact Joel Black at 717-264-7101 ext. 202 or call [jblack@chambersburg.org](mailto:jblack@chambersburg.org).

**BOARD OF DIRECTORS**

- Kim Crider**, Optavia - Chair
- Troy Garman**, RE/MAX Realty Agency - Immediate Past Chair
- Michael J. Connor**, Walker, Connor & Spang, LLC - Treasurer
- Sherri H. Stahl**, Summit Health - Secretary
- Michael Doncheski**, Penn State Mont Alto - Foundation President
- Eric Foreman**, Patriot Federal Credit Union - CADC Vice President
- Rod Hocker**, Johnnie's Restaurant & Hotel Service
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- Melanie Furlong**, SpiriTrust Lutheran Home Care & Hospice
- Alice Hawbaker**, LCSi Lehman Construction Services, Inc.
- Luke Martin**, Smith Elliott Kearns & Co., LLC
- Mark Story**, Franklin County Library System
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- Patricia Abbott**, Strickler Insurance Agency
- Bill Boltz**, ULTA Beauty
- Jake Naugle**, Patriot Federal Credit Union
- Camilla Rawleigh**, Wilson College
- Van Gray**, GearHouse Brewing Co.
- Brian Wise**, BWise Manufacturing, LLC

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*christian@chambersburg.org*
- Maryliz Toohig - Finance Director  
*mtoohig@chambersburg.org*
- Joel Black - Membership Director  
*jblack@chambersburg.org*
- Angie Schaeffer - Director of Operations & Assistant to the President  
*aschaeffer@chambersburg.org*
- Lark Kennedy - Communications & Marketing Manager & Civil War Seminars Coordinator  
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- Sue Black - Customer Service Representative & Heritage Center Coordinator  
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- Laiton Suders - Marketing Assistant & Customer Service Representative  
*lsuders@chambersburg.org*
- Virginia Harriger - Executive Director of Greater Chambersburg Chamber Foundation  
*gharriger@chambersburg.org*
- Sam Thrush - President of Downtown Chambersburg Inc.  
*sthrush@chambersburg.org*

CHAIR'S MESSAGE

**Comprehensive group health insurance offered to Chamber members**



As a health and wellness coach, I understand the importance of taking good care of oneself in order to minimize health concerns, but there are times when we need a doctor or a hospital, and for those times, we need health insurance. As a Chamber, our goal is to advocate, and provide solutions for, our members' major concerns, one which is providing group health insurance to employees. I am thrilled to announce that after a long hiatus the Chamber is offering comprehensive group health insurance as a benefit to our members. This offering will allow our members to strategically manage healthcare costs while still providing employees great benefits.

It is available to groups as small as two and includes 16 different plans to meet the needs of a variety of businesses. The plans also integrate a wellness feature that allows up to a \$500 deductible credit to wellness participants, and the plans also include cash rewards and incentives for lifestyle improvement. Additional benefits include 100 percent coverage of diabetic testing supplies, unique patient concierge and care coordination service designed to put the patient first; access to fully developed employer-sponsored wellness challenges; availability to risk prediction reports that predict the likelihood of disease five to seven years in advance; Telemed consultations and the ability to include dental, vision, life, disability and worksite insurance options. All these benefits and cost savings are so attractive that the Chamber staff now uses this group health insurance program for their coverage.

If you have any questions, want to extend an invitation to a business to join our Chamber to take advantage of this benefit or if you would like an application to apply for our new insurance program, please contact Joel Black at 717-264-7101 ext. 202 or [jblack@chambersburg.org](mailto:jblack@chambersburg.org).

**Kim Crider**

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

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## Largest Mixer of the year returns December 11

Holiday music, delicious food, networking and fun entertainment - join us for a festive night at Wilson College on Tuesday, December 11. The Holiday mixer will include members from all five chambers of commerce in Franklin County with an expected attendance of more than 350 people. Huge thank you to our Grand Sponsor, Menno Haven!



The mixer will be from 5 to 7 p.m. at Laird Hall, 1015 Philadelphia Ave. and is co-hosted by Wilson College, Menno Haven and Jan Zell Wines & Ciders. Its popularity has grown steadily as more business leaders from throughout the region attend it. To register for this free mixer, visit [Wilson.edu/ChamberHolidayMixer](http://Wilson.edu/ChamberHolidayMixer). Members may also donate door prizes or reserve a display table at the mixer for \$100. Vendor space is limited. To secure your table or donate a door prize, contact Denise McDowell at [dmcdowell@wilson.edu](mailto:dmcdowell@wilson.edu) or call 717-262-2010 ext. 3181.



## State legislators attend 3rd Annual Legislative Breakfast



Workforce development, budgetary concerns and reform for workers' compensation were a few of the hot-button topics covered by a panel of state legislators at the 3rd Annual Franklin County Legislative Breakfast held recently in Chambersburg, Pa.

Hosted by the five chambers of commerce on behalf of the Franklin County Government Affairs Committee, more than 170 people from the business community attended the event. Attendees gathered to hear from Senator John Eichelberger, Representative Rob Kauffman, Representative Paul Schemel and Representative Jesse Topper.

"We are pleased to host this Legislative Breakfast because it enables our Chamber members to be engaged with public officials about important issues affecting the business community," said Stephen Christian, president of the Greater Chambersburg Chamber of Commerce. "As a member of your local chamber, this is only one of many opportunities you have throughout the year to support your business initiatives."

Moderated by Gene Barr, president and chief executive officer of the Pennsylvania Chamber of Business & Industry, the state legislators were encouraged to discuss their current responsibilities and legislation. Areas talked about included workers' compensation reform, campaign management, the state's handling of the grand jury investigation of the Catholic Church and the new congressional boundaries.

Barr also invited the state legislators to share what they believed were the most significant problems facing the commonwealth of Pennsylvania. Topics included the influence of public sector unions, budgetary issues and unfunded pension liability. Senator Eichelberger, Representative Kauffman and Representative Schemel felt each of those issues would become more critical when another economic downturn occurs. Representative Jesse Topper believed addressing the shortage of skilled workers in Pennsylvania would positively impact all of those topics.

"By working with technology centers, the business community, education and government sectors to increase our skilled labor force, that will be a jet engine for this economy and help us avoid future problems in an economic downturn," said Representative Jesse Topper.

Attendees also participated in a Q&A with the panelists to talk about local issues such as preparing students to enter the workforce. The state legislators highlighted the "Every Student Succeeds Act," which encourages schools to expose fifth graders to future career opportunities from the local business community. This early exposure along with other educational opportunities will help drive students to explore career fields beyond the standard college-driven focus.

For more information about the public policy positions of the Franklin County Government Affairs Committee, please visit [Chambersburg.org/PublicPolicyPositions](http://Chambersburg.org/PublicPolicyPositions).

### OUR SPONSORS

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Patron Sponsors - Brake Concrete, Inc., Franklin County Library System, Lee & Associates of Eastern PA, Manpower, Quincy Village, Shippensburg Township, SpiritTrust Lutheran, Strickler Insurance Agency, SunnyHill Properties Inc.



# Support Franklin County's Largest Festival!

## Sponsor IceFest 2019

Don't miss being part of IceFest 2019 - one of Pennsylvania's largest ice festivals and our area's most popular event! This is a great opportunity to support one of the most anticipated events in town to promote your business to enormous crowds of more than 12,000 people throughout the four-day festival.

As an IceFest Ice Sculpture Sponsor, your business will receive the following benefits:

- Amazing, hand-carved ice sculpture with your business name at the base displayed downtown
- Company name listed on the high-traffic, official IceFest PA website, [www.IceFestPA.com](http://www.IceFestPA.com)
- Company logo posted on the IceFest PA Facebook page, [www.facebook.com/icefestpa](http://www.facebook.com/icefestpa)
- Opportunity to cross-promote your business on Facebook with information and special offers provided by you

Available IceFest Ice Sculpture Sponsorships include:

- **Gold Giant** - 6'W x 10'H wall of ice - \$3,300
- **Silver Giant** - 4'W x 10'H wall of ice - \$2,500
- **Bronze Giant** - 3'W x 6'H wall of ice - \$1,650
- **Single Block, Sponsor's Choice** (from approved list) - \$435
- **Single Block, Sculpture's Choice** - \$385

For more information or to secure your sponsorship, Contact Penny at 717-263-8529 or email [ChambersburgIcefest@gmail.com](mailto:ChambersburgIcefest@gmail.com).  
**Sponsorship deadline is December 31, 2018.**

### Sponsor IceFest Events

Sponsorships, starting at \$250, are always available for various IceFest events, including the Snowfall Ball, Chili Q, Icing on the Cake and more.

To inquire about event sponsorships for IceFest, contact Penny at 717-263-8529 or [ChambersburgIcefest@gmail.com](mailto:ChambersburgIcefest@gmail.com) and she'll connect you with the appropriate person.



For more information  
about IceFest, visit

[www.IceFestPa.com](http://www.IceFestPa.com)



GREATER CHAMBERSBURG CHAMBER FOUNDATION

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**Leadership Franklin County**

*Youth Session*



In November, Leadership Franklin County (LFC) Youth focused on the leadership skill of “Inspiring a Shared Vision” which was held at Laird Hall at **Wilson College**. Led by Linda Boeckman of Wilson College, and David Grant of **Keystone Health**, the class explored what a vision is and the different kinds of visionaries, both in the global world and in their personal worlds.

The day began with a talk from community visionary Joanne Cochran, Keystone Health’s President and CEO, who co-founded the center in 1986 to provide healthcare to the migrant farmworkers in Franklin County. She shared her life story and how her vision to help the poor was a driving force in founding Keystone Health.

Dr. Kim Eaton of Franklin County Government then led the youth in a fun game designed to bring individual/group focus. The students worked through how they can create their own vision and how they will inspire others to share their vision through the community service projects they are working on this year. Karen Johnston of **Healthy Communities Partnerships** assisted the class on their project preparation.

LFC Youth students – representing eight schools - participate in the program for free thanks to the sponsorship of Wilson College.



*Community Session*



Leadership Franklin County (LFC) Community students spent the November session on a bus tour with Mike Ross of **Franklin County Area Development Corp.** (FCADC) learning about economic development in Franklin County. Ross provided an

overview of economic importance and impact of business and industry regarding our county housing, tax base, education and recreation while touring different agricultural, manufacturing and distribution. **Letterkenny Army Depot** was the first stop where the group learned about the impact on our region and the world.



The second stop was **Epiroc Drilling Tools** in Fort Loudon. Formed out of Atlas Copco, Epiroc is a global brand that serves the mining, infrastructure and natural resources industries. Lunch was shared in Mercersburg at Stoner’s on the Square before heading to Mercer Vu Farms to experience the dairy industry and how modern dairy farms operate. Mercer Vu is one of the largest farms in the area with over 1,500 cows on site and takes advantage of technology to improve efficiencies as well as protect land and animals.

The final tour was Fil-Tec, which also operates under the name Fil-Tec Bobbin Central. In Waynesboro, the group learned how Fil-Tec is a technical fiber company manufacturing innovative products such as candle wicks for Yankee candles, global thread/bobbin supplier for La-Z-Boy, yarns to protect fiber optics for Corning and quilting threads that are sold thru their wholesale website HabandDash.com. The day ended with an overview of Chambers 5 Business Park and discussions about the role and purpose of **FCADC** in the county, region and state. LFC Community has 12 adult participants.



Leadership Franklin County is sponsored by **Salzmann Hughes, P.C.**





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### IceFest is coming!

The IceFest Committee is working hard to plan the 17th Annual IceFest in downtown Chambersburg which will be held Thursday, January 31 to Sunday, February 3. Visitors will have the opportunity to stroll the sidewalks of Main Street to view ice sculptures sponsored by local businesses.



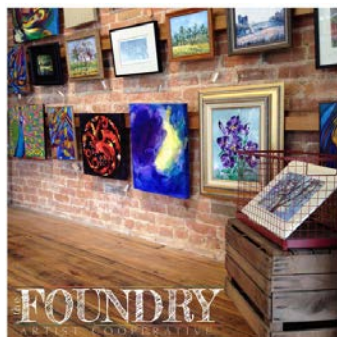
A variety of events are also planned for IceFest. Festival goers will have the opportunity to watch carvers from DiMartino Ice sculpt amazing creations right in front of their eyes! Live carvings will be held in several locations on Thursday and Friday nights. Events scheduled for the festival include the official ribbon-cutting and kick-off ceremony, ballroom dancing at the Snowfall Ball, dunking at the Polar Dunk Plunge, and much more!

The IceFest Committee is still seeking sponsorships for IceFest events and ice sculptures. To become a sponsor or for more information, contact Penny Shaul at 717-263-8529 or email chambersburgicefest@gmail.com. IceFest is the largest ice festival in Pennsylvania and is held in downtown Chambersburg each year. Proceeds from the event support the **Council for the Arts, Downtown Business Council and Downtown Chambersburg Inc.** Special thanks to **M&T Bank** for their grand sponsorship of this event.

## Holidays at The Foundry

Take advantage of the holiday season and shop for locally made, hand-crafted items at **The Foundry Arts Coop** on 100 South Main St. The Foundry is home to an eclectic mixture of handmade works by artists from around the Cumberland Valley in central Pennsylvania. The corner store houses a retail shop where guests can purchase unique, one-of-a-kind pieces, view rotating exhibits featuring the work of artists both local & national.

Art classes are also offered at the Foundry! On Friday, December 14 join Dee Henry for a course on Winter Barn Painting from 6 to 8 p.m. Use paint, canvas and brush to discover a magical winter wonderland. For more information about The Foundry, visit FoundryArtsCoop.com.



Sponsorship opportunities are also available for businesses to support the blossoming art community. The Foundry has helped spur the artist community in the heart of downtown into a destination for residents and visitors. By supporting The Foundry, a nonprofit artist cooperative, you're supporting the art community and contributing to the important revitalization efforts of our downtown. Sponsor levels range from \$500 to \$5,000 with excellent package benefits. For more information about sponsorships, contact Sam Thrush at sthrush@chambersburg.org or call 717-264-7101 ext. 204.

(Cont. from Cover)

## Harriger joins Chamber team

In addition to her career accomplishments, Ginny has also volunteered extensively in the community. Her service has included involvement with the Boy Scouts of America, **Chambersburg Area School District Booster Clubs** and St. John's United Church of Christ. Most recently, she completed the Certified Tourism Ambassador program through the **Franklin County Visitors Bureau**.

Prior to moving to Franklin County, Ginny's early career took her to Cincinnati in the hospitality and weight loss sales/management industries. She and her family moved to the area in 1996 when her husband accepted a teaching position with Wilson College. In her spare time, Ginny enjoys catching up on the latest news or watching baseball. She and her husband Dana have two sons. To contact Ginny, email gharriger@chambersburg.org or call 717-264-7101 ext. 205.

## Chamber donates \$1,500 for scholarships

The **Chambersburg Area School District (CASD) Foundation** recently received \$1,500



raised from the 15th Annual Tim and Susan Cook Memorial One-Mile Race hosted by the Greater Chambersburg Chamber of Commerce on July 14.

This year, more than 100 runners participated in the race that honors the memories of Tim and Susan Cook, who died tragically in a car accident in 2002. Tim and Susan Cook were dedicated to education; Tim taught at Chambersburg Area Senior High School and Susan worked at Shippensburg University.

Proceeds from the Cook Race are donated to the Tim & Susan Cook Memorial Scholarship Fund, which awards scholarships to Chambersburg Area Senior High School students who model the characteristics exemplified by the Cooks.

"We are honored to support the Tim & Susan Cook scholarships by hosting this race; the Cooks were committed to continued education for high school students, and we are proud to uphold their legacy," said Stephen Christian, president of the Greater Chambersburg Chamber of Commerce.

The CASD Foundation receives donations for the Tim and Susan Cook Scholarship throughout the year from individuals, alumni, CASHS faculty committees, booster clubs and various community organizations. If you would like more information about donating to this scholarship, please contact Angela Lynch at angela.lynch@casdonline.org or 717-552-6492.

The Greater Chambersburg Chamber of Commerce works with Chambersburg Road Runners Club (Chris Monheim pictured), to present the Tim & Susan Cook Memorial One-Mile Race every year as part of ChambersFest. The Chamber would like to thank the participants and sponsors for their continued support and ensuring this fundraiser was a great success. For more information, visit Chambersburg.org.





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## Supporting Chamber members during the holidays



Searching for a great gift that fits any budget and any individual? Chamber Dollars are exactly what you've been looking for!

Chamber Dollars are gift certificates that work at more than 45 local businesses. You can buy them in \$10 or \$25 increments at the Chamber office, and they can be redeemed for goods and services at a number of Chamber member businesses. Visit [Chambersburg.org/ChamberDollars](http://Chambersburg.org/ChamberDollars) for more information. Below is a list of businesses that currently accept Chamber Dollars.

- Belle Jewelers | [BelleJewelers.com](http://BelleJewelers.com)
- Butcher Shoppe | [MyButcherDhoppe.com](http://MyButcherDhoppe.com)
- Capitol Theatre | [TheCapitolTheatre.org](http://TheCapitolTheatre.org)
- CCI Cleaning Connection | [CCICleaning.com](http://CCICleaning.com)
- Chambersburg Auto Body
- Chambersburg Automatic Transmission
- Chambersburg Rental | [ChambersburgRental.com](http://ChambersburgRental.com)
- Colony House Furniture | [ColonyhouseFurniture.us](http://ColonyhouseFurniture.us)
- Comfort Keepers | [ComfortKeepers.com](http://ComfortKeepers.com)
- Country Inn | [Countryinns.com/ChambersburgPa](http://Countryinns.com/ChambersburgPa)
- Craig Victorian | [CraigVictorian.com](http://CraigVictorian.com)
- Discount Mart | [Discountmart.com](http://Discountmart.com)
- Dress to a Tea
- Essential Kitchen | [Facebook.com/EjsGrill](http://Facebook.com/EjsGrill)
- Essis & Sons | [EssisandSonsCarpet1.com](http://EssisandSonsCarpet1.com)
- Forrester's | [ForrestersLincoln.com](http://ForrestersLincoln.com)
- The Foundry Arts Coop | [FoundryArtScoop.com](http://FoundryArtScoop.com)
- Franklin Clothing Outlet | [TomJames.com](http://TomJames.com)
- The Gift Enclosure | [Facebook.com/TheGiftEnclosure](http://Facebook.com/TheGiftEnclosure)
- Golden Wood Kennel | [GoldenWoodKennel.com](http://GoldenWoodKennel.com)
- Hamilton Hyundai | [MyHamiltonHyundai.com](http://MyHamiltonHyundai.com)
- Heritage Center Gift Shop | [Chambersburg.org](http://Chambersburg.org)
- Holiday Inn Express | [HolidayInnExpress.com](http://HolidayInnExpress.com)
- Hoss's Steakhouse | [Hosss.com](http://Hosss.com)
- Humphrey's Cleaning Service | [HumphreyClean.com](http://HumphreyClean.com)
- J & B Bridals | [JbBridals.com](http://JbBridals.com)
- Johnnie's Restaurant & Hotel Services | [Johnniesinc.com](http://Johnniesinc.com)
- Kenny's Drive In | [KennysDrivein.com](http://KennysDrivein.com)
- LA Cameras | [LaCameras.com](http://LaCameras.com)
- Lehman's Carpet / [LehmansCarpet.com](http://LehmansCarpet.com)
- Ludwigs Jewelers | [LudwigJewelers.com](http://LudwigJewelers.com)
- Lyons and Company | [LyonsandCompany.com](http://LyonsandCompany.com)
- M&S Harley Davidson | [MsHarleyDavidson.com](http://MsHarleyDavidson.com)
- Mainstreet Deli | [MainStreetDeli.com](http://MainStreetDeli.com)
- MJ Hair Studio | [Facebook.com/MJ Hair Studio](http://Facebook.com/MJ Hair Studio)

- Olympia Candy Kitchen | [OlympiaCandy.net](http://OlympiaCandy.net)
- Penn National Golf Course Community | [www.PennGolf.com](http://www.PennGolf.com)
- Plasterer's | [PlasterersFlorist.com](http://PlasterersFlorist.com)
- R E Jewelers Watch & Clock Repair
- Rosenbaum's Landscaping Services | [RosenbaumsLandscaping.com](http://RosenbaumsLandscaping.com)
- Sam's Flooring | [SamsFlooringinc.com](http://SamsFlooringinc.com)
- Service Master | [SmProfClean.com](http://SmProfClean.com)
- Shively's | [ShivelyMotors.com](http://ShivelyMotors.com)
- Snavely's Garden Corner | [Snavelys.net](http://Snavelys.net)
- Squires | [SquiresElectronics.com](http://SquiresElectronics.com)
- Stouffer's Auto Repair | [StoufferMechanical.com](http://StoufferMechanical.com)
- Subway | [Subway.com](http://Subway.com)
- The Orchards | [OrchardsRestaurant.com](http://OrchardsRestaurant.com)
- Windy Knoll | [Facebook.com/WindyKnollFarmMarketCreamery](http://Facebook.com/WindyKnollFarmMarketCreamery)
- Wolf Furniture | [WolfFurniture.com](http://WolfFurniture.com)

If your business would like to participate in this free member benefit, please contact Laiton Suders at 717-264-7101 or [lsuders@chambersburg.org](mailto:lsuders@chambersburg.org)

### AROUND TOWN WITH THE CHAMBER

## Chamber participates in Chick-fil-A Trunk or Treat

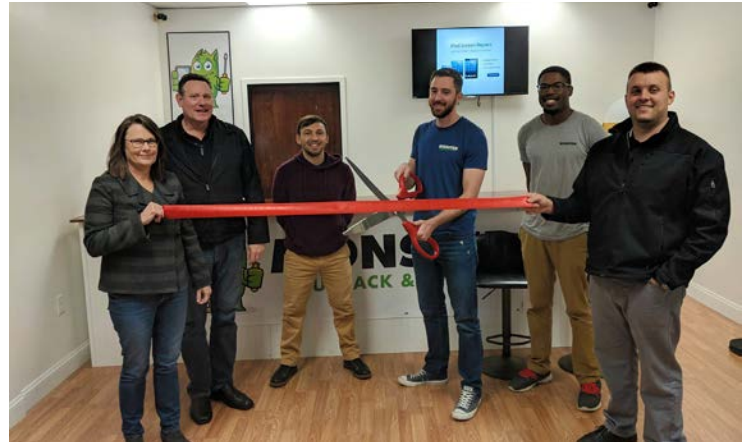
Chick-fil-A hosted a wonderful community event on October 31! The Chamber along with several other local businesses decorated tables and handed out candy. Pictured from left to right: Laiton Suders, Maryliz Toohig, Steve Christian, Angela Schaeffer, Joel Black and Lark Kennedy. Thanks Adam Donius and staff at Chick-fil-A for supporting our community!





## Trickling Springs Creamery Tour

Thanks Andi Amin, retail development coordinator, at **Trickling Springs Creamery** for giving Steve Christian and Joel Black a tour of your facilities!



## Monster Buyback & Repair

Congrats to **Monster Buyback & Repair**! They celebrated their recently remodeled business with a Ribbon Cutting at 1495 Lincoln Way East in Chambersburg.

Monster Buyback & Repair services a wide variety of electronic devices, purchases used smartphones and tablets, and offers quick and easy shipping solutions. They are committed to continual improvement and bringing their customers the highest quality services possible.

## Code Red Escape Rooms Opens

Congratulations to **Code Red Escape Rooms** located at the Chambersburg Mall! Escape rooms are a fun, safe, hour-long adventure where you and your friends must discover clues and solve a mystery to escape a “locked” room. Code Red Escape is perfect for birthday parties, team-building activities or a fun night out with your friends or family! They also have virtual reality games. Book online at [SanwellEscape.com](http://SanwellEscape.com).

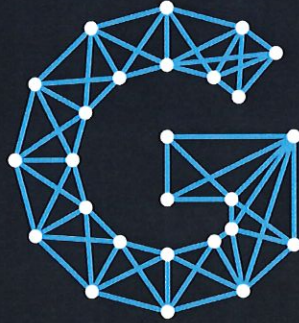


## Chamber Travel Club in Italy

Kay Estep with **Kay's World Class Travel** and Laiton Suders from the Chamber led the local residents on a grand adventure to Italy in November. The group of 27 travelers enjoyed delicious food, experience Italian culture and visited the cities of Rome, Florence, Milan and others. See more photos at [Chambersburg.org/TravelClub](http://Chambersburg.org/TravelClub).







# GRAND POINT

## LEADERSHIP NETWORK

### *Gives Back*

Join us on Thursday, December 20th from 7:15am – 8:30am for a light breakfast and a special Grand Point Leadership Network event.

We'll hear from a panel of local non-profit leaders and discover how we can leverage our leadership influence in ways that benefit our community. You're also invited to help us with our December service project by bringing non-perishable food items for the CMS Food Pantry!

Find a full list of items needed for the food pantry, additional details about our panel, and register for this free networking event at [grandpoint.church/gpln](http://grandpoint.church/gpln).





# LYRICS <sup>OF</sup> CHRISTMAS

Every Sunday in December at Grand Point Church, we will explore the lyrics of the Christmas songs that were written in response to Christ entering our world and their relevance to our lives today!

Our “Lyrics of Christmas” series will conclude with special services on December 23rd (including a Christmas Cantata and a Family Worship Experience) and more than six Christmas Eve services!

Visit [grandpoint.church/Christmas](http://grandpoint.church/Christmas)  
for a full list of service times and locations.





MEMBER SPOTLIGHTS

**Fox Hill Environmental, LLC**

P.O. Box 352, Shippensburg, PA 17257  
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 scott@foxhillenvironmental.com

**Fox Hill Environmental (FHE)** was founded in 2017 with a focus on providing individuals and organizations an affordable and timely approach



**IceFest '18 Events**

to Environmental Compliance. Our staff has over 20 years of experience in Natural Resource Assessments, Cultural Resource Assessments, Phase I and II Environmental Assessments, Hazardous Building Materials Inspections, On-lot Sewage Facilities, and NEPA Compliance Assessments.

Our work includes projects in both the public and private sectors throughout the eastern U.S, primarily in New York, New Jersey, Maryland and Pennsylvania. We conduct all wetland and stream-related project work, including delineation of wetland/stream boundaries, physical/chemical/biological stream and pond assessments, benthic macroinvertebrate investigations, data collection, permitting, baseline ecological evaluations, threatened and endangered plant surveys, transaction-based due diligence assessments, agency coordination and soil/groundwater investigations. FHE offers free consultation for any environmental compliance project prior to contracts or costly commitments.

**rabbittransit**

415 Zarfoss Drive, York, PA 17404 | 800-632-9063  
 RabbitTransit.org | info@rabbittransit.org



**Rabbittransit** is the Shared Ride Coordinator for Franklin County through 3P Ride. As a regional public transportation provider, it offers a variety of transportation services to the residents of ten counties in Central Pennsylvania. More than 8,000 people depend on rabbittransit each day to get to work, medical facilities, school and other life-sustaining activities. rabbittransit is dedicated to helping residents in the region get to where they want to go.

Often, we take for granted the ability to travel to everyday locations—a place to buy milk, receive an immunization, maintain employment or learn the alphabet. Without these connections, we cannot provide for our basic needs or dare to explore opportunities for our future. This holiday season, you can change that for someone. 3P Ride is a nonprofit organization dedicated to advancing affordable and convenient mobility solutions for Central Pennsylvania’s residents to access their most basic needs. 3P Ride is primarily focused on providing food access, veterans transportation and access to care. There is no gift too small—for as little as \$1.50, you can provide a ride to a senior, veteran, or someone in critical need of a ride. A ride to dialysis saves a life. A ride to school educates a future leader. A ride to the VA Clinic honors a veteran. Helping someone by providing a ride can shape their future.

Be the change. Provide a ride. Tax-deductible donations may be directed to 3P Ride, Inc. at 415 Zarfoss Drive, York, PA 17404. Or

to give online visit [3P-ride.org](http://3P-ride.org).

**First Responders Appreciation Day**

On Friday, December 7, the 11/30 Network will give back to perhaps the most deserving citizens in Franklin county - first responders. Volunteers will deliver care packages to the county’s fire, police and EMS departments to thank them for their service during the 4th Annual Franklin County First Responders Appreciation Day.



First Responders Appreciation Day began in 2015 to recognize and thank our local first responders. During the event, volunteers will travel in groups to police stations, fire houses and EMS postings throughout Franklin County to deliver care packages of edible goodies along with colorful cards from elementary school students. Donations are also made to the volunteer fire stations to help provide needed supplies.

The past three years gathered more than 20 volunteers together to deliver care packages to 38 first responder stations. For more information about the event or the young professionals group, visit [1130Network.com](http://1130Network.com). If you are interested in donating or supporting the event by volunteering, contact Amy Weibley at 717-262-0015 ext. 103.

**Host a Lunch & Learn in 2019!**

Would you like to introduce fellow members of the business community to a product or service you offer? Hosting a Lunch & Learn is an excellent way to educate members about your business in an intimate setting. As a host, your business will gain exposure to the Chamber membership and have an opportunity to showcase your business.

Lunch & Learns are usually held once a month with lunch provided courtesy of Fuddruckers. The fee is \$75 to be a host. If you’re interested or would like more information, contact Laiton Suders at [lsuders@chambersburg.org](mailto:lsuders@chambersburg.org) or call 717-264-7101 ext. 214.



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Chambersburg, PA 17201  
717-251-2908  
ZenDragonMA.com  
ryan@monsterbuyback.com

### *Brewery/Pub* **Roy Pitz Brewing Company**

Jesse Rotz  
140 N. 3rd St.  
Chambersburg, PA 17201  
717-496-8753  
RoyPitz.com  
jesse@roypitz.com

### *Chiropractic Care* **Wendell Chiropractic and Rehabilitation**

Nicholas Wendell  
782 Buchanan Trail East  
Greencastle, PA 17225  
717-895-3432  
WendellChiro.com

### *Health Care Services* **Orthopedic Institute of PA/ The Arlington Group**

Wendy Crecelius  
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Carlisle, PA 17015  
717-380-3426  
Oip.com  
wcrecelius@oip.com

## MILESTONE ANNIVERSARIES

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**Franklin County Housing Authority**  
**Valley Community Housing**

*5 Years*  
**Herald Mail**

*1 Year*  
**Centric Business Systems**  
**Doceo**  
**Houck**  
**Integrity Home Mortgage Corp.**  
**Planet Fitness**

## GIVING BACK

### F&M Trust supports community

Through a partnership with Together We Rise – a California-based nonprofit organization that brings resources to foster youth across the U.S., **F&M Trust** employees assembled personalized suitcases and bikes for foster children in South Central Pennsylvania. Nearly 270 bank employees decorated and stuffed 43 blue duffel bags dubbed “sweet cases” with teddy bears, blankets, hygiene kits, coloring books and crayons. They also built 43 bicycles – all of which have been given to Family Care Services – a Chambersburg foster agency. In addition to supporting the community, the goal of the event is also to strengthen employees’ ties to the organization and feel a sense of fulfillment and pride in the bank.



A subsidiary of Franklin Financial Corp., F&M Trust is an independent community bank headquartered in Chambersburg. With approximately \$1.2 billion in assets, F&M Trust has twenty-two community-banking locations in Franklin, Cumberland, Fulton and Huntingdon counties. Please visit [fmtrust.bank](http://fmtrust.bank) for more information.

### F&M Trust commits \$100,000

**F&M Trust** recently committed \$100,000 to Chambersburg Area School District; the bank’s single largest contribution in its 112-year history. The bank’s commitment included the opportunity for the naming rights of Trojan stadium; however, F&M Trust chose not to rename the stadium, rather to protect the field’s namesake.



The funds invested by F&M Trust will primarily be used to support student extra and co-curricular programs. As of yet, the funds have not been used for any particular program, but in the future, they could be used to offset costs for sports equipment, travel costs for academic clubs and stadium field and track maintenance, among other expenses. Outside of the cost for maintaining the naming rights program, which includes stadium signage, all funds will directly benefit local students.



# QuickBooks® Step-by-Step Training Manual Provided



Dates: December 12, 2018  
January 16, 2019

Location: 720 Norland Avenue  
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Time: 9:00AM – 12:00PM



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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?

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

### Who Should Attend QuickBooks® Training?

- **Spouses** who help with the books on a part-time basis.
- **Business owners** who want to avoid mistakes and improve cash flow.
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  - **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®.

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(includes continental breakfast)

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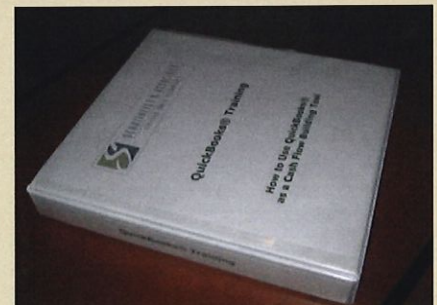
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

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

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

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

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



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## MEMBERS IN THE NEWS

The **Franklin County Historical Society** is actively seeking new members for the 2019 membership year. FCHS has been the county's historical society since 1898. Based in the Old Jail on the corner of King and North Second Streets in historic downtown Chambersburg, the Society offers tours of the 1818 jail as well as a four-room genealogy library. Each year, visitors from around the world and across the country come for tours and research. By joining the Society, you'll be assisting in the preservation of our local history for generations to come. Membership levels range from individuals at \$25 per year up to \$500 for a lifetime membership. More information can be found at [FranklinHistorical.org](http://FranklinHistorical.org) or by calling 717-264-1451.

**Herbert, Rowland & Grubic, Inc. (HRG)** will be moving from its current location on East Burd Street in Shippensburg to a new office building being constructed at 207 Grant Street in downtown Chambersburg. The construction on this lot is just part of the exciting redevelopment taking place within the area. HRG's new office will be located in a building currently under construction at the corner of Grant and Second Streets adjacent to the new Grant Street Loft building. The firm assists both Chambersburg Borough and Greene Township with their MS4 stormwater management programs, and it has provided engineering services on numerous commercial projects supporting the logistics industry along the I-81 corridor.

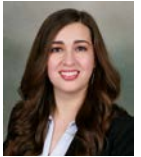
**Herbert, Rowland & Grubic, Inc. (HRG)**, an employee-owned, full-service civil engineering firm, has announced leadership promotions and organizational changes as part of a strategic succession planning initiative. Effective January 1, 2019, Jason A. Fralick, P.E. will assume the position of president. The current president & CEO, Robert C. Grubic, P.E. will remain with the company as CEO and chairman of the board, allowing him to focus on HRG's long-term vision and strategic objectives. Grubic has been with HRG for 45 years and has served as president & CEO for the past 29 years. Fralick, who joined the company in 1991 as an intern, has held various leadership positions and served clients across all of the company's geographic markets and service areas. As president, Fralick will lead HRG operations and supervise the development and implementation of the company's strategic business plans



**Summit Health** and WellSpan Health announced recently that they have completed their affiliation. Summit and WellSpan share a vision of transforming health care by improving outcomes and patient experience while managing costs. WellSpan and Summit have worked together to bring radiation oncology, neurology, tele-stroke and perinatology services to Franklin County, in addition to their partnership in a regional reference laboratory and a behavioral health managed care organization. As part of the affiliation agreement, a new charitable foundation will be established for the purpose of raising funds and using them to provide support for Summit Health and its tax-exempt subsidiaries and their related activities in Franklin County and the surrounding communities. All charitable donations currently held or pledged to Summit Health will be retained by Summit Health or, at Summit Health's discretion, transferred to the new foundation and used only to provide this support. Summit Health will continue to be governed by a local board of directors, which will

have a formal relationship with the WellSpan Health board of directors. Four members of the Summit Health board – Philip Fague, R. William Happel, Nancy Meyers and Cheryl Plummer – will join the WellSpan Health board. For more information, visit [SummitHealth.org/Affiliation](http://SummitHealth.org/Affiliation). For WellSpan services in Franklin County and the surrounding communities, visit [WellSpan.org/Franklin](http://WellSpan.org/Franklin).

**F&M Trust** is pleased to announce the following recent hires. Christian C. Merritt III has been hired as F&M Trust's vice president, investment and trust services market manager for the Cumberland County/Capital Region. In his new position, Merritt is responsible for supervising his own team, devising strategies to help clients meet their financial goals, providing periodic reports and insuring compliance both internally and externally, among other duties. Jennifer Johnson has been hired as the training and development officer for the Human Resources Department. In her new role, Johnson is responsible for administering bank training programs, facilitating blended learning programs and developing training support materials, among other responsibilities. Shelby White has been hired as corporate communications officer. In her new role, White is responsible for the bank's overall communications initiatives, including media relations and developing strategies to support the bank's internal and external communications.



This month, the **Council for the Arts** will continue their popular classes such as "Oil Painting with Ski Holm" on Thursdays from 1-4 p.m. They will also offer "Drawing Animals" with Kate Keely on December 8 and 15 at 1 p.m., as well as a special "Sunday Afternoon Kids Canvas" on December 16 where children (and adults) can paint The Grinch! For more information about upcoming events, go to [CouncilForTheArts.net](http://CouncilForTheArts.net).

The **H. Ric Luhrs Performing Arts Center at Shippensburg University** will present "The Sound of Music" on December 6 at 7:30 p.m. The beloved musical story of Maria and the Von Trapp family will once again thrill audiences in Rodgers and Hammerstein's classic. On December 8, enjoy the "Vienna Boys Choir: Christmas in Vienna." The illustrious group of child musicians has been delighting music lovers across the globe for six centuries with their purity of tone, distinctive charm and popular repertoire. Visit [LuhrsCenterBoxOffice.com](http://LuhrsCenterBoxOffice.com) for tickets or more information.

**The Tide** is looking to raise awareness and funds for their broadcasts through a "Year Beard" challenge. Participants pledge to not shave their beard for three, six or 12 months of 2019. A corresponding fundraising goal is established for each length and the men will seek sponsorships from friends, coworkers and family. The fundraiser will conclude with a beard judging competition in 2020. For more information about The Tide, visit [TheTide.org](http://TheTide.org) or e-mail [mark@thetide.org](mailto:mark@thetide.org).

**Wilson College** recently announced the winners of the college's 8th annual juried high school student art exhibition. Wilson received more than 140 submissions of artwork from students in Franklin, Fulton, Adams and Cumberland counties



in Pennsylvania and Washington County, Md. Twenty-four entries were chosen for the exhibition, which is on display from 9 a.m. to 5 p.m. Monday through Friday in Wilson's Bogigian Gallery, which is located on the second floor of Lortz Hall. The exhibit, which is free and open to the public, will continue through Dec. 7.

Regional CPA firm **Smith Elliott Kearns & Company, LLC** refreshed its branding recently. Over the years, the firm's clients and communities have come to refer to them as the acronym "SEK," and the firm is proud



to incorporate that title into a sleek, new brand redesign. SEK remains the same company and team with a new, bolder presence. SEK has launched a new logo as a part of their brand identity. The compass represents directional values; the firm remains committed to guiding their clients to make wise and well-informed financial decisions. Through the compass, SEK's pledge to provide clarity and peace of mind is clearly demonstrated. The guidance offered will continue to be precise, just like its sharp points. SEK, CPAs & Advisors has six regional offices in Hagerstown, Maryland; and Camp Hill, Carlisle, Chambersburg, Hanover, and York, Pennsylvania. For more information, visit [www.sek.com](http://www.sek.com).

**Triad Engineering, Inc.** (Triad) is pleased to announce that Bradley A. Reynolds, PE has been promoted to Chief Executive Officer. He graduated from West Virginia University with a bachelor's degree in Civil Engineering and is a Registered Professional Civil Engineer. Reynolds has been with the firm for over 24 years and specializes in the fields of civil, geotechnical, and construction engineering. Brad has been an instrumental leader of Triad serving in roles such as Field Engineering Technician, Senior Geotechnical Engineer, Geotechnical and Quality Control Practice Leader and most recently, Regional Manager in charge of Triad's Eastern Region operations. Triad is a multi-discipline engineering firm that has been serving the Mid-Atlantic region for over 42 years. For more information, visit Triad Engineering, Inc. at [www.triadeng.com](http://www.triadeng.com).

The annual Christmas vespers service at **Wilson College** will be held at 5:30 p.m. Sunday, Dec. 2, in Thomson Hall's Alumnae Chapel. The service will feature scripture readings by students, faculty and staff; a brief sermon by Wilson's chaplain, the Rev. Derek Wadlington; and three songs performed by the Wilson College Choir. In addition, everyone

will sing carols, including O Come O Come Emmanuel, What Child is This, Hark the Herald Angels Sing, Joy to the World, Night of Silence/Silent Night and Angels We Have Heard on High. An offering collected during the evening will go to several local nonprofit agencies that have partnered with the college in service-learning portions of students' First-Year Seminar.

**Chambersburg Hospital** was awarded an 'A' from The Leapfrog Group's Fall 2018 Hospital Safety Grade. The designation recognizes Chambersburg Hospital's efforts in protecting patients from harm and meeting the highest safety standards in the United States. The Leapfrog Group is a national organization committed to improving health care quality and safety for consumers and purchasers. The Safety Grade assigns an A, B, C, D or F grade to hospitals across the country based on their performance in preventing medical errors, infections and other harms among patients in their care.

Nostalgia and the spirit of the holidays will abound on December 20th when the biggest screen in town showcases one of the most beloved holiday movies amidst the beauty and grandeur of the 1927 historic **Capitol Theatre**. The wonderful 1954 tune-filled family Christmas movie featuring Danny Kaye, Bing Crosby, Rosemary Clooney and Vera Ellen is about a successful song-and-dance team become romantically involved with a sister act who team up to save the failing Vermont inn of their former commanding general. Movie tickets are \$5 at the door. Come early for the 6:30 evening movie or stay after the 3:00 first showing for festive social time with your family and friends. Enjoy festive cookies and treats, a signature holiday adult beverage, beer, wine plus... our concession area will be open with popcorn, candy, soda and bottled water. Capitol Theatre Center is located at 159 S. Main St. in downtown Chambersburg, Pa. More movies, shows & events at [CapitolTheatre.org](http://CapitolTheatre.org).

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## DECEMBER CALENDAR OF EVENTS

- 6** 2018 Business Breakfast: Annual Meeting, sponsored by Summit Health  
 7-9 a.m., Wilson College's Laird Hall, 1015 Philadelphia Ave., \$20 members, \$25 non-members
- 7** Franklin County First Responders Appreciation Day  
 Volunteers with 11/30 Network deliver donated items to first responders
- 11** Holiday Chamber Mixer, sponsored by Wilson College and Menno Haven  
 5-7 p.m., Wilson College's Laird Hall, 1015 Philadelphia Ave.
- 13** 11/30 Network Yoga Series  
 5:30 p.m., Coyle Free Library, 102 N. Main St., Chambersburg
- 13** 11/30 Network Ugly Sweater Happy Hour  
 5:30 - 7:30 p.m., Jan Zell Wines, 251 Grant St., Chambersburg
- 24** Observance of Christmas
- 25** The Chamber office will be closed in observance of Christmas
- Observance of New Year's Eve
- 31** The Chamber office will be closed in observance of New Year's Eve

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

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