

JAN 19

THE OUTLOOK



2018 BUSINESS
PERSON OF
THE YEAR

**NEW MEMBER
ORIENTATION
INVITATION**

Helping our members prosper and supporting our community.



GREATER CHAMBERSBURG
CHAMBER OF COMMERCE

717-264-7101 | Chambersburg.org

BOARD OF DIRECTORS

Kim Crider

Optavia - Chair

Troy Garman

*RE/MAX Realty Agency
Immediate Past Chair*

Luke Martin

Smith Elliott Kearns & Co., LLC - Vice Chair

Michael J. Connor

Walker, Connor & Spang, LLC - Treasurer

Sherri H. Stahl

Summit Health - Secretary

Colby Fry

*CVR Uniforms
Foundation President*

Eric Foreman

*Patriot Federal Credit Union
CADC Vice President*

Carlos Perez

CPA Wireless Boost Mobile

Melanie Furlong

SpiriTrust Lutheran Home Care & Hospice

Alice Hawbaker

LCSi Lehman Construction Services, Inc.

Jeff Truhan

The Shook Home

Mark Durniak

Fuddruckers

Brad Evans

Bartlett Tree Expert Company

Angela Lynch

Chambersburg Area School District Foundation

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

NEW MEMBERS

The Greater Chambersburg Chamber of Commerce extends a warm welcome to its new members and would also like to congratulate the following members for their anniversaries. Together, we can help everyone prosper and enhance the quality of life in the region.

Financial Services

Edward Jones- Financial Advisor:

John Heeter

127 Chambers Hill Dr.

Chambersburg, PA 17201

717-263-7722

John.heeter@edwardjones.com

Edwardjones.com/John-Heeter

Manufacturers

Burnside America Inc.

Joe Sabol

5900 Coffey Ave.

Chambersburg, PA 17201

717-414-1509

jsabol@burnside.ie

Advertising

Ad Taxi Digital Co.

Amy Horn

101 W. Colfax Ave.

Denver, CO 80202

717-727-3072

ahorn@adtaxi.com

www.AdTaxi.com

Accountants

Sollenberger Accounting LLC

Dwayne Sollenberger

56 W. South St.

Chambersburg, PA 17201

717-504-0954

dwayne@sollenbergeraccounting.com

www.SollenbergerAccounting.com

JAN MEMBER MILESTONES

75 Years

Chambersburg Area School District

Charles W. Karper, Inc.

Gabler Trucking Inc.

Olympia Candy Kitchen

Sharpe & Sharpe, LLP

50 Years

Bell Insurance Inc.

Waynesboro Construction Company

30 Years

Chambersburg Country Club

Graphics Universal, Inc.

Ocker & Associates, PC

25 Years

Capital Blue Cross

20 Years

GEODIS

15 Years

The Columbia Bank

10 Years

Congregation Sons of Israel

5 Years

NEWS TALK 103.7FM

Phillips Office Solutions

1 Year

Advanced Graphix

Antrim BIC Church

Blue Diamond Auto Wash, Inc.

Central PA Wireless - Boost Mobile
(Lincoln Way East)

Chambersburg Neighbors

Holy Smokehouse BBQ

CHAIR'S MESSAGE



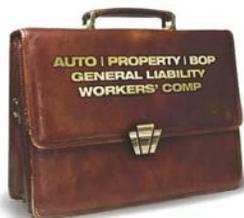
As I write this message, the fencing has recently been erected around our courthouse; by the time you read this the demolition may have already occurred. Our county is in desperate need of a larger courthouse for the sake of safety and efficiency, but that improvement will cause some disruption downtown. During this transition, our locally-owned businesses need your help. We may hear "there's nowhere to park," "it's too noisy," "construction equipment is holding up traffic," etc. But I'm going to challenge you to find the positive AND make your way downtown over the next 18 months to support our small businesses. For example, downtown has amazing restaurants! You can find everything from Belgian waffles and crepes, Mediterranean dishes, Dominican cuisine, Vietnamese and American fare. Let's not forget chocolate! Maybe you make a trip downtown for a gift (or several!) – you won't be disappointed with the selection.

Whether you are looking for fashionable clothing, unique and hard-to-find toys and specialty gifts, antiques, art, jewelry, makeup or books, you will find what you need and much more. Downtown revitalization has created wonderful shopping and dining experiences. Will there be challenges? Of course! But do you know something I know for sure? We have a wonderful and optimistic business community that will do their best to support each other! If you have a creative idea to draw folks downtown, please share it with the Chamber staff by emailing chamber@chambersburg.org or call 717-264-7101.

Looking forward to hearing from you!

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

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



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

*except bonds and umbrella

Call this member agency today!



www.pennnationalinsurance.com



800-503-8908 • www.stricklerins.com

CHAMBER STAFF

Stephen Christian

President of Greater Chambersburg Chamber of Commerce
Executive Director of Chambersburg Area Development Corp.
schristian@chambersburg.org

Maryliz Toohig

Finance & Human Resources Director
mtoohig@chambersburg.org

Joel Black

Membership Director
jblack@chambersburg.org

Angela Schaeffer

Director of Operations & Assistant to the President
aschaeffer@chambersburg.org

Lark Kennedy

Communications & Marketing Manager
Civil War Seminars Coordinator
lkennedy@chambersburg.org

Stacy Guyer

Accounting Assistant
sguyer@chambersburg.org

Sue Black

Customer Service Representative & Heritage Center Coordinator
receptionist@chambersburg.org

Laiton Suders

Marketing Assistant & Customer Service Representative
lsuders@chambersburg.org

Virginia Harriger

Executive Director of Greater Chambersburg Chamber Foundation
gharriger@chambersburg.org

Sam Thrush

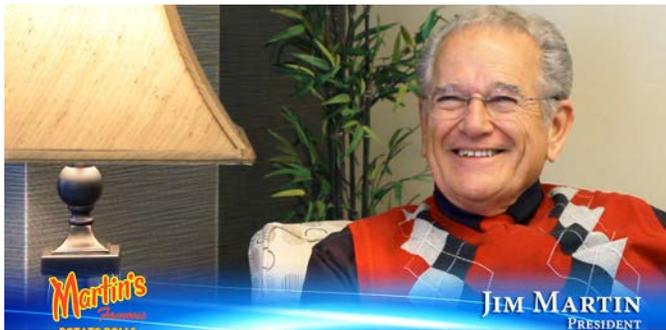
President of Downtown Chambersburg Inc.
sthrush@chambersburg.org

Our Mission:

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



2018 BUSINESS PERSON OF THE YEAR



The Greater Chambersburg Chamber of Commerce announced James "Jim" Martin, president of **Martin's Famous Pastry Shoppe, Inc.** as the 2018 Business Person of the Year during its Annual Meeting last month.

Jim was chosen for this honor by a panel of business and civic leaders because of his business experience and growth, service to the community and contributions to economic development in the region. Given annually, the award is designed to honor business leaders with long-term contributions to their profession and the community.

"Jim Martin and his team have created an amazing success story, and they are constantly donating their products as well as time to worthwhile causes in our community," said Kim Crider, chair of the Greater Chambersburg Chamber of Commerce Board of Directors. "We are honored to present this award to him and appreciate his business' dedication to our region."

Martin's Famous Pastry Shoppe had humble beginnings. Jim would help his parents, Lloyd and Lois Martin, sell pastries out of their converted garage turned bakery. At this time, the potato roll recipe was perfected. In the 1970s and 1980s, production of Martin's Potato Rolls expanded and many rolls filled the shelves of supermarkets. The golden, buttery potato roll became an instant favorite!

Today, Jim and his family manage the state-of-the-art bakery headquarters in Chambersburg with more than 500 employees as well as an additional bakery in Valdosta, Georgia with 300 employees. Martin's Potato

Rolls and Bread products are widely distributed along the East Coast and as far west as Chicago and New Orleans. They have also exported their products to 32 other countries around the world.

Although the company has grown substantially, Martin's under Jim's leadership has stayed focused on baking the best products while centering on integrity, fairness and faith in God. Jim's extensive community involvement includes supporting the Roxbury Holiness Camp and **Shalom Christian Academy**, serving on the Messiah College Board of Trustees, volunteering at Antrim Brethren in Christ Church and donating Martin's products to many nonprofits each year.

On average, Martin's donates time, products and resources that account for 10 to 20 percent of their profits each year! These donations are made to charities and organizations both locally and abroad including homeless shelters, food banks and disaster relief.



Table Sponsors: 1st Ed Credit Union, ACNB Bank, BB&T, Brechbill & Helman Construction Company, Inc., F&M Trust, ManorCare Health Services, Martin's Famous Potato Rolls and Bread*, Menno Haven, Orrstown Bank, Patriot Federal Credit Union, Penn National Golf Course Community, SEK, CPAs & Advisors, T.B. Wood's Inc., Wilson College *Two Table Sponsorships

Patron Sponsors: Baxter Group, Inc., Dennis E. Black Engineering, Inc., Johnnie's Restaurant & Hotel Service, LCSi Lehman Construction Services, Inc., Newcomer Associates: architecture + engineering, Penn State Mont Alto, The Shook Rehabilitation & Wellness Center, SpiriTrust Lutheran

New Member Orientation

New members of the Chambersburg Chamber are invited to attend the New Member Orientation hosted by Joel Black, membership director, this month. The event will be held on Tuesday, Jan. 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, membership services and more. For more details, contact Joel Black at 717-264-7101 ext. 202 or email jblack@chambersburg.org. To register online, visit Chambersburg.org/Events.

Upcoming Lunch & Learn

We are excited for our monthly Lunch & Learn on Thursday, Jan. 17 at 11:30 a.m. located at the Chambersburg Chamber. Doug Harmon, of the **Franklin County Visitors Bureau**, will discuss the Certified Tourism Ambassador (CTA) program and its upcoming class during the event. Lunch will be provided free thanks to the sponsorship from Fuddruckers!

The official CTA designation gives you the tools and knowledge necessary to create a more memorable visitor experience for tourists in Franklin County. By becoming a CTA, front-line hospitality employees and local

businesspeople will have a meaningful credential that will enable them to go above and beyond the expectations of visitors, resulting in better business, career advancement and economic growth in Franklin County.

Lunch & Learns are free to attend; please register in advance at Chambersburg.org/Events or 717-264-7101. Special thanks to Fuddruckers for providing lunch! No-shows and cancellations less than 48 hours in advance will be billed \$10.



Award Nominations Sought

The Chamber is seeking nominations for the Annual Awards Breakfast, to be held on Thursday, April 4 at the **Chambersburg Country Club**, 3646 Scotland Rd. Nominations are being accepted for the following awards: ATHENA Leadership Award, Environmental Sustainability Award, Innovator of the Year, Nonprofit of the Year, Property Improvement Awards (multiple categories), Young Professional of the Year and Spirit of the Community Award.

For more information about the criteria and to request nomination forms, visit Chambersburg.org/Events or

contact Lark Kennedy at lkennedy@chambersburg.org or call 717-264-7101 ext. 206. Nominations are due no later than Monday, Feb. 25.



Sip & Savor: Fire & Ice Seeks Sponsors

The Chamber's signature fundraiser returns on Saturday, April 13 at The Orchards presented by **The Shook Rehabilitation & Wellness Center**. This formal evening event will include a delectable four-course dinner paired with the perfect wines crafted by local wineries in south central Pennsylvania. In addition, guests will enjoy a spectacular evening filled with live and silent auctions, games of chance, musical entertainment, networking and more.

Sip & Savor is in need of businesses to provide sponsorship support. Your contribution will showcase your dedication to the success of area businesses and the community.

Sponsorships available include Wine Sponsor (\$2,000), Silent Auction Sponsor (\$1,000), Live Auction Sponsor (\$1,000), Benefactor Sponsor (\$500), Patron Sponsor (\$225) and others. More information and sponsor benefits are included on the insert in this publication.

Grand Sponsor:





THE OUTLOOK AUDIENCE

2,300+
INDIVIDUALS / MONTH

800+
BUSINESSES / MONTH

1,700+
CONTACTS RECEIVE DIGITALLY / WEEK

5,400
PRINTED COPIES / YEAR

THE OUTLOOK ADS AVAILABLE

HALF PAGE AD

\$150 each or 3 for \$399. Size: 7" w x 4" h

BLOCK AD

\$99 each or 3 for \$255. Size: 7" w x 2" h or 3.5" w x 4" h

BIZ CARD AD

\$50 each or 3 for \$125. Size: 3.5" w x 2" h

Submit all ads by the 10th of the month before publication date.

FLYER INSERTS 8.5"x11"

Businesses: \$195/insert and provide 600 copies

Nonprofits: \$125/insert and provide 600 copies. One free insert/mo.

*Digital insert files must be submitted by the 10th of the month prior to publication date. 600 copies due by 20th of month before publication date.

Reserve early, space is limited.



LARK KENNEDY



717 - 264 - 7101 EXT. 206



LKENNEDY@CHAMBERSBURG.ORG



PAST ADVERTISERS



KEGERREIS
outdoor advertising, llc



DIGITAL ADVERTISING

LAITON SUDERS | LSUDERS@CHAMBERSBURG.ORG | 717-264-7101 EXT. 214

PREMIER E-BLAST

\$99/EACH

NONPROFIT RATE \$75/EACH

Promote an event or program digitally to chamber membership

Increase business exposure and reach 1,500+ contacts

23% avg. open rate (industry average 10%)

Sent daily Tuesday - Friday; Reserve early, limited space available

Any ad size available, 8.5"x11" preferred; Ad and URL due at least 3 business days prior to date for review.

E-NEWS AD

\$45/EACH

BUY 4 ADS FOR \$150

Gain exposure through the Chamber's Weekly E-news, sent each Monday

Reach 1,700+ individuals and 800+ businesses

Ad size is 800 x 200 pixels and due by 5pm the Thursday before delivery date

Ads must be secured at least one week prior to delivery date

WEBSITE ADVERTISING

\$25 - \$99/MO.

ADVERTISE ON OUR HIGH-TRAFFIC, MOBILE RESPONSIVE WEBSITE AT CHAMBERSBURG.ORG
WEBSITE REACHES 15,000 PAGEVIEWS/MO. AND UP TO 200,000 AD IMPRESSIONS/YR.

Gold Level - \$99/mo. Includes banner and tile ads on all pages plus Premium benefits

Premium Level—\$49/mo. Includes banner ads in business category, unsponsored categories, business directory search page; 9 additional pages; plus Enhanced benefits

Enhanced Level—\$25/mo. Includes priority placement in Business Directory Listing and upgraded category features such as logo, map, photos, description, etc.

PRINT & DIGITAL AD COMBO

~~\$420~~ **\$325**

Purchase 3 Business Card Ads and 6 E-news Ads and save \$95!

TRENDING NEWS



Special thanks to our 250 members who attended our Business Breakfast: Annual Meeting in December at **Wilson College**. We enjoyed delicious food, great networking and a fantastic presentation. Special thanks to Grand Sponsor **Summit Health** and Premier Sponsors **Penn National Insurance** and **Tucker Financial Services, Inc.** for their support.



The 11/30 Network, an initiative of the Greater Chambersburg Chamber of Commerce, deployed 11 young professional volunteer groups to deliver care packages during the First Responders Appreciation Day last month. More than 30 care packages were delivered to first responder stations in Franklin County. Thank you for your service!



More than 300 members attended an amazing night of networking at the Holiday Chamber Mixer! Held at **Wilson College**, members from all five chambers of commerce in Franklin County enjoyed delicious beverages from **Jan Zell Wines & Ciders** and **Roy Pitz Brewing Co.** as well as SWAG from more than 20 table sponsors. Thank you for coming! Special thanks to Grand Sponsor **Menno Haven** for helping make this a great success.



M&T Bank presented the IceFest committee with the Grand Sponsorship check of \$15,000 on the square of Downtown Chambersburg. IceFest is held annually to kick the mid-winter blues away with exciting events for the whole family! The event is hosted by **Council for the Arts**, **Downtown Business Council** and Downtown Chambersburg, Inc. Learn more at IceFestPa.com.

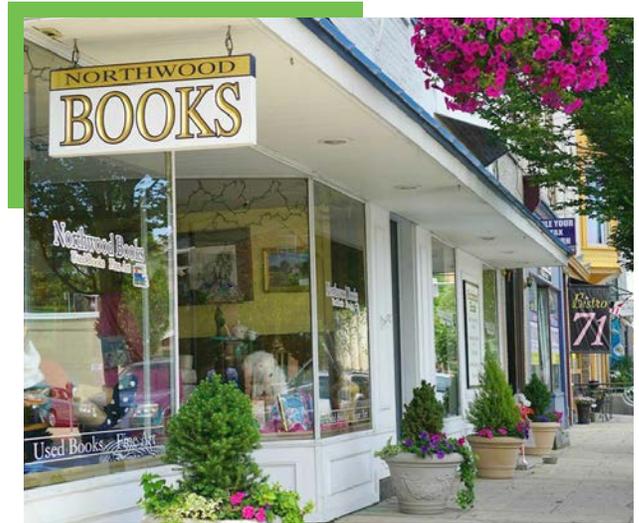
MEMBER SPOTLIGHTS

NORTHWOOD BOOKS

59 North Main St. Chambersburg | 717-267-0606
northwoodbooks@hotmail.com | NorthwoodBooks.com

Northwood Books has been family owned and operated since 1988 in downtown Chambersburg. Ami and Dwain Plessinger bought the business in 2006 with a goal to create a bibliophile's heaven. Since then, they have expanded and redesigned its layout to emphasize classics, fine bindings, antique and rare books. We are constantly working to deliver the best bibliophile experience to our customers! You'll find over 90,000 books and 70 categories of gently perused used, rare and new books including literature, local history, cookbooks, collector editions, mysteries, Christian fiction, military history and many others. You'll also see a display of original artwork throughout the store from talented local artists. We also offer outdoor seating during the warmer months!

Created to resemble an old library, you'll discover literary sites such as "The Old Curiosity Shop," "The Narnia Wardrobe" and the Wicked Witch of the West -- all amid fireplaces, oriental rugs and wing back chairs to relax in. Books can take you anywhere; come away with us at Northwood Books! Hours are Thursday through Saturday from 10 a.m. to 5 p.m. We are also open until 8 p.m. on the First Friday of every month. Learn more at NorthwoodBooks.com or find us on Facebook. Check our inventory out on Ebay, seller name "LetterBound."



GEISEL FUNERAL HOMES

333 Falling Spring Rd., Chambersburg | 717-264-6416
sjacobs@geiselfuneralhome.com | GeiselFuneralHome.com

At **Geisel Funeral Home**, we take great pride in being an active member of the Chambersburg community. As a family-owned and operated funeral home, we believe that is important for our funeral home to stay connected with our community and help the people we serve. Whether we are helping people connect with us or other groups or organizations in the community, we are proud to help facilitate those connections.

As a community partner, we are constantly striving to provide families in our area with relevant and helpful information to make the loss of a loved one easier. Whether it is providing cremation information or answering common questions like "what is a funeral?", we are happy to help you better understand what we do. We invite everyone to visit our Facebook page, leave a review, share Chambersburg community events, promote initiatives and start conversations with other members of the community.

While the loss of a loved one is never easy, we feel that when the community is there to offer support to those that need it, the pain of grief is easier to deal with. Our first priority has always been to help families through difficult times and begin the healing process. If you would like to learn more about how you can connect with us or others in the community, please contact us today.



Sponsorship Opportunities



Date: Saturday, April 13, 2019 **Location:** The Orchards **Attendance:** 125+

About the event: The Chamber's signature fundraiser features a four-course dinner paired with the perfect wines made by local wineries in South Central Pennsylvania. Guests will enjoy the pairings while learning about the perfect balances of flavors from a local wine expert and the chef. In addition, attendees will enjoy a spectacular evening filled with live and silent auctions, games of chance, musical entertainment, networking and more. Following the

main dining event, the Sip & Savor After Party will feature a DJ, dancing and cash bar. Join the Chamber as we celebrate businesses in the greater Chambersburg area at this premier event unlike any other in the region!

Contact: Joel Black, 717-264-7101 ext. 202, jblack@chambersburg.org

GRAND SPONSOR - \$3,000 – one available

Includes preferred seating for a table of 8, plus the following benefits:

- Opportunity for a representative to welcome on speaker
- Company logo featured exclusively on event and take home with them
- Logo featured on all event promotional materials, flyers, newsletter, e-news, etc.
- Company name mentioned in all materials
- Logo featured on the invitation, both print and email versions
- Signage at the registration tables featuring company logo
- Logo featured on the program
- Logo featured in the newsletter recap article

SOLD



WINE SPONSOR - \$2,000 – one available

Includes preferred seating for a table of 8, plus the following benefits:

- Opportunity for a representative to introduce the wine expert and chef
- Opportunity to provide beverage napkins and pens with company logo
- Logo featured exclusively on the wine rating card
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Logo featured in the program
- Logo featured in the newsletter recap article

AFTER PARTY SPONSOR - \$1,500 – 11/30 Network has right of first refusal

Includes preferred seating for a table of 8, plus the following benefits:

- Signage at the After Party featuring company logo
- Logo featured exclusively on all After Party promotional materials
- Logo featured on Sip & Savor promotional materials as space allows (company name listed when logo not included)
- Logo featured on invitation, both print and email versions
- Logo featured in the program
- Logo featured in the newsletter recap article

SILENT AUCTION SPONSOR - \$1,000 – LCSi Lehman Construction Services, Inc. has right of first refusal

Includes preferred seating for a table of 8, plus the following benefits:

- Signage on the silent auction tables featuring the company logo
- Opportunity to provide pens for the silent auction tables
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Company name listed prominently on the program
- Company name listed in the newsletter recap article

LIVE AUCTION SPONSOR - \$1,000

Includes preferred seating for a table of 8, plus the following benefits:

- Recognition as sponsor during introduction of the auctioneer
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Company name listed prominently on the program
- Company name listed in the newsletter recap article

HEADS OR TAILS SPONSOR - \$1,000 – Pending

Includes preferred seating for a table of 8, plus the following benefits:

- Opportunity for a representative to assist with “Heads or Tails” game at the end of the evening
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Company name listed prominently on the program
- Company name listed in the newsletter recap article

ENTERTAINMENT SPONSOR - \$1,000 – Pending

Includes preferred seating for a table of 8, plus the following benefits:

- Opportunity for a representative to introduce the entertainment
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- Logo featured on invitation, both print and email versions
- Company name listed prominently on the program
- Company name listed in the newsletter recap article

PREMIER SPONSOR - \$775

Includes preferred seating for 6, plus the following benefits:

- Company name featured on the event webpage
- Company name listed on other event promotions as space allows
- Company name listed on the invitation, both print and email versions
- Company name listed in the program
- Company logo featured on Premier Sponsor Sign at the event
- Company name listed in the newsletter recap article

BENEFACTOR SPONSOR - \$500

Includes preferred seating for 4, plus the following benefits:

- Company name listed on the event webpage
- Company name listed on the invitation, both print and email versions
- Company name listed in the program
- Company logo featured on Benefactor Sponsor Sign at the event
- Company name listed in the newsletter recap article

PATRON SPONSOR - \$225

Includes preferred seating for 2, plus the following benefits:

- Company name listed on the event webpage
- Company name listed on the invitation
- Company name listed in the program
- Company name listed in the newsletter recap article

Yes, I would like to sponsor Sip & Savor 2019

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 _____

The **Chambersburg Area Hospital Auxiliary** invites you to be a part of the annual Festival of Lights. Designed to support the Auxiliary's commitment to excellence in health care, this celebration honors special loved ones with the lights on the Festival of Lights tree. You may dedicate a light to express your love or gratitude, or to honor the memory of someone special. Together, all lights will shine as a symbol of our community's spirit of caring. The Festival of Lights brochure can be picked up at the Chambersburg Hospital at the following locations: front lobby information desk, King Street information desk, Carousel gift shop, Lincoln Way Café, hospital cafeteria and volunteer office.



Kimbarley A. Williams, a principal with **Boyer & Ritter CPAs and Consultants**, recently graduated from Leadership Harrisburg's Executive Leadership Series, which focuses on providing senior decision makers with valuable insights into the region's issues and challenges. During the five-week series, Williams and her 18 fellow class members met with a host of regional influencers. At Boyer and Ritter, Williams co-chairs the firm's Employee Benefit Plan Services Group and provides various audit, accounting, tax and consulting services to a variety of clients.

The **Franklin County Historical Society** will host its monthly meeting on January 24 at 2 p.m. at the Grove Library. Andy Newman, president of the Fort Loudoun Historical Society, will speak about its status and updates. For more information, visit FranklinHistorical.org.



■ **Penn State Mont Alto's** Board of Trustees, approved Hord Coplan Macht, Inc. (HCM) of Baltimore, Maryland, as the architect for a new allied health building project. The \$13 million building will provide an additional 21,000

square feet of instructional and office space and support the unique needs of the three programs. The building will feature dedicated simulation laboratories and an ambulance port for the nursing program; a simulated living space for the OTA program; and enhanced clinical space and equipment for the PTA program. Design of the new building is expected to be concluded in May 2020. Construction will start in July 2020 with expected occupancy in July 2021.

Totem Pole Playhouse's critically-acclaimed annual production of A Christmas Carol has received a "Best of the Best" Award from the American Bus Association (ABA) as one of the top 100 events in North America. The "Best of the Best" designation is an annual compendium of the 100 best events for group travel in the United States and Canada. A committee of its members selects the top 100 events each year from hundreds of celebrations,

festivals, fairs, performing arts presentations, regional commemorative events and more.

Brechbill & Helman Construction Company Inc.

was awarded a contract for the CoCo Nails & Spa Shell Building Phase 1, that will be located at 235 Walker Road, Chambersburg. The construction of Phase 1 of the project consists of a one-story shell building to be divided as 3,400 square foot for CoCo Nails & Spa with remaining 3,707 square feet as unfinished rental space. Exterior finishes will be a mix of stone, EIFS and aluminum frame storefront with decorative fabric awnings. The owner is Hieu Huynh of Jenni Nails and Spa, and the architects are Newcomer Associates from Chambersburg and Dennis E. Black Engineering, also from Chambersburg. Completion is projected for April 2019. Visit BrechbillAndHelman.com for more information.

Schaedler Yesco Distribution, Inc.

is proud to announce that Jo Lynn Friedel, Diverse Business Liaison, has been elected to serve on the board of the Keystone Energy Efficiency Alliance (KEEA). KEEA advocates on behalf of clean energy on the local, state and federal levels. Schaedler Yesco actively participates in a number of energy saving efforts by performing site audits for commercial and industrial facilities, designing lighting plans for maximum performance and efficiency, providing cost saving products, educating users on unique governmental procurement programs and more. Friedel will officially join the board in January 2019.



The **H. Ric Luhrs Performing Arts Center** at **Shippensburg University**

will feature: "Country Unplugged" featuring Mark Chesnutt, Neal McCoy & Joe Diffie on Sunday, February 24 at 7:30 pm; and "Gladys Knight" on Friday, March 22 at 7:30 pm. The Shippensburg University H.O.P.E. Diversity Scholarship Fund Benefit Dinner & Program occurs on the same evening, and can be added onto the Gladys Knight performance ticket. Reserved tickets can be purchased by visiting or calling the Luhrs Center box office at 717-477-SHOW (7469) or online at LuhrsCenter.com.

Patrick O'Donnell, president and chief executive officer of **Summit Health**, and executive vice president for WellSpan Health, presented the fiscal year 2018 annual report at Chambersburg Hospital's and Waynesboro Hospital's Board of Directors Annual Meetings. O'Donnell explained that Summit Health and WellSpan Health have partnered for stroke services, cancer services and NICU services for several years ahead of the affiliation. As the affiliation speaks to ensuring quality care in Franklin County into the future, O'Donnell emphasized the strengths of Summit Health through the 2018 Fiscal Year. Summit Health reported revenue of \$552.5 million for fiscal year 2017-18 in their 2018 annual report, up from

IMPORTANT. ENGAGING.

HAVE NEWS TO SHARE?
EMAIL LAITON AT
LSUDERS@CHAMBERSBURG.ORG

\$552.3 million reported in 2017. Summit Health invested more than \$56.1 million into the community, of that, more than \$36 million was put towards charity care. To view the complete report, visit SummitHealth.org/AnnualReport.

F&M Trust was recently recognized for its organizational commitment to health promotion. The award, known as the Well Workplace Award, was issued by the Wellness Council of America. As an award winner, F&M Trust demonstrated that its workplace is supportive of employees' efforts to modify health risks and improve overall health and wellbeing. Through the Employee Wellness Program, F&M Trust offers its employees free health evaluations which include on-site biometric screening and health risk assessments.



J & B Bridals and Tuxedos is hosting the area's largest and most complete bridal expo featuring over 40 wedding-related businesses at Wilson College in Chambersburg on January 6 at 12 p.m. Bridal Show

2019 will be featuring a New York runway show by the award-winning bridal designer Madeline Gardner. Gardner and her design team of Mori Lee Bridal Fashions will be showing their Spring 2019 bridal fashions. Tickets are \$7 and are available online at JBBridalShow.com. There will be a special opportunity for brides to work with the design team of Mori Lee after the show. Special arrangements for the press to interview Gardner will be accommodated. Please call Jim Resh at 717-377-6210.

As a part of the opening of the new Utility Departments Addition to City Hall, the **Chambersburg Borough** opened their new drive-thru teller window and customer service center in the rear lobby of the new addition to Borough Hall. Customers visiting City Hall can now park their vehicles either on South Second Street or in the rear parking lot. The Utility Departments Addition to City Hall, undertaken with no increase to taxes or utility rates, is the home for the Borough of Chambersburg utility departments and utility support departments such as Finance, Personnel and Information Technology.

Healthy Communities Partnership (HCP) is holding upcoming "American Lung Association Freedom from Tobacco" classes in January. For each eight-week class, nicotine replacements will be provided along with patch gum or lozenges. Quitting tobacco is the single most important thing you can do for your health. Classes will be held Mondays, January 7 through February 25 at the Alexander Hamilton Library, 45 E. Main St., Waynesboro, PA; and Tuesdays, January 8 through February 26 at the Coyle Free Library, 102 N. Main St. Register at HCPFranklinPa.org or call 717-264-1470.

Discover DanceWorks, formerly the Chambersburg Ballet Theatre Company, recently went through the process of

re-branding and re-visioning. They provide a wide variety of dance programming, classes and events including ballroom, ballet, contemporary, folk and more to enhance the community with participation. Discover DanceWorks is a 501(c)3 nonprofit; for more information on programs or giving, call 717-816-9578 or e-mail discoverdanceworks@outlook.com.

The **Franklin County Visitors Bureau** is excited to offer a Certified Tourism Ambassador (CTA) class at The Orchards on February 26 from 1:30 – 5 p.m. By becoming a CTA, front-line hospitality employees and local businesspeople will have a meaningful credential that will enable them to go above and beyond the expectations of visitors, resulting in better business, career advancement and economic growth in Franklin County. Contact Doug Harmon at dharmon@explorefranklincountypa.com or 717-552-2977 for more information or to register.

The Foundry Artist Co-op will host a "Winter Dream Painting Party" on Friday, Jan. 11 at 6 p.m. Enjoy an evening with friends and create a dreamy painting for your home that warms your imagination! To register or for more information, go to FoundryArtsCoop.com.

In January, join **Council for the Arts** to make a "Winter Wonderland Paper Lantern" on the 15th at 6 p.m.; create a "Hexagonal Overlay Double-Wall Basket" on the 21st at 6:30 p.m. and more! For more information, visit CouncilForTheArts.net.



Schaedler Yesco Distribution, Inc. (SYD) has been named 19th in the Best Places to Work in PA. This is the eighth year in a row and twelfth time overall that SYD has won the esteemed award.

Summit Health is hosting a "Get Fit Now" program through January and February. In five weeks, this program will help you develop a healthier lifestyle with a combination of FitBit technology and supportive group sessions at Summit Health Center. For more information, go to SummitHealth.org/GetFitNow or call 717-262-4472.

Valley Agency Company located at 797 Fifth Avenue, is hiring for a CSR position in Commercial Lines. We would prefer the candidate to be licensed in PA Property and Casualty, however, with the right experience we would consider hiring and then having the candidate become PA licensed. The candidate will need to have computer experience, be very detailed oriented and be able to work independently with strong organizational skills. This is not a sales position, the duties include but are not limited to renewing business insurance policies, processing endorsements, servicing accounts and providing customer service to existing customers. Please apply by emailing, faxing or phoning the office. The contact is Jeannie Brant at 717-264-4311, ext 202. Email us at jeanniebrant@valley-agency.com, or fax to 717-264-0431.

VISIT SHALOM!

Visit Shalom Christian Academy's 34-acre campus and discover all that our accredited school has to offer students in Pre-K through 12th grade. Tour our campus and learn more about our mission of preparing students for a life of consequence in the world for the Kingdom of God. Meet our administrators and faculty and learn about scholarship opportunities at an upcoming open house - no registration required.

Tuesday, January 22nd (9:00 am to 6:00 pm)

Sunday, February 10th (2:00 pm to 5:00 pm)

Thursday, February 21st (9:00 am to 6:00 pm)

Have a future Pre-K student?

Sign up for The Pre-K Whale Watch - the special parents and future Pre-K only open house event!

Is your child starting Kindergarten in the fall?

Register for The Kindergarten Bear Hunt just for future Kindergarten students and parents!

For more info or to register online -

www.shalomca.com/visit



126 Social Island Rd. Chambersburg, PA 17202

717.375.2223 | facebook.com/scaflames



QuickBooks® Step-by-Step Training Manual Provided



Dates: January 16, 2019
February 20, 2019

Location: 720 Norland Avenue
Chambersburg, PA 17201

Time: 9:00AM – 12:00PM



Scan QR code with
mobile device for more info.

4 Easy Ways to Register Now!

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

Fax Completed Registration: 717-267-1464

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

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

Is Your Office Making These 21 Critical Mistakes?

3 QuickBooks® errors that hurt cash flow in your office.

7 Mistakes to avoid in “costing” and why they hurt you.

5 Ways to reduce payroll headaches - the one best fix.

3 Reports that will stop wasted expenses and overhead.

3 Critical errors in setting up your chart of accounts.

Who Should Attend QuickBooks® Training?

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

Course: \$129 per person. \$100 per person if two or more attendees from same company.
(includes continental breakfast)

Name: _____

Company Name: _____

Address: _____

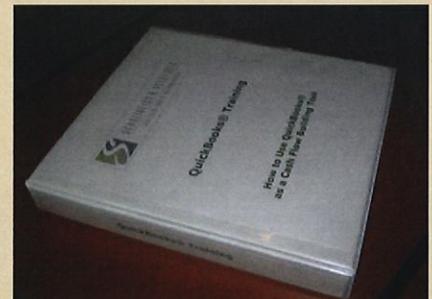
City: _____ State: _____ Zip: _____

Phone: _____

E-Mail: _____

Additional Registrants: 1. _____

2. _____



Payments Accepted: Check ♦ Cash ♦ Mastercard ♦ Visa



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

GREATER CHAMBERSBURG VIRGINIA HARRIGER CHAMBER FOUNDATION EXEC. DIRECTOR

717-264-7101 ext. 205 | gharriger@chambersburg.org | Chambersburg.org/ChamberFoundation | FranklinCountyWorks.com



YOUTH LEADERSHIP

Leadership Franklin County (LFC) Youth met in December at Coyle Free Library where their session focused on "Challenging the Process." Led by Amy Seiders of Middletown Valley Bank, Tiffany Bloyer of **Franklin County Government** and Jason Crider of **Orrstown Bank**, the class worked through several exercises to develop outside the box thinking skills with the goal of strengthening their leadership styles.

LFC Youth Sponsor:

The afternoon featured Kim Crider of **Optavia** discussing her professional journey and what 'challenging the process' meant to her career. The youth were then treated to a chair yoga session where Crider lead the group through stress management techniques.



APPLY FOR CLASS OF 2020

Current ninth grade students seeking to develop their leadership skills and learn about their community are invited to apply for the Leadership Franklin County (LFC) Youth class of 2019-2020. This program invests in promising Franklin County youth by providing them with the tools to emerge as leaders in their personal lives, schools and communities.

Eligible students are current ninth grade students attending any Franklin County school (public, private or home school) who will be sophomores during the 2019-2020 school year. The program is offered at no cost to the student due to generous sponsorships.

The year-long curriculum aims to help students build self-confidence, develop leadership skills and enhance their desire to give back to the community. It is endorsed by all the chambers of commerce and school districts in Franklin County. Sessions are held during the school day from 9 a.m. to 2 p.m. with students transported from their home schools to various sites throughout Franklin County.

For more information visit FranklinCountyWorks.com and click on the "Leadership" tab. You may also contact Ginny via phone or email as listed at the top of this page. The application deadline is February 20.



COMMUNITY LEADERSHIP

Leadership Franklin County (LFC) Community learned about nonprofits in our community during their December session. Led by Kirsten Hubbard of Ghost Writer, the goals of the session were to understand the history of nonprofits, the categories & characteristics of nonprofits and see first hand the impact of nonprofits in Franklin County. The group met at **Coyle Free Library** and traveled by bus stop to the **United Way of Franklin County, Occupational Services, Inc.** and **Cumberland Valley Animal Shelter**.

In the afternoon the group had a panel discussion with John Boozer, owner of **Franklin Advisory**, and Alan Smith, retired executive director of Waynesboro Area YMCA. Topics included nonprofit board functions, responsibilities, events and fundraising. Prior to the December session students observed a nonprofit board of directors meeting so they were able to discuss their experience with the panel. To finish off the session Clint Bolte, retired principle of Clint Bolte & Associates helped to outline capital campaigns for nonprofit organizations.



ALUMNI OF THE YEAR NOMINATIONS

The LFC Alumni Committee is accepting nominations for the 2018 Alumni of the Year awarded during the LFC Community Graduation in May. The criteria are exceptional achievement and significant contributions to professional and community service in Franklin County:

- The candidate must be a graduate of the LFC program for at least three years.
- Write an essay up to 300 words on why you are nominating the person. You may submit newspaper articles, photos and additional materials. (Self-nominations are permitted.)
- It is important for nominators to stress the noteworthy facts, positions, awards and accomplishments of the nominees.
- Nominations must be received by Ginny Harriger, Greater Chambersburg Chamber Foundation, 100 Lincoln Way E., Suite A by February 28. Contact details at the top of this page.

Franklin County

HIGH SCHOOL BUSINESS CHALLENGE

SPONSORSHIP OPPORTUNITIES

FINAL EVENT April 16, 2019 **Location:** Franklin County Career & Technology Center **Projected Attendance:** 75

About the event: The Franklin County High School Business Challenge provides opportunities for local high school students to *engage their entrepreneurial spirits by creating and developing business plans for a new or pre-existing business*. The top finalists will pitch their plans at this final event in April. Challenge winners will be determined and formally recognized at the conclusion of the event. Your sponsorship will help with the expenses associated with final Business Challenge event as well as provide prize money to the winning entry(s). *The Chamber Foundation is a 501(c)(3) tax exempt organization.*

Contact: Ginny Harriger, Chamber Foundation Executive Director, 717-264-7101 ext. 205, gharriger@chambersburg.org

Presenting Sponsor - \$1,500 (non-exclusive)

- Company supplied banner displayed at final event
- Company logo on final event screen presentation
- Company mention in Chambersburg Chamber newsletter
- Company logo on all printed final event materials (program, promotions, etc.)
- Company logo placed on Chambersburg Chamber website event listing with hyperlink to sponsor's homepage

Associate Sponsor - \$500

- Company logo on the event screen presentation
- Company logo placed on all printed event material (program, promotions, etc.)
- Company logo placed on the Chambersburg Chamber website event listing with hyperlink to the sponsor's homepage

Supporting Sponsor - \$250

- Company name on the event screen presentation
- Company name listed in the event program
- Company name placed on the Chambersburg Chamber website event listing with hyperlink to the sponsor's homepage

Patron Sponsor - \$50

- Individual name listed in event program
- Individual name placed on Chambersburg Chamber website event listing



Yes, I would like to sponsor the Franklin County High School Business Challenge!

Company or Individual 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 Ginny Harriger, Executive Director: Mail to Greater Chambersburg Chamber Foundation, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201; or email to gharriger@chambersburg.org or fax to 717-267-0399.

DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

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



INVESTMENT TOUR

Recently, Downtown Chambersburg Inc. hosted PA Department of Community and Economic Development's Deputy Secretary Vilello and staff on a tour of downtown Chambersburg. Local leaders also joined the tour. Sam Thrush gave the tour and covered topics such as: what we have, investments made, investments planned and opportunities.

The tour covered North and South Main Street, Rail Trail, Grant Street, etc. Investments highlighted included the 11/30 Visitors Center, **Coyle Free Library**, Central Parking Lot, Rhodes Drive Green Street, Grant Street Loft, **GearHouse Brewing Co.** and others. The Deputy Secretary noted that the significant redevelopment of downtown Chambersburg is something to strive for in other communities. Thrush said, "We hope this tour shows what we have and the opportunities; potentially laying the groundwork for future state funding."

ICEFEST RETURNS IN JANUARY

Celebrate the 17th Annual IceFest in downtown Chambersburg from Thursday, Jan. 31 to Sunday, Feb. 3 sponsored by **M&T Bank**. Stroll downtown to view ice sculptures throughout the weekend and attend a variety of events hosted throughout the four-day festival.

IceFest Grand Sponsor:

M&T Bank

IceFest originated in Chambersburg 17 years ago to help shake the mid-winter blues that fall upon us. A large group of volunteers came together to bring displays along with other activities to get us out of our houses and into our local community. Over the years, the committee, events and crowds have all grown.

Thanks to M&T Bank's sponsorship, local business and community support and coordination by the **Borough of Chambersburg**, Downtown Chambersburg Inc., **Council for the Arts**, **Downtown Business Council** and IceFest Committee members, IceFest has evolved into the largest outdoor ice festival in Pennsylvania.

Events scheduled for the festival include the official ribbon-cutting and kick-off ceremony, live ice carving, ballroom dancing at the Snowfall Ball, chili & barbeque tasting at the Chili-Q, dunking at the Polar Dunk Plunge, cake viewing and tasting at Icing on the Cake, slipping and sliding down the free double-wide ice slide and many more! For a complete list of events, visit IcefestPa.com.

RUN YOUR ICE OFF 5K

Registration is open for the Run Your Ice Off 5k - Sunday Feb. 3 during IceFest! The 5-kilometer, one loop road course goes through the middle of the festival down through Main Street - a refreshing way to end the four-day festival weekend. Registration is \$25 prior to race day (before Jan. 14 also includes a long sleeve T-shirt), or \$35 on race day. Cash Prizes of \$100 each for 1st place men and 1st place women with 1st-3rd place medals for men and women in eight age categories.

Proceeds from the 5k benefit Leadership Franklin County Alumni Scholarship and Relay for Life. Thank you to Lead Sponsor **Rotary Club of Chambersburg**, Mile Marker Sponsor **Rodney B. Smith Plumbing Heating & Cooling** and Supporting Sponsors **Wilson College** and **Humphrey's Cleaning Service, LLC**.

Register online at TimberhillTiming.com.



PAYROLL • HR • ONE LOG-IN

SERVING COMPANIES WITH 1 - 200 EMPLOYEES

403 Lincoln Way East
Chambersburg, PA 17201

www.bcmpayroll.com

bcm@pa.net
office 717-264-7374
fax 717-263-6328

So You Can Get Back to Business

ServiceMASTER Restore

24 Hour Emergency Response

- Fire
- Water
- Mold



717/267-2223
www.smprofclean.com

ICRC Certified Disaster Restoration Company, family owned and operated since 1985

M&T Bank PRESENTS

IceFest '19

80+ SCULPTURES!

#ICEFESTPA



*17th Annual IceFest
in Downtown Chambersburg*

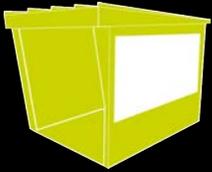
FOR MORE INFORMATION GO TO:

www.IceFestPa.com



www.facebook.com/icefestpa

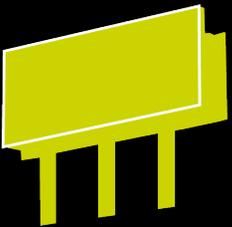
A Billboard For Every Budget!



Bus Shelter Advertising

For very specific, super affordable, local targeting.

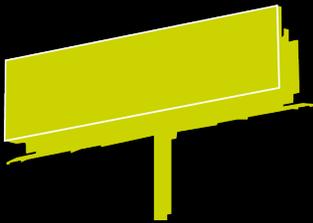
From only \$69/mo!



8'x16' Rotational Bulletin

Affordable entry into broader reach and frequency programs.

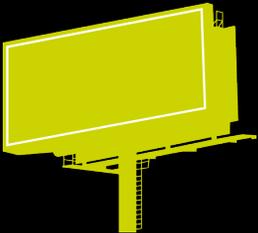
From only \$395/mo!



Permanent Directional Bulletin

For high impact, geographical targeting on interstates or key arteries.

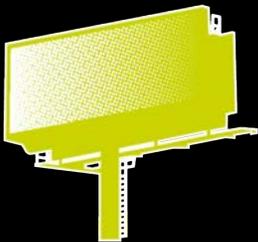
From only \$595/mo!



12'x24' Rotational Poster

For high impact, broader reach and frequency programs targeting new audiences on different locations every 60 days.

From only \$600/mo!



Digital Units - Individual or Grouped

For dynamic programming with highest recall.
Great for events & multiple branding messages.

From only \$695/mo!

Are billboards
the right choice for you?
Take 2 minutes to find out!

Kegerreis.com/Why-Billboards

No pressure discussions: 717.263.6700

info@kegerreis.com Mention: Chamber Insert



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

PRSRD STD
 U.S. POSTAGE
PAID
 Permit #7
 Chambersburg, PA

JAN. EVENTS DETAILS / REGISTER CHAMBERSBURG.ORG/EVENTS

- 01** **OBSERVANCE OF NEW YEAR'S DAY**
 THE CHAMBER OFFICE WILL BE CLOSED IN OBSERVANCE OF NEW YEAR'S DAY
- 02** **RIBBON CUTTING; THE BLOCK FITNESS STUDIO**
 11:30 A.M., 405 WAYNE AVE., CHAMBERSBURG
- 08** **NEW MEMBER ORIENTATION**
 8:30 A.M., PENN NATIONAL GOLF COURSE COMMUNITY, 3720 CLUBHOUSE DR., CHAMBERSBURG
- 15** **CHAMBER MIXER HOSTED BY HCR MANORCARE**
 5 - 7 P.M., 1070 STOUFFER AVE., CHAMBERSBURG
- 17** **LUNCH & LEARN HOSTED BY FRANKILN COUNTY VISITORS BUREAU**
 11:30 A.M. - 1:30 P.M., 100 LINCOLN WAY E., CHAMBERSBURG
- 22** **11/30 NETWORK ORIENTATION AT THE CHAMBERSBURG CHAMBER**
 5:30 - 6:30 P.M., 100 LINCOLN WAY E., CHAMBERSBURG; DETAILS: 1130NETWORK.COM
- 28** **ICELAND'S NORTHERN LIGHTS INFO SESSION: CHAMBER TRAVEL CLUB**
 5:30-6:30 P.M., CHAMBERSBURG CHAMBER, 100 LINCOLN WAY E., CHAMBERSBURG
- 31** **ICEFEST IN DOWNTOWN CHAMBERSBURG SPONSORED BY M&T BANK**
 FESTIVAL RUNS FROM JAN. 31 - FEB. 3; FULL EVENT SCHEDULE AT ICEFESTPA.COM

Valley Agency (717)264-4311 COMPANY INSURANCE



- Friendly Professional Service
 - Competitive Pricing from Multiple Companies
 - Stability of serving the community for over 100 years!
- "Corner of Norland & Fifth Avenues"*



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



5-star accredited by the U.S. Chamber of Commerce



The Outlook is a publication of the Greater Chambersburg Chamber of Commerce. Ideas, opinions and statements expressed in articles by contributors are not necessarily those of the Chamber. Neither the publisher nor any individual associated with any branch of production, nor the advertisers, will be held liable for typographical misprints contained herein.