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SAVE THE DATE

May 15

LEADERCAST LIVE 2018: LEAD YOURSELF

Leadership Franklin County is excited to once again be a host site for Leadercast Live 2018 at Shippensburg University. Discover how to lead yourself first, so you can lead others as well. Early Bird tickets are \$99 through March 31.

June 14

CHAMBER GOLF TOURNAMENT

Chambersburg Country Club
Sponsor one of our most popular events of the year! Contact Lark Plessinger at 717-264-7101 ext. 206 for sponsor information.

Visit Chambersburg.org/Events for details about these events and more. This month's events are listed on the back of the newsletter.

For your eyes only: Sip & Savor returns

Cue the James Bond theme music and get ready for a top secret mission on Saturday, April 21 at **The Orchards** beginning at 5:30 p.m. Chambersburg's best night out is in need of secret agents to investigate a delicious four-course dinner paired with local wines from **Adams County Winery, Jan Zell Wines & Ciders** and **Tuscarora Mountain Winery**.

Your mission, should you choose to accept it, is to attend Sip & Savor: For Your Eyes Only to enjoy an amazing evening filled with live and silent auctions, entertainment, networking, games, prizes and more. Following the main event, the celebration will continue at the Sip & Savor After Party featuring a live DJ, photo booth and cash bar, sponsored by the 11/30 Network.

Tickets are \$95/person and include a four-course food and wine pairing dinner as well as entrance to the After Party. Deadline to purchase tickets is April 8. Register online at Chambersburg.org/Events. To sponsor the event, contact Amy Weibley at aweibley@chambersburg.org or 717-264-7101 ext. 204. Come celebrate businesses in the greater Chambersburg area with great people at this premier event unlike any other in the region!



SIP & SAVOR SPONSORS

After Party
Sponsor: **11/30 NETWORK**

Live Auction Sponsor
Brechtbill & Helman
Construction Company, Inc.
Silent Auction Sponsor
LCSi Lehman Construction
Services, Inc.
Heads or Tails Sponsor
Penn National Insurance
Entertainment Sponsor
FirstEnergy

Chamber members to be honored

The Chamber will honor several of its members for their accomplishments in 2017 at the Annual Awards Breakfast on Thursday, April 5 from 7 to 9 a.m. at the **Chambersburg Country Club**, 3646 Scotland Road. Honors include the international ATHENA Leadership Award and recognizing members for their property improvements, innovation, volunteerism and more. Our featured speaker, John R. Rodgers Jr., is the franchise owner for JR Rodgers & Associates Inc. of the **Dale Carnegie Training®** Franchise in Pittsburgh. Rodgers will present a keynote on "Unleashing the Talents of Others - Creating the Mindset of a Servant Leader."



Sponsorships still available! Table sponsorships are \$300 (includes preferred seating for a table of eight) and Patron sponsorships are \$75 (includes preferred seating for two). Individuals may purchase tickets for \$20 for members and \$25 for non-members. Register early before the event sells out! Learn more at Chambersburg.org/Events or call 717-264-7101. Registration deadline is 9 a.m. on Monday, April 2. No shows will be billed.

Grand Sponsor



BOARD OF DIRECTORS

Kim Crider, Take Shape for Life - 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
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CHAIR'S MESSAGE

Jump on in and get involved!

I joined the Chamber several years ago with the intention of leveraging the networking events to grow my health coaching practice. This concept is one of the biggest reasons many of us get involved with the Chamber; we want to grow our businesses. I personally found that business growth did occur due to Chamber networking events, but it wasn't until I started volunteering at Chamber events that I saw a fundamental shift in the power of the Chamber.

When I started volunteering, I was able to spend more time with a select group of highly motivated people and develop and deepen those relationships. Many of the volunteer committees met once per month for an hour, so the time commitment was not overwhelming. The first committee I joined was for the annual dinner dance fundraiser; now the exclusive Sip & Savor event. I had been to the dinner dance as a Chamber member and thought it would be fun to help plan it each year. Over time, I came to know, and do business with, other committee members, event vendors and folks in their circles of influence. I can't recommend volunteering enough as an effective way to get the most from your Chamber membership.

I encourage all of you to check out the various events the Chamber spearheads each year and join a committee. There is something for everyone. The Sip and Savor event is right around the corner on April 21st and it's not too late to jump on in and get involved. The "For Your Eyes Only" theme, wine and food pairings and after party are sure to lead to an unforgettable night. Tickets are on sale now and this premier event proves to be a great place to treat your clients, employees, or yourself to a night out on the town. I look forward to seeing you there!

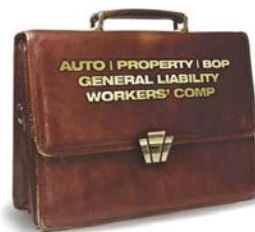


For a list of committees or referral groups to join, please contact Lark Plessinger, communications manager, at the Chamber. She can be reached at 717-264-2101 ext. 206 or lplessinger@chambersburg.org.

Kim Crider

Certified Health Coach, Take Shape for Life
 Board Chair, Greater Chambersburg Chamber of Commerce

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Travel with us and see the world!

Join the Chamber Travel Club and see the world with your friends and neighbors while supporting our local business community!

Launched in early 2017, the Chamber Travel Club is designed to offer local residents an opportunity to travel the world. The Chamber offers up to three trips per year, partnering with a different member travel agent per trip. Upcoming trips:



- June 30-July 5, 2018 – **Bermuda Cruise** on the Royal Caribbean coordinated by Carol DiBiase with **Cruise Planners**. You'll relax and soak up the sun's rays on Royal Caribbean's Grandeur of the Seas® as it glides down to the beautiful and mysterious island of Bermuda. Space is limited as the main reservation deadline has passed. Contact Carol for details at 717-477-0111. Starting at \$948/person.
- September 12-19, 2018 – **Pacific Wine Country Cruise** with Cathy Folmar and Rhonda DeShong of **Dream Vacations**. Explore the Pacific Coast of North America while enjoying the serenity of lush vineyards on this coastal cruise. The trip offers wine tasting excursions in Santa Barbara, San Francisco and Astoria as well as a pub crawl in Victoria, B.C. Other points of interest may include Alcatraz Island, Muir Woods, Golden Gate Bridge, outdoor adventures and so much more. Booking deadline is March 15. Please contact Cathy for more information at 717-816-5735 or cfolmar@dreamvacations.com.
- November 6-15, 2018 – **Reflections of Italy** with Collette Vacations coordinated by Kay Estep of **Kay's World Class Travel**. Revel in the magic of Italy on this tour that explores the cities of Rome, Florence, Siena, Venice, Assisi, Perugia and Milan. Travel Italy and discover the rolling hills of the scenic Tuscan and Umbrian countryside. Discover the masterpieces of the Renaissance in Florence and see hot glass transformed into exquisite art on Murano Island. Free info session held on Wednesday, March 14 at 1 p.m., meeting at Northgate at Menno Haven, 1500 Northfield Drive in Chambersburg. Please call Kay at 717-360-1593 or email kaybear49@gmail.com for more info. Book trip by May 1st and save \$200!
- February 16-24, 2019 – **Natural Wonders of Costa Rica** with Globus coordinated by Renee Brink of **UniQuest Chambersburg Travel, LLC**. Witness bountiful wildlife in their natural habitat, enjoy relaxing dips in ecothermal hot springs, and learn about the Costa Rican culture on this thrilling adventure. Among the many highlights of this tour is Tortuguero National Park, where you'll take a boat ride along remote, unspoiled sections of the park to view wildlife. You'll also have a chance to visit local farms to learn about the local culture and industries. Free info session on Tuesday, March 20 from 12-1pm. Register online at Chambersburg.org/Events or call Renee at 717-263-5330.

For more information or to join the Travel Club e-newsletter, contact Lark Plessinger at 717-264-7101 or visit Chambersburg.org/TravelClub.

Lunch & Learn: Power Pricing

Tina Pittman, owner of **Your Accountant, LLC**, will host our next Lunch & Learn focused on how to increase your company's bottom line. Pittman will discuss the nine profit drivers and price psychology by analyzing several sample business industries.



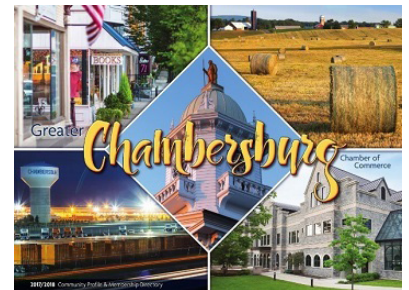
Learn why just increasing revenues or prices is not the only solution to the bottom line results of your business. Enjoy lunch courtesy of **Fuddruckers** and discover the most powerful lever in the profit equation.

Learn more about the most powerful lever in profit equation by attending this Lunch & Learn on Thursday, March 8 from 11:30 a.m. to 1 p.m. at the Chamber office, 100 Lincoln Way E.

Lunch & Learns are free to attend with limited seating available. Be sure to register in advance at Chambersburg.org/Events or by calling 717-264-7101. Any cancellations made less than 48 hours prior to the event or no shows will be billed \$10.

Membership Directory & Community Profile

We are excited to partner with **Centre Publications** on the 2018/19 Membership Directory and Community Profile. Representatives from Centre are meeting with members to discuss advertising opportunities. This popular publication is produced by Centre in coordination with the Chamber and is a critical resource for visitors, residents and travelers.



The publication utilizes a unique design that features a fresh, modern look with a huge visual impact. Some of the popular features include:

- Horizontal format with maximum space per page for photos, charts and text to feature content about the area.
- Dynamic layout allowing for engaging photos.
- Listings by industry categories make the directory easy to use.
- Optimized layout for viewing on tablets, smartphones and other mobile devices in the online version.
- Advertisements in the online version connect readers directly to the advertiser's website.

All members are included in the alphabetical and categorical listings in the directory. The publication is distributed to Chamber members as well as area hotels for visitors and business travelers to access. It is viewable on the Chamber's website at Chambersburg.org.

Advertisers will have a range of ad sizes to choose from, with Centre Publications offering free design and photography services. For information call 1-800-200-5375. The book will debut on July 21.

ANNUAL AWARDS BREAKFAST

THURSDAY, APRIL 5 FROM 7-9 A.M.

Chambersburg Country Club 3646 Scotland Rd.
\$20 for members; \$25 for non-members.

PROGRAM HIGHLIGHTS:

Honoring award recipients for their leadership, innovation, volunteerism and more.

KEYNOTE ADDRESS:

"Unleashing the Talents of Others: Creating the Mindset of a Servant Leader" - John R. Rodgers, Jr.
owner of JR Rodgers & Assoc., Dale Carnegie Training franchise in Pittsburgh.

Table Sponsorships (\$300) & Patron Sponsorships (\$75) available.

Contact Lark Plessinger to become a sponsor: lplessinger@chambersburg.org, 717-264-7101 ext. 206.



 GREATER CHAMBERSBURG
CHAMBER OF COMMERCE



REGISTER: CHAMBERSBURG.ORG/EVENTS

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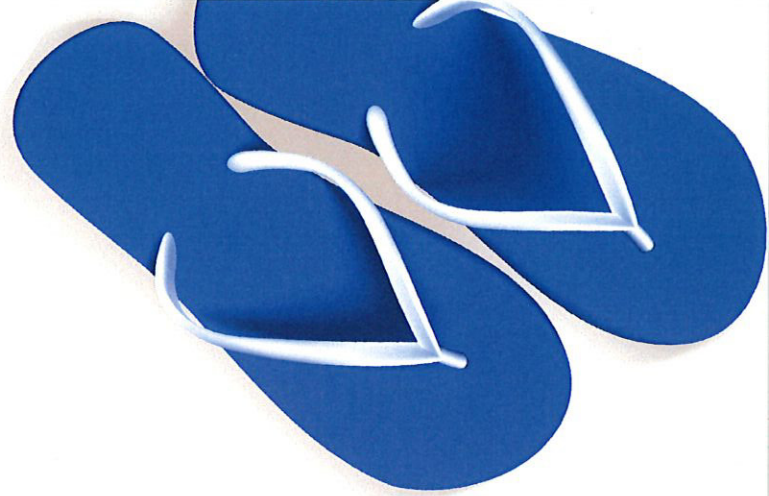
ATHENA AWARD SPONSORS:

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GREATER CHAMBERSBURG
CHAMBER OF COMMERCE



Join us for

Spring Break!

This Membership Mixer is open to members and guests of the Greater Chambersburg Chamber of Commerce.

Don't Miss The Fun!

Relax in your favorite vacation attire
with live music, Spring Break themed
beverages, tasty nibbles,
door prizes and much more!



Register today by calling the Greater Chambersburg Chamber of Commerce at 717-264-7101 or by visiting their website at www.chambersburg.org

Registration deadline is March 16.

Tuesday, March 20

Incident weather date is March 27

5:00 PM - 7:00 PM

**ACNB Bank Norland Avenue Office
850 Norland Ave, Chambersburg**



Member FDIC

GREATER CHAMBERSBURG CHAMBER FOUNDATION LFC Youth: Encouragement & Ethics

Leadership Franklin County (LFC) Youth encouraged the heart at their February session with Duane Bock of **First Community Bank of Mercersburg**. Held at the new **Coyle Free Library Conservatory**, Bock asked the students to name the richest people in the country: sports MVP's and The Voice winners. While not able to name all of these people without researching them online, the class was able to name those who have most encouraged them during their lives as well as those who have discouraged them. They discussed how, once harmful words are said, they cannot be taken back and how difficult it is to overcome the damage they do. The class then practiced ways to encourage each other.



After lunch the students were treated to a discussion with Judge Angela Krom of the 39th Judicial District Court. Judge Krom spoke about the ethical requirements of being a judge. The students were encouraged to think about how ethics influence their lives and future careers. Leadership Franklin County Youth is offered free of charge to 25 area sophomores thanks to a sponsorship by **Wilson College**.



LFC Community students discuss ethics, power

Judge Shawn Meyers of the 39th Judicial District and Patrick O'Donnell of **Summit Health** led an ethics and power discussion with the class. The ethical requirements of each of the presenters' positions were discussed, as well as how this can relate to the students. The group studied examples of abuses of power and ethical failings including the Luzerne County judicial scandal of 2008. Its impact on the community demonstrated the need for people to speak up against ethical violations. As the students grow in their careers and receive more power, it is critical they remember lessons like these and work to create a culture to prevent this type of situation.



Following lunch from **Fuddruckers**, the group discussed diversity and inclusion with Harry Dieuveil of **Summit Health**. Dieuveil stated that research shows that workplaces that talk openly about diversity and inclusion and practice inclusion have a more engaged and productive workforce. He continued by saying that as leaders the students need to be able to challenge their thinking in order to succeed and help their staff succeed. Maria Banks of the **Chambersburg Area School District** ended the day leading group exercises and discussing issues surrounding diversity and inclusion. LFC Community is sponsored by **CenturyLink Business**.



Early Learning Expo

The **United Way of Franklin County**, in partnership with the Community Education Coalition, is hosting an Early Learning Expo on Saturday, April 14 from 10 a.m. to 1 p.m. The event, sponsored by **Volvo Construction Equipment**, will be held at **Brethren Fellowship Church** at 339 Lincoln Way E. The free expo will provide information for families about early childhood development, educational providers, community services and resources as well as interactive, educational activities for children. Early child care and preschool providers are invited to reserve exhibit space at the expo. To secure exhibit space or sponsor the event, please contact United Way at office@uwfcpa.org or call 717-262-0015.



Grow as a leader at LFC reception

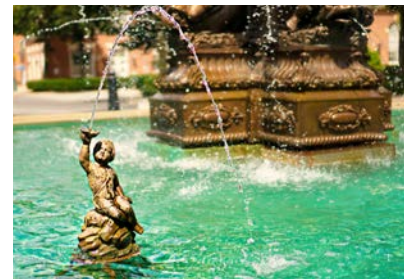
Are you seeking to improve your leadership skills and get involved in the community? You're invited to mingle with current students and alumni at an informational reception to explore the Leadership Franklin County (LFC) Community program! The event will be held on Wednesday, April 11 from 5 to 6:30 p.m. at the **Chambersburg Heritage Center & Gift Shop**, 100 Lincoln Way E. All are welcome to attend this free reception; refreshments and light appetizers will be provided. Please register in advance at Chambersburg.org/Events or call 717-264-7101.

More than 600 area residents have graduated from the LFC program since 1986. It is a tuition-based, nine-month program designed to produce well-informed, motivated leaders willing and capable of working together for the betterment of Franklin County. Classes are comprised of up to 25 individuals from a variety of industries from emerging to seasoned professionals. Applications for the 2019-2020 class will be available in the spring. A limited number of scholarships are available. Please contact Robin Harmon for additional information at rharmon@chambersburg.org or 717-264-7101 ext. 205.

DOWNTOWN HAPPENINGS

New downtown guide available

Downtown Chambersburg Inc. (DCI) released a new Downtown Chambersburg Guide just in time for IceFest as part of ongoing efforts to promote downtown attractions, merchants and amenities. The guide is a brochure-sized pamphlet offering an overview of downtown in a user-friendly format. DCI worked with **Centre Publications** to produce the guide, which visitors can pick up to reference lists of shops and restaurants, annual events, a map and more.



Guides are available at downtown businesses, local hotels, the **Franklin County Visitors Bureau** and the **Chambersburg Heritage Center & Gift Shop**, as well as on the Downtown Chambersburg website at DowntownCburg.com. To request guides for distribution at your office and to your clients/customers, please contact Amy Weibley at 717-264-7101 ext. 204 or aweibley@chambersburg.org.

Thanks for a great IceFest!

This year was the best yet for IceFest in downtown Chambersburg! The sculptures were slowly melting all weekend long, but that didn't stop record crowds of residents and visitors from enjoying 90+ glistening sculptures. Thousands brought family and friends out during IceFest for fun winter activities and to patronize our downtown businesses.



This four-day festival is a huge undertaking, and requires a lot of people to make it happen. On behalf of the co-organizers of IceFest -- **Downtown Chambersburg Inc., Downtown Business Council and Council for the Arts** -- we want to thank the important partners that made this event a rousing success.

Thank you, Volunteers!

IceFest takes more than 100 volunteers to pull off a long weekend full of activities. There is no way we would be able to coordinate these events without all of your support, both in the planning phases and on the day-of. Thank you!

- Prepping for Ice Sculptures - **Aerotek** employees, **M&T Bank** employees, IceFest Committee, Mark Miller, Tom Davis and students of **Affinity Educational Solutions**.
- Double-wide Ice Slide - Aerotek, 11/30 Network, **Wilson College** Field Hockey Team, Wilson College Softball Team, Boy Scout Troup 125, **CASHS** Rugby Club, Franklin County Cyclists, CASHS Junior ROTC students, Mont Alto Athletic Dept, **Hornbaker's Landscaping**, Sam and Josiah Thrush, Guy Shaul and the CASHS Boys Lacrosse Team.
- Snowfall Ball - Sherree Devor, Sheryl Snider, Angela Schaeffer, Jason Schaeffer, Krystle McNew and Judith Shoop.
- Glass Routes - Kevin Beecher, Mike Fisher, Scott Krenitsky and Harry Stuart.
- Chili Cook-off - Tricia Baney, Scott Fish, Jake Naugle, John Nicklas, Deb Scalia, employees of **Orrstown Bank** and employees of **Patriot Federal Credit Union**.
- Icing on the Cake - Jen Barnhart, Sharon Brosious, Ben Brosious, Sherree Devor, Annie Dowd, Becky Ernst, Alan Frantz, Calvin Frantz, Lisa Frantz, Mike Hayduk, Diane Holder, Hannah Lloyd, Sherrie McCleary, Lisa Myers, Brianne Parham, Angela Quigley, Joy Pasquarello, Pam Peters, Michelle Radbill, Jean Schlecht, Sam Stoner, Cindy Tewell, Judy Tinberg, Babette Wenerd and Sara Ziegler.
- Polar Dunk Plunge - Eric Alleman, Lisa Ambrisco, Duane Bock, Rachel Bowers, Michele Ford, Drew Fritsche, Darby Fritsche, Robin Harmon, Rebecca Holder, Kirsten Hubbard, Katie McGee, Chad Rydbom, Darrell Showalter, Jaelee Stouffer, Gary Snyder, **PSU Mont Alto** students and the **Franklin County Career and Technology Center**.
- Frozen Flicks - Courtney Wolfe and members of the Alumnae Association of Wilson College.
- Kids' Zone Volunteers - Danielle Lovelace, Kyle Shover and the CASHS Girls' Lacrosse Team.

- Run Your Ice Off 5K Volunteers - Eric Alleman, Ken Alleman, Shawn Alleman, Kelly Alleman, Teresa Beckner, Michele Ford, Maddie Ford, Brad Ford, Robin Harmon, Akhila Kunuthuru, Desirae Rowland, Brenna Rosenberry, Diane Reed, Karen Showalter, Cheyanne Snider, Kenna Shearer, Lydia Story, Guy Shaul and the Chambersburg Road Runners.
- IceFest Committee (see below)

Thank you, Sponsors!

Without local businesses contributing to IceFest, there is no way we could continue growing the festival to host more events and feature over 90 sculptures. Thank you for supporting our local community!



- IceFest Presenting Sponsor **M&T Bank**
- GIANT Sculpture Sponsors - **David H. Martin Excavating Inc., F&M Trust, Volvo Construction Equipment, Chambersburg Area Development Corp./Franklin County Area Development Corp., Borough of Chambersburg, Summit Health, Fayetteville Contractors, Inc./Associated Asphalt Martinsburg, LLC/William A. Brindle & Associates Inc., Patriot Federal Credit Union, Right Choice Roofing, SpiriTrust Lutheran, and Chambersburg Accountants Group (Boyer & Ritter CPAs & Consultants, Brad Etchberger, CPA, Ocker & Associates, PC, Schultheiss & Associates and The Barrows Sollenberger Group, PC)**
- Snowfall Ball - Presenting Sponsor **Penn National Insurance**, Table Sponsor **Volvo Construction Equipment** and Music Sponsor **VFW Post 1599**.
- Glass Routes - **FirstEnergy Foundation**
- Chili Cook-off - Grand Sponsor **Orrstown Bank**, Tent Sponsor **Patriot Federal Credit Union**, Supporting Sponsor **Wenger & Myers Insurance** and Beer Sponsor **In & Out Beverage**.
- Icing on the Cake - Presenting Sponsor **PDM Insurance Agency**, Supporting Sponsor **The Butcher Shoppe** and In-Kind Sponsors **Johnnie's Restaurant & Hotel Service, Inc., Everlasting Love Florist** and **Franklin County Photography Club**.
- Polar Dunk Plunge - **Rotary Club of Chambersburg**
- Frozen Flicks - **Wilson College**
- Kids' Zone - Presenting Sponsor **MedExpress Urgent Care**
- Run Your Ice Off 5K - Presenting Sponsor **Kristian Frank CFP, Merrill Lynch** and Mile Marker Sponsor **Summit Sports Medicine**
- Double-wide Ice Slide - **Chambersburg Recreation Dept.**
- Single Block Sculpture Sponsors - View a list of all 80 single block sponsors here.

Thank you, IceFest Committee!

Last, but certainly not least, thank you to all of the dedicated IceFest Committee members. These folks meet beginning in June to plan the next year's festival. Members of the committee include: Penny Shaul, Chair; Lisa Myers, **Downtown Business Council**; Michael Fisher, **Council for the Arts**; Scott Fish, **Downtown Chambersburg Inc.**; Guy Shaul, **Borough of Chambersburg**; Eric Alleman, Don Burkholder, Sherree Devour, Robin Harmon, Tom Iacona, Danielle Lovelace, John Nicklas, Jennifer Barnhart, Kyle Shover, Sheryl Snider, Amy Weibley and Courtney Wolfe.

View more photos and volunteer opportunities at IceFestPa.com.

March Chamber Mixer

Join us at a Spring Break Mixer hosted by **ACNB Bank** located at 850 Norland Avenue on Tuesday, March 20 from 5 to 7 p.m. The Mixer will provide valuable networking opportunities with fellow Chamber members in a festive atmosphere with live music, spring break themed beverages, tasty nibbles, fun door prizes and more.



For more than 160 years, ACNB Bank has proudly served southcentral Pennsylvania and remains Franklin County's best local source for banking expertise, products, services and technology. Important banking and loan decisions are still made there, by local people with a shared, local economy in mind. Learn more by visiting ACNB Bank's full service office at 850 Norland Avenue, drive-up at 915 Wayne Avenue, or at Acnb.com.

Chamber mixers are free to attend, but registration is requested. Register today at Chambersburg.org/Events or call 717-264-7101.

11/30 Network 3rd Thursday Happy Hour

Join the 11/30 Network, Franklin County's young professionals group, for their March happy hour and get professional headshots for a good cause! Toastmasters will also present a mini-session on public speaking. The event will be held at **The Orchards** at 1580 Orchard Dr. on Thursday, March 15 from 5:30 to 7:30 p.m. All young professionals are invited! To learn more or register, visit 1130Network.com.



Career Exploration Expo March 15

The Community Education Coalition will host the Career Exploration Expo as part of the Middle School Open House on Thursday, March 15 at the **Franklin County Career and Technology Center**. The Expo is from 5 to 6 p.m. followed by tours of the CareerTech from 6 to 7 p.m. Middle school students and their parents are invited to learn more about programs and career training offered at the CareerTech. Guests will meet teachers, administration, local industry and educational professional representatives as well as enjoy hands on activities.



Programs include electrical occupations, construction, health services, sales, communications, stem/manufacturing, transportation and more. Admission to the event is free. Visit Chambersburg.org/Events for more details.

WORKFORCE UPDATE

Closing the workforce skills gap

Franklin County's economy is experiencing nearly unprecedented growth due in large part to our strategic location that is within a one-day drive of 50 percent of the North American population and our workforce, which is prized among employers large and small. Our growth has been such that our statistically calculated unemployment rate is 4 percent, which is a rate considered by most economists to represent full employment.

While our reported unemployment rate is very favorable, it is misleading. Many of our employers have vacant positions of which they cannot fill simply because there are not enough qualified applicants. In a recent Pennsylvania Chamber of Business and Industry survey, more than half, 52 percent, said it is very difficult, at best, to recruit qualified job candidates, and 56 percent believe it will get worse by 2021. Only 21 percent, one in five, give the current labor force marks for job readiness of "excellent" or "good." Also, in that survey, more than nine employers in 10 said they look for verbal communication, reading comprehension, critical thinking and basic math skills in their job applicants.

So, how do we close the skills gap? In the short term, it is incumbent for us to strengthen the relationship between our employers and our educational institutions to include secondary, post-secondary and our trade schools, especially the Franklin County Career and Technology Center and the newly opened Welding Training Center. Our high-schoolers and their parents need to be better informed of the family-sustaining career opportunities being offered by world-class employers right here in Franklin County. Moreover, they need to know of the post-secondary opportunities being offered at Wilson College, Penn State-Mont Alto and Shippensburg University. To that point, how many employers and current students know that Shippensburg University offers BS degrees in computer and software engineering as well as electrical, mechanical and civil engineering?

The next couple of years will require creative solutions in addressing the labor needs, *but as we look to our future, the long-term solution is not as creative, it simply requires a commitment and investment in early childhood education.* We need to be better in providing access to quality pre-K education for all eligible pre-school aged children. Currently, 64 percent of eligible pre-school aged children in Pennsylvania are unable to access high-quality, publicly funded pre-K due to limited state funding. Additionally, Pennsylvania is home to the widest per-pupil spending gap in the nation between wealthy and poor school districts. This shortchanges far too many schools leading to larger classes, less personalized instruction, insufficient or outdated equipment, and cuts in academic offerings like career and technical education.

A skills gap among our workforce threatens our future economy... both here in Franklin County and across the Commonwealth. Boosting access to high quality pre-K and investing more long-term state funding through Pennsylvania's fair education funding formula will address these inequities and help to close the skills gap ensuring a brighter economic future for all.

This article was written by L. Michael Ross of Franklin County Area Development Corp. For more, visit Fcadc.com.

AROUND TOWN WITH THE CHAMBER

Martin's Famous Pastry Shoppe, Inc.



Enjoying a tour of Martin's Famous Pastry Shoppe on 1000 Potato Roll Ln.

Thanks Julie Martin for giving our president Steve Christian and Robin Harmon a tour of **Martin's Famous Pastry Shoppe Inc.** Martin's operation began in a small garage on Edgar Ave. and now they export their world famous potato rolls to 11 countries. Thank you for your 40 years of membership with our Chamber. Learn more at PotatoRolls.com.

200+ attend Chamber Mixer

We had a great night enjoying networking with more than 200 people at our January Chamber Mixer hosted by the **Coyle Free Library** at 102 N. Main St.



Members enjoy networking and refreshments at the Coyle-Free Library.

11/30 Network volunteers at IceFest

Members of the 11/30 Network volunteered at the Double-Wide Ice Slide during IceFest. The four-day winter festival is attended by nearly 20,000 people each year and relies on hundreds of volunteers to make it successful. Thank you!

Share Your Membership Experience

The Chamber is seeking feedback from our members. Please complete the 2017 Membership Survey, which helps us identify the programs and services that are most valuable to you and gain insight on what you want most from your membership.

Please take the survey at SurveyMonkey.com/r/L2NFXG.



Members enjoy networking and refreshments at the January Chamber Mixer.

Tours of Coyle Free Library

Members of the **GearHouse Brewing Co.** team enjoy mingling, tours and refreshments at the **Coyle Free Library Mixer**. Thank you to all our Chamber members for coming!



Local residents and tourists enjoyed the 90+ ice sculptures at the 16th Annual IceFest in downtown Chambersburg.

IceFest 2018

Thank you to our Chamber members for supporting the 16th Annual IceFest! Many thanks to **Downtown Business Council**, **Council for the Arts** and **Downtown Chambersburg Inc.** for coordinating it.



11/30 Network volunteers at the ice slide during IceFest.

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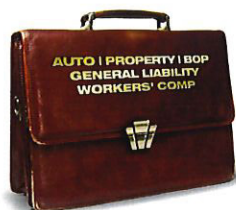


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 EastCoastGreen.net | cwebster@eastcoastgreen.net



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 Dhmxexc.com | cvink@dhmxexc.com



David H. Martin Excavating, Inc. (DHM) is located north of Chambersburg on Route 997. The company provides excavation and utility services to commercial, residential and agricultural customers in PA, MD and WV. Our familiar brown and orange trucks are associated with providing exceptional service to the community.

This year, DHM celebrates its 50th anniversary. The company was

founded by David H. Martin in 1968 with one dump truck and a backhoe, but has grown to over 200 employees. Now under the leadership of second generation owners, Edwin Martin and Jeryl Martin, and third generation owner, Kirk Martin, DHM continues to combine faith, family and a culture of excellence among their employees to impact the community positively.

DHM takes pride in satisfying all of our customers' needs, from the smallest jobs to multi-million dollar projects. Thanks to DHM, thousands of buildings have been prepped, entire communities were developed and millions of tons of dirt have been moved. Our values and commitment to our customers, employees and community have allowed this family-owned business to survive long after the industry average of 10 years. DHM appreciates the relationships with our local business associates, looks forward to the future and celebrates all that has been accomplished in the last 50 years.

PA CHAMBER UPDATE

Governor's budget proposal

PA Chamber President Gene Barr issued the following statement in regard to Gov. Tom Wolf's 2018-19 budget address last month:

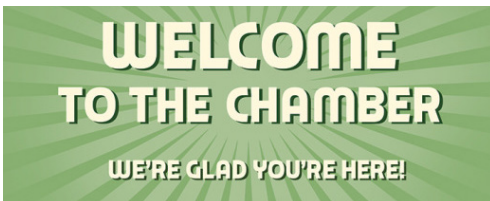
"Over the past six months, state revenue collections have been on a general upward swing – a positive sign for the Commonwealth's economy and fiscal outlook. Yet, for the fourth year in a row, the Wolf administration has proposed changes to the Commonwealth's corporate tax structure that would negatively impact employers. While we agree that the state's corporate net income tax rate – which has the highest effect rate in the nation – needs to be lowered, we disagree that making a CNI rate reduction contingent on the implementation of mandatory unitary combined reporting is good for business. This complex, overly broad tax reporting system will only lead to increased administrative and litigation costs and will put Pennsylvania at a greater competitive disadvantage. We are also discouraged by the administration's continued push to target the natural gas industry with an additional punitive tax. This tax – which would be paid in addition to the impact tax and the other business taxes that the industry already pays – would risk the loss of further investment and economic opportunity in an area that could otherwise yield tremendous economic results for our state. However, we are relieved that no other broad-based tax increases on employers or working families has been put forth in this year's budget proposal.

"Additionally, we are concerned with the governor's proposal to mandate an increase in entry level wages to \$12 an hour – a move that would significantly impact the Commonwealth's small businesses and could lead to substantial job loss. Rather than mandating wage increases, our state officials should follow the recent actions of the federal government and focus on policies that will spur economic growth without mandates. In the weeks since the enactment of the Tax Cuts and Jobs Act, businesses across the nation have announced plans to increase wages and benefits for their employees. These companies understand that the federal tax reform package will vastly improve our nation's overall competitiveness in the global marketplace – giving employers the opportunity to reinvest back into their organizations and employees. This is how the market works when businesses are allowed to thrive – which helps to grow our economy and create more jobs.

"We are encouraged by the administration's focus on workforce

development – a key cornerstone of the PA Chamber's mission – which will help to close the existing jobs skills gap and foster workers' upward mobility in their careers. We look forward to continuing our work with Gov. Wolf, the General Assembly and our counterparts in the education and labor communities on this important initiative. Additionally, we support the administration's ongoing efforts to combat the opioid crisis that is currently plaguing the state and urge the governor's support of S.B. 936 – a commonsense proposal that would help address opioid addiction among injured workers – as part of the state's overall strategy."

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



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neilgillespie.bvm@gmail.com

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Saturday,
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10am-noon
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10am-noon-Presentation

Learn the basics of running for office
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- April 14th - Dr. Sara Grove, *How Local & State Government Works*
- May 12th - District Attorney Matt Fogal, *The Opioid Crisis in Franklin County*

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MEMBERS IN THE NEWS

Herbert, Rowland & Grubic, Inc. (HRG) has named Bill Kick, P.E., as the regional manager of its Shippensburg office on 20 E. Burd Street. Former office manager Jamie Keener, AICP, will continue his role as a senior sales executive with the firm. Kick joined HRG in 2015 as a project manager in its civil/municipal division. He has 18 years of experience in engineering and construction, which includes having served as the retained municipal engineer for more than a dozen boroughs and townships in South Central Pennsylvania. Kick currently serves as the municipal engineer for Shippensburg Borough and the municipal stormwater management engineer for Chambersburg Borough. For more information, please visit the website at hrg-inc.com.



Summit Health officials signed a memorandum of agreement with developer JG Business Link International, Inc. (JGBLI), allowing for the co-development of health care services at the Cascade Town Centre. Also outlined in the agreement – seminars to be hosted at the future site on health-related topics including Western medicine, Asian medicine, pharmaceutical development and clinical trial development. The agreement also establishes internship opportunities within Summit Health's system for students attending college at the future site. Plans for the mixed-use development include condominiums, retail, and a hotel, as well as academic and cultural areas.

Gateway Gallery Auction, an industry leader in personal property and specialty auctions, announced the promotion of Blair Young to marketing director, as well as the addition of James Harding and Emily Heckman, further filling out its team of auction professionals. Young has been with Gateway since January 2016, serving as marketing assistant. As marketing director, she will take on the development and implementation of the company's marketing strategies, communications and public relations activities including social networking and online platforms. Harding will take on the role of properties acquisitions manager. He brings 15 years of property handling and moving experience to his new position at Gateway. Heckman joined the team at Gateway as executive assistant in September 2017. Heckman assists with organizing and coordinating executive outreach and assists with various projects, including social media.

Smith Elliott Kearns & Company, LLC is pleased to announce Kristin A. Taylor, CPA was promoted to senior associate at the Chambersburg office. Taylor audits governmental entities, nonprofits, and financial institutions. For more information, visit sek.com.



The Pennsylvania Department of Education/Bureau of Career and Technical Education is pleased to announce that the education and industry partnership between the **Franklin County Career & Technology Center** and the **Volvo Construction Equipment Operations**, in Shippensburg has been selected as the winner of the 2018 Pennsylvania Education Workforce Leadership Award. The award presentation will take place at the 34th Annual Pennsylvania Workforce Development Association (PWDA) Conference on May 16 held at the Hershey Lodge and Convention Center, Hershey, PA.

The **H. Ric Luhrs Performing Arts Center** at **Shippensburg University** will present "America" on February 17 at 8 p.m. America's journey has found them exploring a wide variety of musical terrain. Their best-known tunes include "I Need You," "Ventura Highway," "Don't Cross The River," and more. Beyond their impressive catalog of hits, listeners would discover there was always much more to America than surface perceptions. The combination of Gerry Beckley's melodic pop rock and Dewey Bunnell's use of folk-jazz elements, slinky Latin-leaning rhythms and impressionistic lyric imagery contrasted well with Dan Peek's more traditional country-rock leanings and highly personal lyrics. Reserved tickets are now on sale, and can be purchased by visiting or calling the Luhrs Center box office at 717-477-7469 or online at luhrscenter.com.



The **Mont Alto LaunchBox**, a business incubator funded by a seed grant from Penn State's Invent Penn State initiative, will offer a free workshop for aspiring entrepreneurs on March 22. "Putting together a business plan" will be presented by Cheryl Young of the **Small Business Development Center (SBDC)** at **Shippensburg University**. The workshop is open to the public and free of charge. Participants are encouraged to register at montalto.psu.edu/launchbox. Registration is also open for another Entrepreneur Series Workshop on April 26. The Mont Alto LaunchBox provides resources and support to entrepreneurs in a free co-working space to help early-stage and more advanced startups build a sustainable and scalable business and a viable plan for growth. Visit montalto.psu.edu/launchbox for more information.

Patriot Federal Credit Union is pleased to announce the appointment of Niki Sheppard as a mortgage consultant. Sheppard attended the John L. Grove College of Business at Shippensburg University of Pennsylvania and has more than 10 years of lending experience, including most recently, serving as a senior branch manager for Patriot. Sheppard is active in the community, serving on the board of directors for the ARC of Franklin and Fulton Counties and as a member of the board's scholarship and fundraising committee. She is also a 2014 graduate of Leadership Franklin County. You can contact Sheppard at 717-262-8363 or at nsheppard@patriotfcu.org.



Summit Health buildings were lighted red throughout the month of February in honor of Heart Month. Portions of Chambersburg Hospital and Waynesboro Hospital donned the color for the occasion. As heart disease remains the leading cause of death for men and women in the United States, February was dedicated as a time for organizations, communities and health professionals across the country to share information and awareness about the disease. Summit Health is hosting free grocery store tours to help educate community members on heart healthy eating, free yoga classes related to heart health, and has dedicated a web page where community members can find resources and tools to determine and lower their risk for heart disease. For more information, go to SummitHealth.org/HealthyHeart



Chambersburg Hospital has received the Get With The Guidelines®-Heart Failure Gold Plus Quality Achievement Award for implementing specific quality improvement measures outlined by the American Heart Association/American College of Cardiology Foundation's secondary prevention guidelines for patients with heart failure. Chambersburg Hospital earned the award by meeting specific quality achievement measures for the diagnosis and treatment of heart failure patients. The hospital also received the association's Target: Heart FailureSM Honor Roll. Target: Heart Failure is an initiative that provides hospitals with educational tools, prevention programs and treatment guidelines designed to reduce the risk of heart failure patients ending up back in the hospital.

Chambersburg Hospital has received the Mission: Lifeline® Gold Receiving Quality Achievement Award for implementing specific quality improvement measures outlined by the American Heart Association for the treatment of patients who suffer severe heart attacks. Chambersburg Hospital is recognized for having an 85 percent composite adherence and at least 24 consecutive months of 75 percent or higher compliance on all Mission: Lifeline STEMI Receiving Center quality measures to improve the quality of care for STEMI patients. In addition to receiving the Mission: Lifeline Gold Receiving award, Chambersburg Hospital has also been recognized as a recipient of Mission: Lifeline's Gold-Plus award, which recognizes the hospital has also achieved at least a 75 percent achievement on First Door to Device time under 120 minutes for STEMI transfer patients from other facilities. For more information about Cardiology Services offered through Summit Health, please visit SummitHealth.org/heart.

Chambersburg Community Theater will present "Jesus Christ Superstar" in association with **Totem Pole Playhouse** on the weekend of March 23-25. Adapted from Andrew Lloyd Webber and Tim Rice's Broadway rock opera, "Jesus Christ Superstar" recounts the last days of Jesus Christ from the perspective of Judas Iscariot, his betrayer. As Jesus' following increases, Judas begins to worry that Jesus is falling for his own hype. For tickets and more information, go to TotemPolePlayhouse.org.

The Capitol Theatre will host "Irish Happy Hour" at the Wood Center on March 16 from 5:30 – 8 p.m. The event will feature authentic Irish music from returning band Across the Pond, as well as Garryowen Irish Pub, Irish dancers and adult beverages. Tickets are \$12 and will be available at the door. On March 29, the theatre will feature "Rhythm of the Dance: The National Dance Company of Ireland." A large troupe of Irish step dancers take the stage by storm, plus the captivating Young Irish Tenors and talented Irish musicians in an all new production for the ages. For more information or to buy tickets, visit TheCapitolTheatre.org.

This month, the **Council for the Arts** will continue to host After School Art Explorers and Adventures in Drawing. On Wednesdays from March 21- April 4, they will debut Calligraphy Basics and Beyond. Students new to calligraphy will learn how to write letters of two ancient alphabets, while more experienced students will have the opportunity to work on a project of their choice. Go to CouncilForTheArts.net for more information.

Foxhole Technology will celebrate the Grand Opening of its Innovation Lab on Thursday, March 8 from 2:30 to 6 p.m. The

ribbon cutting will be held at 2:30 p.m. followed by cocktails and appetizers. Members of the community are invited to attend the event at **Letterkenny Army Depot** located at 5250 Technology Ave., Suite 2 in Chambersburg. For questions, please contact Millie Ramey at mramey@foxholetechnology.com.

GIVING BACK

SpiriTrust Lutheran recently presented its 2017 Karen A. Rohaly Award to Robin Arnold, RN, center manager for the agency's LIFE program in Cumberland County, PA. The Karen A. Rohaly Award was established by SpiriTrust Lutheran Home Care & Hospice after the untimely death of the agency's first administrator, Karen Rohaly. Arnold has been with the agency for three years. She was nominated for the award because of her high level of creativity in her position and ability to keep both staff and participants engaged, creating a family-like environment at the center, identifying potential problems and working to prevent significant issues from arising.



As **Wilson College** continues planning for a new veterinary education center, the project has received a boost with gifts from two alumnae totaling \$575,000. Longtime Wilson supporter Susan Breakefield Fulton '61 has added to her \$500,000 lead gift for the veterinary education center, with a second donation of \$475,000. A \$100,000 bequest has also been received from the late Eleanor Martin Allen '49, a former Board of Trustees member and chair who died last year. The new veterinary education center will be built on the west side of the Brooks Science Center. Plans call for it to include two surgery rooms, a dental room, recovery room and isolation room, as well as kennels and an indoor run for dogs, a cat room, office, lounge, clinical practice area and laundry facilities. Anyone who is interested in making a gift to the veterinary center should contact the Office of Institutional Advancement at 717-262-2010 or advancement@wilson.edu



The **Franklin County Library System's** renovated and expanded **Coyle Free Library** reopened to the public in December 2017. The \$5.5 million project boasts multiple meeting rooms, a micro-market with grab-and-go foods, a rooftop garden, auditorium and expanded materials to borrow. The Franklin County Chapter of the Daughters of the American Revolution (DAR) showed their support of the project by making a cash gift of \$1,000 to the Campaign For Coyle. The DAR gift pushed the community campaign closer to reaching the \$2.5 million goal. For more information on the project or to donate, contact Mark D. Story, senior director of advancement & publicity by calling 717-709-0282 or visit CoyleFreeLibrary.org.



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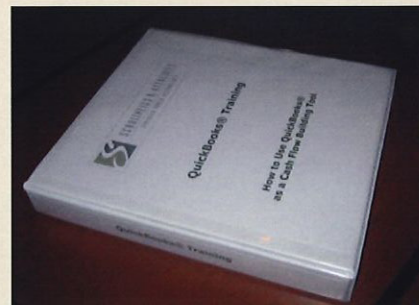
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MARCH CALENDAR OF EVENTS

- 7** 11/30 Network TED Talk Series: The Puzzle of Motivation
 6 p.m., Coyle Free Library, 102 N. Main St.
- 8** Lunch & Learn: Increasing Your Bottom Line presented by Your Accountant, Inc.
 11:30 a.m.-1 p.m., Chamber of Commerce, 100 Lincoln Way E., lunch provided by Fuddruckers
- 8** Grand Opening & Ribbon Cutting: Foxhole Technology Innovation Lab
 2:30-6 p.m., Letterkenny Army Depot, 4250 Technology Ave., Suite 2
- 14** Reflections of Italy Info Session - Chamber Travel Club
 1-2 p.m., Northgate at Menno Haven, 1500 Northfield Dr.
- 15** 70th Anniversary Open House: Baer's Sign Service
 12-5 p.m., Baer's Sign Service, LLC, 5307 Wayne Rd.
- 15** Community Education Coalition: Career Exploration Expo
 5-6 p.m., Franklin County Career & Technology Center, 2463 Loop Rd.
- 15** 11/30 Network 3rd Thursday Happy Hour
 5:30-7:30 p.m., The Orchards, 1580 Orchard Dr.
- 20** Natural Wonders of Costa Rica Info Session - Chamber Travel Club
 12-1 p.m., Chamber of Commerce, 100 Lincoln Way E. presented by Uniquet Chambersburg Travel
- 20** March Chamber Mixer
 5-7 p.m., ACNB Bank, 850 Norland Ave. (snow date March 27)

To register for these events and more, visit Chambersburg.org/Events.

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