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SAVE THE DATE

November 24

SMALL BUSINESS SATURDAY

More than \$2,000 in giveaways will be awarded to shoppers during Small Business Saturday in downtown Chambersburg. Come support local businesses and enjoy holiday deals!

December 7

FIRST RESPONDERS APPRECIATION DAY

Join us in recognizing the dedication of the Franklin County police and sheriff departments, emergency medical responders and emergency services on December 7! Hosted by the 11/30 Network, the community is invited to make donations that will be compiled into care packages delivered to each station.

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

Shippensburg University President Laurie Carter featured keynote speaker

We are pleased to announce **Shippensburg University** President Laurie Carter, J.D. will be the keynote speaker at our **Business Breakfast: Annual Meeting** sponsored by **Summit Health** held on Thursday, December 6 at **Wilson College**. More than 200 people are expected to attend the event held from 7 to 9 a.m. The Chambersburg Chamber membership is invited to attend the breakfast and can register online at Chambersburg.org/Events or call 717-264-7101. Ms. Carter will discuss her background as well as highlight her initiatives at Shippensburg University and how they relate to the business community in Franklin County.



Ms. Carter's academic credentials include, a bachelor's degree in communications from Clarion University, a master's degree in communications from William Paterson College and a juris doctorate from Rutgers Law School.

She began her groundbreaking career in higher education more than 30 years ago. Her early assignments in higher education led to her placement as director of student affairs at The Juilliard School, in New York City, where she became the first African American administrator in the institution's history. During her long tenure at Juilliard, she created and implemented the jazz studies program while also leading the non-performance aspects of the program, including supervision of faculty members, curricular review, international touring and more.

Ms. Carter left Juilliard to assume the position of Vice President for Arts Education at the New Jersey Performing Arts Center, where she was responsible for the strategic leadership, external relations and administrative management of the Center's arts education programs. She was soon recruited back into higher education at Eastern Kentucky University where she provided leadership for 33 university departments, oversaw a budget in excess of \$71 million, and led the University in the absence of the president. Ms. Carter's appointment to the presidency of Shippensburg University of Pennsylvania represents a return to her academic roots.

Now offering comprehensive medical insurance



The Greater Chambersburg Chamber of Commerce is excited to announce its partnership with Lifestyle Health Plans to offer comprehensive medical insurance to its members. Benefits include: affordable group health insurance for employee groups as small as two; lower premium costs (ranging from 5 to 30 percent average savings); all plans leverage the extensive Aetna provider network locally and nationally; four plan options with tiered deductible levels (HSA/HRA plans also included); integrated cash rewards and incentives for lifestyle improvement and more. For more details, view the insert or contact Joel Black at 717-264-7101 ext. 202 or jblack@chambersburg.org.

BOARD OF DIRECTORS

- Kim Crider**, Optavia - Chair
- Troy Garman**, RE/MAX Realty Agency - Immediate Past Chair
- Michael J. Connor**, Walker, Connor & Spang, LLC - Treasurer
- Sherri H. Stahl**, Summit Health - Secretary
- Michael Doncheski**, Penn State Mont Alto - Foundation President
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- Alice Hawbaker**, LCSi Lehman Construction Services, Inc.
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- Mark Story**, Franklin County Library System
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- Mark Durniak**, Fuddruckers
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- 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

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- Steve Christian - President
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- Maryliz Toohig - Finance Director
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- Joel Black - Membership Director
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- Angie Schaeffer - Director of Operations & Assistant to the President
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- Lark Kennedy - Communications & Marketing Manager & Civil War Seminars Coordinator
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- Sue Black - Customer Service Representative & Heritage Center Coordinator
receptionist@chambersburg.org
- Laiton Suders - Marketing Assistant & Customer Service Representative
lsuders@chambersburg.org
- Sam Thrush - President of Downtown Chambersburg Inc.
sthrush@chambersburg.org

CHAIR'S MESSAGE

Reflecting on progress

As the leaves fall and the temperatures change, it's a great time to reflect on transitions and the progress they bring. The Chamber has been under the leadership of our new president, Steve Christian, for just over a year, and we have seen some exciting developments during this time.



Steve has focused on realigning Chamber resources to capitalize on our strengths, improved sponsorship flexibility for our members and cultivated organizational revenues to better serve the needs of our community. Under his leadership, the Chamber staff have built up existing programs such as the Chamber Travel Club, membership breakfasts, Lunch & Learns, sponsor opportunities at events and more. Steve has also worked closely with Downtown Chambersburg Inc. and the Greater Chambersburg Chamber Foundation to help them accomplish their long-term goals.

Since Steve's tenure, we have welcomed two highly qualified staff members to the Chamber team; Joel Black as membership director and Sam Thrush as president of Downtown Chambersburg Inc. Currently, Joel and Steve are working diligently to roll out our comprehensive medical insurance as a new member benefit. This benefit will help our small business members better manage expenses, and I can't wait to discuss more about it in my next chair message!

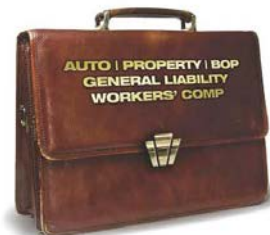
In addition to his Chamber responsibilities, Steve is the executive director of Chambersburg Area Development Corp. and Cumberland Valley Regional Development Corp. He directs property management, leasing, construction program design, human resource management, marketing, membership development and more.

Thank you Steve and the Chamber staff for your hard work and dedication that enables our members to prosper.

Kim Crider

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

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Last Chance to submit nominations for Business Person of the Year

We are actively seeking nominations for the 2018 Business Person of the Year. Since 1987, the Chambersburg Chamber has named a recipient of this prestigious award at our Business Breakfast: Annual Meeting held in December. The award will be presented this year by the Chamber board chair, Kim Crider, on Thursday, December 6 at **Wilson College**.



If you know someone who has proven professional leadership, displays excellence in the field, has driven business growth and is active in the community, please consider nominating them! For more information about the criteria or to nominate someone, contact Lark Kennedy at lkennedy@chambersburg.org or call 717-264-7101 ext. 206. **Nominations must be received by Monday, November 5.**

Business Person of the Year

The Greater Chambersburg Chamber of Commerce has named a Business Person of the Year since 1987. Past recipients include:

- | | |
|--|----------------------------------|
| 1987 John L. Grove | 2003 L. Michael Ross |
| 1988 Robert G. Zullinger | 2004 J. Christian Snavely |
| 1989 Will G. Pananes | 2005 Pat O'Donnell |
| 1990 Charles M. Sioberg | 2006 Peggy Bosma |
| 1991 John L. Mills | 2007 Michael "Mic" Starr |
| 1992 E. Lewis Leaman | 2008 Dennis E. Black |
| 1993 Paul E. Lehman | 2009 Michael G. Hull |
| 1994 Charles Q. Smith | 2010 Lynn Rotz |
| 1995 Allan E. "Skip" Jennings Jr. | 2011 Edwin D. Martin |
| 1996 John D. Helman | 2012 Ann Wagner |
| 1997 Norman B. Epstein | 2013 Joanne Cochran |
| 1998 Michael L. Hurt | 2014 Jacob Kaufman |
| 1999 Sam Small | 2015 Tom Beddard |
| 2000 Harold L. Brake | 2016 Tanya Nitterhouse |
| 2001 John Massimilla | 2017 James Resh, Jr. |
| 2002 William "Bill" Snell | |

Contact Lark Kennedy at lkennedy@chambersburg.org or call 717-264-7101 ext. 206 to nominate someone for 2018.

November Mixer

The **Chambersburg Heritage Center & Gift Shop** will host its first Chamber Mixer on Thursday, November 15 from 5 to 7 p.m. in partnership with **The Foundation for Enhancing Communities!** The event will include delicious refreshments by Jersey Mike's Subs, desserts from Brussel's Cafe as well as video presentations, networking and refreshments. To register, visit Chambersburg.org/Events or call 717-264-7101.



Upcoming 11/30 Network Events

Looking to meet area young professionals? You're invited to join the 11/30 Network for networking, refreshments and fun! Upcoming events include:

- November 8 - Yoga Class held at the Coyle Free Library from 5:30 to 6:30 p.m. (\$10 suggested donation)
- November 15 - 3rd Thursday Happy Hour from 5:30 to 7:30 p.m., Location TBD
- December 7 - First Responders Appreciation Day with packages compiled at the Chamber (volunteers welcome)
- December 13 - Yoga Class held at Coyle Free Library from 5:30 to 6:30 p.m. (\$10 suggested donation)
- December 13 - Annual Ugly Sweater Happy Hour at Jan Zell Wines & Ciders from 5:30 to 7:30 p.m.



For more information, visit 1130Network.com or contact Sam Thrush at sthrush@chambersburg.org or call 717-264-7101 ext. 204.

Holiday Mixer coming December 11

Soak-up holiday cheer at our largest mixer of the year! All members of the five chambers of commerce in Franklin County are invited to attend our Annual Holiday Mixer sponsored by **Menno Haven** on Tuesday, December 11 from 5 to 7 p.m. in Laird Hall at Wilson College, 1015 Philadelphia Avenue.



The joint mixer is a great success each year since it began 10 years ago. To register for this free mixer, call the Chamber at 717-264-7101 or register online at Chambersburg.org/Events.

Chamber members may reserve a display table at the mixer for \$100. To secure your table, contact Denise McDowell at 717-262-2010 ext. 3181 or dmcowell@wilson.edu.



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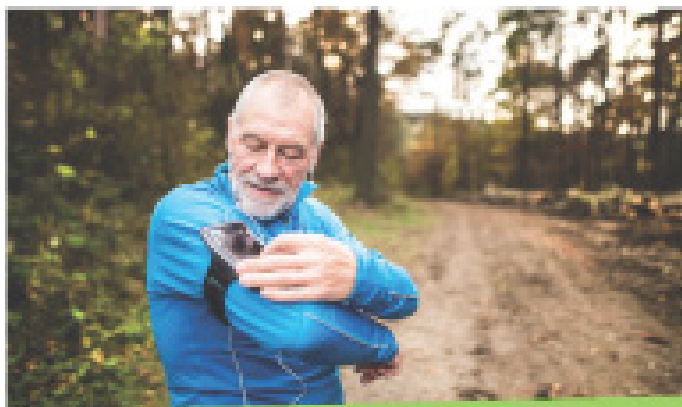
LOWER PREMIUM COSTS WHILE IMPROVING EMPLOYEE HEALTH

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



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- Proactive cost-containment measures integrated into every plan design



QUESTIONS?

To learn more about **LIFESTYLE HEALTH PLANS** contact **JOEL BLACK** at 717-264-7101 ext. 202 or email jblack@chambersburg.org

INTEGRATED BENEFIT FEATURES

Personalized Wellness Program

Online HRA & integrated lab testing frame up series of individualized healthy actions for members

Telemedicine Hotline

On-demand access to telemedicine consultations anywhere, anytime to assist members pro-actively

Just Diabetic Supplies

100% benefit for diabetic supplies - shipped to your door each quarter

Innovative Rx Benefits

\$0 copay maintenance meds with mail order Rx options

Reward Incentives

Member reward incentives through deductible credits, credit matching and bonus bucks for participating

Patient Care Coordination

Program offers assistance in scheduling all outpatient diagnostic and surgery services

DirectHealth Lab Card

100% lab benefit program through preferred lab for out-of-pocket savings through LabCorp



AVAILABLE PLAN DESIGNS

◆ HealthyChoice

- Choice PPO Plans
- Lower Deductible Levels with 80/20 Co-insurance
- Office Visit, Hospital/ER and Rx Copays
- 100% Coverage for Preventive Services, Outpatient Lab and Diabetic Testing Supplies
- Integrated Wellness Program, Reward Incentives and Patient Care Coordination at no additional cost

◆ Healthy100

- 100% Co-insurance Plans, Mid-range Deductible Levels
- Minimum Value Plan Options: H100 5000 Plan
- Office Visit, Hospital/ER and Rx Copays
- 100% Coverage for Preventive Services, Outpatient Lab and Diabetic Testing Supplies
- Integrated Wellness Program, Reward Incentives and Patient Care Coordination at no additional cost

◆ HealthyValue

- Cost-saving Plan Designs
- Higher Deductible Levels / Varied Co-insurance
- Minimum Value Plan Option: HV 6850 Plan
- Office Visit, Hospital/ER and Rx Copays
- 100% Coverage for Preventive Services, Outpatient Lab and Diabetic Testing Supplies
- Integrated Wellness Program, Reward Incentives and Patient Care Coordination at no additional cost

◆ HealthyConsumer

- Qualified HDHP Plans for HRA / HSA integration
- Higher Deductibles (Embedded) / 100% Co-insurance
- Minimum Value Plan Options: HCons 5000 & 6500 Plans
- Preventive Services are covered at 100%
- Office Visit Copays apply once deductible is met
- Integrated Wellness Program, Reward Incentives and Patient Care Coordination at no additional cost



To take advantage of our exclusive **pre-negotiated rates** contact **JOEL BLACK** at 717-264-7101 ext. 202 or email jblack@chambersburg.org

GREATER CHAMBERSBURG CHAMBER FOUNDATION

100 Lincoln Way East, Chambersburg, PA 17201
717-264-7101 ex. 205 | Chambersburg.org/ChamberFoundation

**Leadership Franklin County Youth
“Model the Way”**



Leadership Franklin County (LFC) Youth explored the leadership principle of “Model the Way” in October. Hosted by the Greater Waynesboro Chamber of Commerce, the students began the day by assisting Denise Esser from Waynesboro Community and Human Services by assisting with the food truck and food prep and distribution to those in need. After the experience, students were able to discuss the work they did and reflect on the values they saw displayed. The students then returned to the Chamber and participated in an exercise with Esser that aligned with the day’s session on values and choices.

Amy Seiders of F&M Trust and Tiffany Bloyer of **Franklin County Government**, led the group after lunch on discussion of what their values are, and they each completed an exercise to help define and rank their own personal values. In addition to exploring their own values, the students researched the mission statements of their home schools. The students discussed how they did or did not see these mission statements in action, and how they as leaders could influence others in their schools to help drive others toward achieving the mission statement.

LFC Youth students are able to participate in the program for free thanks to the sponsorship by **Wilson College**.



LFC Community update

During the October morning session of Leadership Franklin County (LFC) Community, John Boozer of **Franklin Advisory** worked with the class on team dynamics. Each class participant completed the DiSC assessment prior to the session. Boozer defined each of the different styles, how they interact with other personality types and how each participant as a leader can react to each style. The teams discussed how they can use the DiSC to improve the functionality of their teams.



Community service projects were the subject of the afternoon

session. Kirsten Hubbard of Ghost Writer led a discussion on project management and guided the teams through steps to set up a solid foundation for their projects. Hubbard also provided tips for breaking down the steps of the project and managing time. The students finished the day working on their projects, putting to use their lessons from the day.

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



DOWNTOWN CHAMBERSBURG, INC.

100 Lincoln Way East, Chambersburg, PA 17201
717-264-7101 ex. 204 | DowntownCb.org

Duck Derby races to success



In late September, Downtown Chambersburg Inc. hosted its 5th Annual Duck Derby sponsored by **Patriot Federal Credit Union!** This family event showcased the beautiful recreational assets and waterscapes of downtown including Park of the Valiant, Chambers Fort Park, the Falling Spring Creek and Conococheague Creek. Special thanks to all the volunteers and community members who supported the event as well as the **Chick-fil-A** cow for joining in on the fun!

Duck Derby Winners included Lee Wilkinson, Mike Fisher, Dentler and Bob Ziobrowski.

Thank you to our sponsors: Patriot Federal Credit Union, AMVETS Post 224, Chambersburg Noontime Lions Club, Adamson Family Dentistry, Franklin County Library System, Franklin County Visitors Bureau, LCSi Lehman Construction Services, Wilson College, Martin and Martin, Inc. and F&M Trust.



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So You Can Get Back to Business

Holiday events downtown

Kick-off the holiday season this month by enjoying two family-friendly events along Main Street. On November 12, Cumberland Valley 21-day Retreat will present our community's annual Veterans' Day Parade. It will start at 10 a.m. and finish on Memorial Square with a Veterans' Day Ceremony.



On November 17, **Downtown Business Council** will present the town's Christmas Parade! The parade will occur on Main and Second streets. Once Santa arrives in Memorial Square, he will light the gigantic Christmas tree. Learn more by visiting DiscoverChambersburg.com.



#ShopSmall on Nov. 24

Give the gift of local and support our small businesses by shopping small on Saturday, Nov. 24, the day after Black Friday. This is the most important time of year for small businesses, especially restaurants and retailers. Your support is greatly appreciated and needed in our community.



Many business owners in downtown Chambersburg will also participate in a special Small Business Saturday event hosted by Downtown Chambersburg, Inc. (DCI) and sponsored by **Downtown Business Council**. The promotions will support the nationwide Small Business Saturday marketing program started by American Express. DCI plans to give away more than \$2,000 in Downtown Dollars to shoppers who present a receipt for \$25 or more dated November 24, 2018 from a downtown business. Then, shoppers will draw for a chance to win \$10, \$25 or \$100 in Downtown Dollars. Downtown dollars can be used as cash at participating businesses but must be used on Small Business Saturday.

Present your receipt from 10 a.m. to 2 p.m. at the 1/30 Visitor Center to receive your giveaway (while supplies last). Any downtown businesses interested in participating in the Downtown Dollars program should contact Sam Thrush at 717-264-7101 ext. 204 or email sthrush@chambersburg.org. Special thanks to Grand Sponsor Downtown Business Council, Premier Sponsors **F&M Trust** and **First Energy Foundation** and Benefactor Sponsor **Franklin County Visitors Bureau**.

Remember to #ShopSmall on November 24 and the rest of the holiday season. For complete details about the Small Business Saturday event downtown, visit DowntownCburg.com.

Chamber Travel Club returns from Wine Country Cruise



Slipping delicious wines, savoring the beauty of Napa Valley, experiencing the wonders of Muir Woods National Monument and so much more; 28 travelers recently returned home from a memorable excursion with the Chamber Travel Club!

Travelers on the Pacific Wine Country Cruise enjoyed seven days aboard Princess Cruises' Coral Princess as they explored the west coast. The Club, initiated by the Greater Chambersburg Chamber of Commerce, was hosted by Chamber members Rhonda DeShong and Cathy Folmar of **Dream Vacations**.

"This was a great cruise with a wonderful group of people to travel with along the Pacific coast line," DeShong, franchise owner of Dream Vacations, said. "We all did different excursions like wine tastings and downtown walking tours. The group enjoyed delicious food, amazing entertainment onboard the ship and made many longtime friends; we can't wait to get our next trip started!"

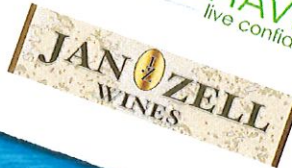
The group consisted of local residents from all areas of Franklin County. During the trip, the travelers enjoyed time in Astoria, Oregon as well as cities in California including Santa Barbara and San Francisco. After the cruise, the group spent the day in Los Angeles visiting popular tourist attractions including the famous Hollywood sign! Photos from the trip can be viewed online at [Facebook.com/Groups/ChamberTravelClub](https://www.facebook.com/Groups/ChamberTravelClub).



The Chamber Travel Club is an opportunity for local residents to enjoy unique group travel experiences with their neighbors to domestic and international destinations while supporting the business community. A portion of the proceeds from each trip supports the Chambersburg Chamber as well as the member travel agent.

Local residents interested in group trips to Alaska or Iceland in 2019 are encouraged to contact Joel Black at the Chamber for more information or visit Chambersburg.org/TravelClub. Space is limited and is on a first come, first served basis. He can be reached at 717-264-7101 ext. 202 or jblack@chambersburg.org.

Hosted by:



CHAMBER *Holiday* MIXER

December 11, 2018

5 to 7 p.m.

Laird Hall at Wilson College

RSVP: wilson.edu/chamberholidaymixer

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Time: 9:00AM – 12:00PM



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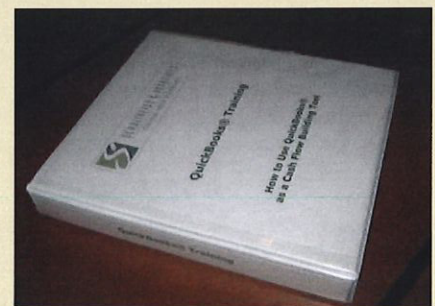
Phone: _____

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2. _____

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Recognizing the importance of nonprofits

Most of us are familiar with our local nonprofits. The Cumberland Valley Animal Shelter, the Salvation Army and Habitat for Humanity of Franklin County are just a few examples. We know that they exist and we have a general idea of what they do; we may even get a warm feeling when we drop our loose change into collection jars with their logos.



We know that, in an ideal world, we should do more. But what else can we really do? We don't have deep pockets and endless free time, and there are already enough passionate volunteers working for their causes, right?

Think, for a moment, about a world without nonprofits. No one does anything unless they make a lot of money doing it. Homeless pets wander the streets, and people who have fallen on hard times have no one to help them toward a better life.

It takes a special person to dedicate their life to working in a nonprofit organization, and it's okay if that's not for all of us – financial and economic development are important as well! But what if we all did something small for one of our local nonprofits once a month? They are always happy to receive money or have volunteers offer a few hours of their time, but sometimes things are needed that we aren't even aware of.

We called **Cumberland Valley Animal Shelter, Inc.** recently and learned that one of the biggest needs they have is for cat and kitten food. One extra bag of food can make a world of difference for the animals and for the organization that cares for them.

It doesn't take much to help a local nonprofit succeed, and that's just one example. Take a moment out of your day to call a nonprofit with a cause that you care about and ask what they need. These small acts of charity could mean the difference between a successful nonprofit, and a world without them.

What are Chamber Dollars?

Chamber Dollars are an easy gift, a free marketing tool and a way to support your local economy!



For consumers, they are gift certificates for multiple businesses. You can buy Chamber Dollars in \$10 or \$25 increments at the Chamber office, and they can be redeemed for goods and services at a number of Chamber member businesses. Go to Chambersburg.org/ChamberDollars for a complete list of participating businesses.

For member businesses, they are an opportunity to bring in new customers, at absolutely no cost. Chamber Dollars are given away at Chamber mixers, given as personal gifts and given to business employees for the holiday season. Accepting them would give you a chance to be marketed to the purchasers of these certificates, driving them to your business to spend them!

Your job is simple: contact the Chamber and confirm that you'd like to participate. When customers bring you the certificates, just stamp "for deposit only" on the back and take it to the bank with the rest of your income; the money will be put directly into your account. There's no cost, no hassle and nothing but benefits for your business.

Contact us at 717-264-7101, or lsuders@chambersburg.org, and let us help keep consumer dollars flowing into your local business.

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AROUND TOWN WITH THE CHAMBER

SpringHill Suites by Marriott Mixer

Thanks for coming out to our September Mixer at **SpringHill Suites by Marriott**! We had a great evening networking and enjoying delicious refreshments.



Taste of the Town Mixer

We had a fabulous night at **Holiday Inn Express & Suites** during our October Mixer! Members enjoyed tours of the hotel as well as cuisine from **Brussel's Cafe**, **CJ's BBQ Smokehouse**, **Fuddrucker's**, **GearHouse Brewing Co.**, **Jan Zell Wines & Ciders**, **Texas Roadhouse** and **The Orchards**.

Lincoln's City & Booth's Escape

Chambersburg Civil War Seminars & Tours hosted a 5-day conference for Civil War enthusiasts based in Frederick last month.



PACP Conference

Chamber staff members **Joel Black**, **Stephen Christian** and **Angela Schaeffer** attended a three day conference hosted by the **Pennsylvania Association for Chamber Professionals** in **Barnesville, PA**.

Chamber Travel Club

Club members had an exciting tour of the **Pacific Coast** in September with **Cathy Folmar** and **Rhonda DeShong** from **Dream Vacations**. The **Wine Country Cruise** traveled to **Santa Barbara**, **San Francisco**, **Los Angeles** and other places.



5th Annual Duck Derby

Spectators watched with anticipation as more than 500 ducks raced down the **Falling Spring Creek** to the finish line. The event, sponsored by **Patriot Federal Credit Union**, raised funds for downtown

MEMBER SPOTLIGHTS

The Tide

5800 Cumberland Hwy, Chambersburg, PA 17202
717-264-7288 | TheTide.org | mark@thetide.org

The Tide is a global radio ministry. We creatively share Bible messages through media and partnerships. Our broadcasts extend to eight countries and 25 languages. The Tide was founded in 1946 by a Chambersburg pastor who viewed radio as a unique way to disciple and train local listeners. Radio was an emerging technology at that time and remains an effective way reach people today. Rather than broadcasting translations of English programs, The Tide works with partners in Africa, Asia, and Europe and with local ministers to produce radio programs to share the Gospel with their own people in the language and context of their culture. These local ministry partners are our boots on the ground to provide listener care and to coordinate discipleship and leadership training activities. Our work takes us into some of the most hostile places in the world and our staff have extensive international travel experience. All of the global logistics are coordinated from The Tide ministry's world headquarters here in Chambersburg, PA. The Tide: Touching Hearts on Shores Worldwide.



Brussel's Café

55 North Main St., Chambersburg, PA 17201 | 717-404-5389
BrusselsCafe.biz

Brussel's Café has rapidly become a popular destination in downtown Chambersburg for delicious coffee, waffles, crepes and pastries. Since its opening in 2017, owner Alex Hemeryckx has expanded Brussel's to include a unique and picturesque outdoor seating area. They also host a variety of monthly community events, and they are available for private after-hours parties with their in or out-of-house catering services. Brussel's was also nominated for "Best Hot Chocolate" and are the reigning "People's Choice" champions of the Downtown Chambersburg Cocoa Crawl!



Brussel's Cafe will also begin their third-tier renovation by adding the Brussel's Lounge prior to Ice Fest, to allow more seating and a private area where business individuals can meet with more privacy while feeling invited within the cozy environment.

Brussel's brings Chambersburg the fusion of a European coffee shop and a bakery, focusing on authentic Belgian Bruxelles waffles and creperie, made to perfection every time. Locals can enjoy a taste of Europe with unique crepes in a variety of flavors, including a special savory crepe option that changes each week.

Conveniently located on North Main Street, Brussel's has recently begun curbside delivery service with their online ordering system via Facebook! Stop for morning coffee on your way to work, or settle in for a delicious lunch. No matter the time, between Monday and Sunday, visit Brussel's for a warm atmosphere, friendly staff and exquisite latte art!

Code Red Escape Rooms

850 Chambersburg Mall, Chambersburg, PA 17202 | 717-660-2986
CodeRedEscape.com | sanwellescape@gmail.com

Trust falls are passé. Paintball leaves bruises. The best way to bond with coworkers now is doing an "escape room." Consider **Code Red Escape Rooms** for your company's next Corporate Team Building Experience!



We have two unique escape rooms that can accommodate up to 24 people for a one-hour escape adventure. Escape rooms are a physical and mental participation game in which a group of people are locked in a room with each other. Your employees will strategize, communicate and use their problem-solving skills to solve puzzles and unveil clues to complete the challenging escape.

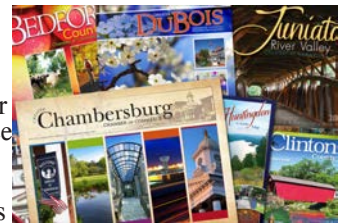
Escapes can be videotaped for review in our spacious conference room. Other team building activities are available upon request. We also have two state-of-art virtual reality gaming areas. Games range from shooting zombies, riding roller coasters (recommend sitting for this one) to taking a helicopter ride over New York City. After completing the Escape Rooms your team is welcome to meet in our conference room for a debrief session/staff meeting.

This new and exciting way of team building is perfect for all types of teams and businesses. Build new relationships and strengthen existing ones. Visit CodeRedEscape.com or Facebook Code Red Escape for further details and book your team's session now! We are located in the Chambersburg Mall across from the AMC theaters.

Centre Publications

P.O. Box 345, Centre Hall, PA 16828 | 800-200-5375
CentrePublications.com | design@centrepublishations.com

Centre Publications puts the power of creativity into high-impact print and digital designs. Founded in 1996, Centre Publications serves customers throughout central Pennsylvania with a full range of publishing services for chambers of commerce, visitors bureaus, economic development organizations and builders associations. Centre Publications has published the Greater Chambersburg Chamber of Commerce Community Profile and Membership Directory for nearly 20 years and has produced advertisements for hundreds of our members.



In addition to publications, we also help businesses develop and produce marketing collateral – providing turnkey solutions that draw on capabilities in digital printing, website design and development, product, site and staff photography, graphic design, mapping and content writing. Let Centre Publications' accomplished staff develop your entire corporate image from letterhead, logos, slogans, brochures and newsletters to complete web sites.

Centre Publications is the perfect partner when you want to promote your business or community. Centre Publications provides services to the hospitality industry, serving hotels in over 20 Pennsylvania counties, providing in-room guest service directories and site photography.

Give Centre Publications a call and see what they can do to make your business look its best while providing you with professional results, a quick turnaround time and competitive pricing. Call 800-200-5375, email design@centrepublishations.com or visit CentrePublications.com.

WELCOME NEW MEMBERS!

Entertainment Services

Code Red Escape Rooms

Christine Sanbower
850 Chambersburg Mall
Chambersburg, PA 17202
(717) 660-2986
SanWellentertainment@gmail.com

Financial Services

Charles Schwab & Co.

T.J. Roccograndi
18045 Garland Groh Blvd.
Hagerstown, MD 21740
(240) 329-2021
tj.roccograndi@schwab.com

COCARD

Tom Meade
Chambersburg, PA 17202
(240) 439-4243
cocardmd@gmail.com

Home Improvements

Innovative Kitchen & Flooring

Ryan Stouffer
460 Wayne Avenue
Chambersburg, PA 17201
(717) 263-2611
www.innovativekfs.com
ryan@innovativekfs.com

Plumbing

Miles W. Horne and Sons Plumbing and Heating

Ginger Everhart
427 North Clear Ridge Road
Hustontown, PA 17229
(717) 987-3564
www.mileswhorne.com
ginger@mileswhorne.com

Non-Profit Organizations & Associations

The Tide

Mark Story
5800 Cumberland Hwy
Chambersburg, PA 17202
(717) 264-7288
www.thetide.org
mark@thetide.org

MILESTONE ANNIVERSARIES

35 Years

Brewery Products Company
The Presbyterian Church of Falling Spring

30 Years

Chambersburg Mall

25 Years

Griffie & Associates, P.C.
Nursery Supplies, Inc.
Super 8

20 Years

Children's Aid Society - Frances Leiter Center
Summit Occupational Health

5 Years

Shabath Mineral Wellness, Inc.

1 Year

Exit Preferred Realty - Jim Cramer
Sunbelt Rentals

MEMBERS IN THE NEWS

Smith Elliott Kearns & Company, LLC has been named one of the Top 250 private companies in Central Pennsylvania for 2018. Out of 250 companies annually ranked by the Central Penn Business Journal (CPBJ), SEK&Co landed at number 116. The ranking of privately held companies in Adams, Cumberland, Dauphin, Franklin, Lancaster, Lebanon, Perry and York Counties is based on annual sales revenue. CPBJ originated this list in 2000. Several companies from the first Top 100 have consistently earned higher rankings each year. Similarly, SEK&Co looks forward to its own continued growth, assisting clients not only in the mid-state, but also throughout Pennsylvania, Maryland and Virginia.

The **Franklin County Historical Society** will host a dedication of Florence Matthew's grave marker on Saturday, November 10 at 1 p.m. at Cedar Grove Cemetery. Florence is one of six nurses listed on the Doughboy Statue. A reception will follow at the Historical Society with coffee and doughnuts.

On Thursday, November 29 at 6 p.m. at the **Franklin County Historical Society** will host its annual dinner meeting at **The Orchards**. Tracy Evans, curator at Monocacy National Battlefield, will be the keynote speaker discussing "Rebels, Ransom and Confederate Retribution: The Story of the four town who were ransomed by the Confederates." Please call the Historical Society for more information at 717-264-1667.



For the tenth year in a row, **Boyer & Ritter CPAs and Consultants** was named among the 100 Best Places to Work in PA for 2018 following an evaluation that considers both company policies and employee feedback. Earlier this year, Boyer & Ritter was one of only five Pennsylvania firms recognized by Inside Public Accounting as among the top 300 Mid-Atlantic firms based on revenue and as one of the "Top 100 Organizations" in the state by Pennsylvania Business Central. It is the third straight year the firm received both honors. Answers employees give on a specially designed survey are heavily weighted, counting for 75 percent of the evaluation process. Workplace policies, practices, philosophies, systems and demographics are worth approximately 25 percent of the total evaluation. Best Companies Group managed the overall registration and survey process. Boyer & Ritter will be recognized at the Best Places to Work in PA awards banquet on Thursday, November 29, at the Lancaster County Convention Center.



GREATER CHAMBERSBURG
CHAMBER OF COMMERCE

2018 Business Breakfast:
Annual Meeting

THURSDAY, DECEMBER 6

Please join the members of the
Greater Chambersburg Chamber of Commerce

7 to 9 a.m.

at Wilson College's Laird Hall

Highlights of the Business Breakfast include:

- Update of the Chamber's accomplishments from the past year
 - Presentation of the 2018 Business Person of the Year
- Keynote presentation by ShipU President Laurie Carter, J.D. discussing ShipU's role in regional workforce & labor needs

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

See reverse for sponsor details.

Grand Sponsor:



REGISTER:

Chambersburg.org/events
\$20 for members; \$25 for non-members

Premier Sponsors:



PENN NATIONAL
INSURANCE
Feel Secure®





2018 Business Breakfast:
Annual Meeting
 THURSDAY, DECEMBER 6

Sponsorship Opportunities

Date: Thursday, December 6 **Location:** Wilson College's Laird Hall
Attendance: 200+

About the event: Please join the Greater Chambersburg Chamber of Commerce for the Business Breakfast: Annual Meeting - a celebration of 2018 and the future that lies ahead. The breakfast features highlights of the Chamber's accomplishments from the past year, a keynote presentation from a guest speaker and recognition of the 2018 Business Person of the Year.

Contact: Lark Kennedy, Communications Manager, 717-264-7101 ext. 206, lkennedy@chambersburg.org

Grand Sponsor - \$1,000 – one available, Summit Health first right of refusal - Sponsor will receive these benefits:

- Preferred seating for a table of 8
- Opportunity for a representative to speak at the breakfast
- Logo featured on the event webpage and on all event print materials
- Logo featured in the program & a page ad on the back cover
- Opportunity to set up a promotional table near the entrance
- Opportunity to place marketing materials at each guest table
- Mention during the welcome as the Grand Sponsor
- Company name mentioned in all media releases about the event & logo featured in the newsletter recap article



SOLD

Premier Sponsor - \$750 - two available - Sponsor will receive the following benefits:

- Preferred seating for a table of 8
- Logo featured on event webpage
- Logo featured on event promotional materials as space allows (company logo is not included)
- Opportunity to set up a promotional table by the entrance
- Logo featured on a PowerPoint slide at the event
- Logo featured in the program
- Mention during the welcome as the Premier Sponsor
- Logo featured in newsletter recap article



SOLD

Table Sponsor - \$300 - Sponsor will receive the following benefits:

- Preferred seating for a table of 8
- Company name listed on the event webpage
- Company name on event promotional materials as space allows
- Company name featured in the program
- Logo featured on a PowerPoint slide at the event
- Mention during the welcome as a table sponsor
- Company name listed in the newsletter recap article

Patron Sponsor - \$75 - Sponsor will receive the following benefits:

- Preferred seating for 2
- Company name listed on the event webpage
- Company name listed in the program
- Company name listed on a PowerPoint slide
- Company name listed in newsletter recap article

Yes, I would like to sponsor the 2018 Business Breakfast: Annual Meeting

Company Name (as you want it to appear in listings) _____

Contact Name _____ Phone _____

Email _____ Sponsorship Amount _____

I understand that the submission of this form confirms commitment from the company above for this sponsorship.

Signature _____

Return form to Lark Kennedy, communications manager: Mail to Greater Chambersburg Chamber of Commerce, Attn: Lark Kennedy, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201; or email to lkennedy@chambersburg.org; or fax to 717-267-0399.

MEMBERS IN THE NEWS (CONT.)

Ludwick Eye Center is pleased to announce the addition of Bethany Rommel, M.D., to our team of medical providers. Dr. Rommel is a highly trained ophthalmologist who will work side by side with our team of doctors providing cataract surgery, diagnosis and treatment of glaucoma and dry eye, diabetic management and comprehensive medical eye care. Dr. Rommel earned an Honors Bachelor of Science from University of Toronto in 2008, Master of Biomedical Sciences in 2010 from Drexel University, and her medical degree in 2014 from Jefferson Medical College. She values giving back to her community through volunteering at clinics for women and children as well as vision clinics and screenings. Please join us in welcoming her to our team!



F&M Trust is pleased to announce the addition of Brian Carroll for the role of talent acquisition officer. Carroll is responsible for the implementing of the bank's talent recruitment, selection, and onboarding programs. His experience includes more than 12 years in the recruitment and staffing industry, and he was most recently employed as an account manager at Axiom Staffing Group in Greencastle, PA. Carroll is a graduate of Mount St. Mary's University where he obtained a degree in business and he currently serves as Wilson College's assistant men's basketball coach. Carroll will be based in the bank's corporate office at 20 South Main St., Chambersburg, PA.



Dennis Little, founder & CEO of **ReliAvail I.T. Company**, was recently honored as one of Central Penn Business Journal's "2018 Forty Under 40" for his commitment to business growth, professional excellence and community service. Little is actively involved with Franklin County Career and Technology Center, as well as the Cumberland County Area Vocational Technical School as a member of the Occupational Advisory Committee for both schools.

F&M Trust recently launched a completely redesigned website which features a new domain – fmtrust.bank. F&M Trust is the first bank in South Central Pennsylvania to feature a .BANK domain. Similar to the .gov domain for government entities or .edu for education institutions, the .BANK domain is a standardized, verified domain for financial institutions. Because only verified members of the banking community can be awarded a .BANK domain. This provides an enhanced level of security against imposter sites and peace of mind to F&M Trust's customers and business partners. When visiting fmtrust.bank, customers can be confident that they are not being directed to a malicious or fraudulent website.

The Gilmore-Hoerner Endowment will present a special, one night only concert by world renowned brass quintet,

Canadian Brass on Saturday, November 24, at 7:30 p.m. at the **Capitol Theatre** in Chambersburg, PA. Tickets for the event are \$13 each, all seats reserved, and are currently available at the Capitol Theatre at 717-263-0202 or online at TheCapitolTheatre.org. The group will also present a brass instrument Master Class at 1:00 p.m. in the Capitol Theatre Wood Center. It is free of charge and open to music enthusiasts of all ages. RSVP's are required for this event and may be submitted to ghemarketing18@gmail.com.

Following the discovery of moisture in portions of the King Street addition of the **Chambersburg Hospital**, extensive repair and remediation efforts continue. Hospital officials report additional patient care areas are being established within the hospital, and unaffected areas continue to operate normally. Officials report that in some rooms where moisture was suspected, remediation crews, upon removing dry wall, did discover small spots of mold. Those areas are being appropriately cleaned and repaired, and will remain closed until air quality tests prove them safe. Chambersburg Hospital continues to work with a team of experts, including an environmental hygienist to ensure the issues are being treated appropriately. Additional information, including a fact sheet with information about moisture and mold can be found on SummitHealth.org/Newsroom.

The **Penn State Mont Alto LaunchBox** will host one final Entrepreneur Workshop offered on Thursday, November 29 from 6 to 7:30 p.m. in the LaunchBox at 40 North Second Street in Chambersburg. Any aspiring entrepreneur can register to attend at MontAlto.psu.edu/Launchbox/Workshops. The topic will be: "Business marketing basics: How to get the word out about your business," by Kristen Joy Laidig, author, entrepreneur, and owner and manager of Toy Box Gifts & Wonder. In addition to the workshops, the public is also invited to attend the Mont Alto LaunchBox Fall Forum on November 14 and LION Tank™ Competition on March 15, 2019, both held at Penn State Mont Alto. More information is available at MontAlto.psu.edu/Launchbox, or contact Debra Collins, by email dlc43@psu.edu or call 717-749-6112.

Inc. magazine ranked **Mid-Atlantic ProTel** number 3,742 on its 37th annual Inc. 5000, the most prestigious ranking of the nation's fastest-growing private companies. The list represents a unique look at the most successful companies within the American economy's most dynamic segment— its independent small businesses. Companies such as Microsoft, Dell, Domino's Pizza, Pandora, Timberland, LinkedIn, Yelp, Zillow and many other well-known names gained their first national exposure as honorees of the Inc. 5000. This is the fifth year in a row that Mid-Atlantic ProTel has been honored as part of the Inc. 5000 list. Not only have the companies on the 2018 Inc. 5000 been very competitive within their markets, but the list as a whole shows staggering growth compared with prior lists. The 2018 Inc. 5000 achieved an astounding three-year average growth of 538.2 percent, and a median rate of 171.8 percent. The Inc. 5000's aggregate revenue was \$206.1 billion in 2017, accounting for 664,095 jobs over the past three years.

A total of 1,499 students are enrolled in **Wilson College** for the fall semester, the most in the college's 149-year history. Total enrollment is up more than 23 percent over last year, when the headcount was 1,216, and the number of new students entering the traditional undergraduate college increased by nearly 16 percent over fall 2017, producing the largest incoming class since 1966. This year's enrollment marks the sixth consecutive year of growth under the Wilson Today plan, a series of measures approved in 2013 to revitalize the college and set it on a path to economic health and sustainability. Since 2013, Wilson has seen a 115 percent increase in traditional undergraduate enrollment, with a 126 percent increase overall.

Orrstown Financial Services, Inc., the bank holding company for **Orrstown Bank**, announced the successful closing of the previously announced acquisition of Mercersburg Financial Corporation. In connection with the holding company merger, Mercersburg's banking subsidiary, **First Community Bank of Mercersburg**, has been merged with and into Orrstown Bank. Effective as of legal closing, Mercersburg president and CEO, Robert J. Fignar will become executive vice president and Orrstown's market president for Franklin and Perry County, Pennsylvania, and Washington County, Maryland.

Snow Time, Inc has entered into an agreement to sell Roundtop Mountain, Liberty Mountain and **Whitetail Resort** to Peak Resorts, Inc., owner of 14 other ski resorts in the Midwest and the Northeast. With Peak Resorts in Vermont, New Hampshire, New York, Pennsylvania and the Midwest, Snow Time passholders will now have the opportunity to access many more resorts as part of their pass options. Details of those pass options will be available shortly. While ownership of the resorts is changing, the current staff, management teams, and the resort offerings will all remain the same.

The Foundry Arts Co-op is excited to offer classes in November such as "Big Buck Painting" on November 9 and "Autumn Leaves Painting" on November 11. Sign up at FoundryArtsCoop.com and enjoy a fun class that will help you create a beautiful work of art!

Totem Pole Playhouse will perform their annual production of "A Christmas Carol" from December 14-23, 2018! Their new adaptation of the classic simply and directly tells of the redemption of the human soul and preserves the beautiful language, charm and humor of Charles Dickens' tale. Tickets are on sale now at TotemPolePlayhouse.org.

Council for the Arts is getting ready for the holiday season with their series of events on Tuesdays in November! On the 6th, enjoy making "Holiday Themed Handmade Paper Treat Holders." On November 13, you can create "Holiday Themed Gift Card Holders," and don't miss "Holiday Themed Explosion Box Mini Albums" on November 20. More information and events can be found at CouncilForTheArts.net.

Totem Pole Playhouse has announced the opening of the Totem Pole Playhouse Academy. The new performing arts training center will be housed in the Playhouse's recently

renovated rehearsal space. The Academy will open November 10th with a special weekend intensive for "Film & Television On-Camera Audition Technique." The two-day workshop will run from 1 p.m. to 5 p.m. on both Saturday, November 10th and Sunday, November 11th at a total cost of \$225. Participants will learn how to audition on-camera for commercials, TV series and film work. Participants will practice mock auditions using scripts from actual film, TV and commercial productions. They will be introduced to several vital industry resources with information on acquiring an agent, professional headshots, actor resumes and how to approach professional on-camera auditions. All students will be given a copy of their work on an SD card. For more information call the Totem Pole Playhouse office at (717) 352-2164 ext. 1007.

The **Franklin County Visitors Bureau (FCVB)** invites the public to the November 24th grand opening of the Franklin County 11/30 Visitors Center at 15 South Main St. The grand opening coincides with Small Business Saturday 2018 and is a day-long event from 10 a.m. to 7 p.m. It includes walking tours, book signings, speakers, musical entertainment and tours of the facility. At 5 and 6 p.m., FCVB will host a live performance of 300 Years of American History, including "1864 Ransoming, Burning & Rebirth of Chambersburg." The 11/30 Visitors Center will feature five different exhibits, changing themes every eight weeks. The grand opening exhibits are Remembering World War 1, Artisans of Franklin County, Stone Arch and Covered Bridges of Franklin County, On the Move in Franklin County, and Fresh Foods of Franklin County. For a full schedule of events, go to ExploreFranklinCountyPA.com.

Patriot Federal Credit Union recently celebrated its continued growth and expansion in Washington County, Maryland, with a ribbon cutting ceremony for its ninth branch located at 11067 Robinwood Drive, Hagerstown, Maryland – the intersection of Robinwood Drive and Medical Campus Road, across from Meritus Medical Center and next to The Elks Lodge.



Green Ridge Village is pleased to announce the hiring of Joyce Kutzner as personal care sales manager and move-in coordinator. Kutzner has extensive experience in promoting 55+ senior living products and services in Central Pennsylvania. In her new role she will develop and cultivate referral and networking relationships to introduce potential new personal care residents and their families to Green Ridge Village. Kutzner will be reaching out and introducing herself to local professionals as well as community organizations. In the meantime, if you or someone you care about is seeking the security and comfort that is an important part of Green Ridge Village Personal Care, simply contact her at 717-776-8263 or jkutzner@psl.org.

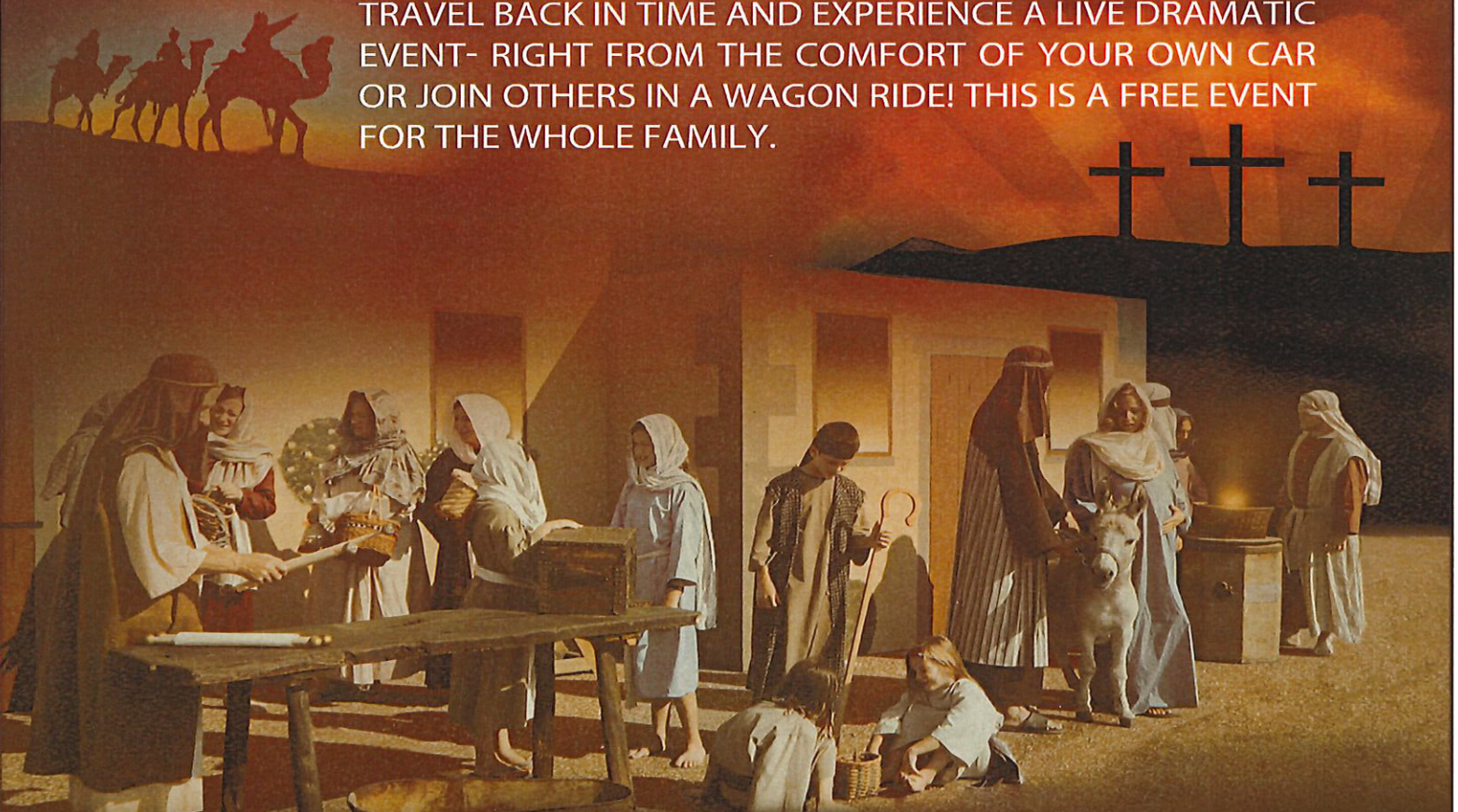
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NOVEMBER CALENDAR OF EVENTS

November

- 1** Lunch & Learn: Your Accountant, LLC
 11:30 a.m. to 1 p.m., Chambersburg Chamber, 100 Lincoln Way E., Chambersburg
- 2** Ribbon Cutting: Code Red Escape Rooms
 3 p.m., 850 Chambersburg Mall, Chambersburg
- 6-15** Reflections of Italy: Chamber Travel Club
 Travelers exploring Rome, Florence, Venice, Milan, etc. with Kay's World Class Travel
- 8** 11/30 Network Yoga Series
 5:30 p.m., Coyle Free Library, 102 N. Main St., Chambersburg
- 13** Iceland's Magical Northern Lights Info Session: Chamber Travel Club
 12 p.m. & 5:30 p.m., Chambersburg Chamber, 100 Lincoln Way E., Chambersburg
- 15** November Chamber Mixer
 5-7 p.m. at Chambersburg Heritage Center & Gift Shop, 100 Lincoln Way E., Chambersburg
- 22-23** Chamber Office Closed
 Chambersburg Chamber & Heritage Center closed in observance of Thanksgiving
- 24** Small Business Saturday with Grand Sponsor Downtown Business Council
 10 a.m.-2 p.m., giveaways for shopping downtown in front of 11/30 Visitors Center
- 29** Alaska by Land & Sea Info Session: Chamber Travel Club
 6.- 7 p.m., Chambersburg Chamber, 100 Lincoln Way E., Chambersburg

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

PROMOTE YOUR BUSINESS

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

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

Our Service Vision Statement:

We promise to be your **champion** in the community, **servicing your needs** to always be part of the solution.

It's All About Community!

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

UNITED STATES CHAMBER OF COMMERCE

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