

# The Outlook

## NEWSLETTER

GREATER CHAMBERSBURG  
CHAMBER OF COMMERCE

OCTOBER 2018

CHAMBERSBURG.ORG • 100 LINCOLN WAY EAST, CHAMBERSBURG, PA 17201

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### SAVE THE DATE

#### November 13 ICELAND'S MAGICAL NORTHERN LIGHTS INFO SESSION

The Chamber Travel Club will head to the "land of fire and ice" from October 21-27, 2019. Come learn about this amazing trip where you'll visit exhilarating places on your way to view the Northern Lights. Info sessions held with Carol DiBiase of Cruise Planners at 12 p.m. and 5:30 p.m. at the Chamber.

#### 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!

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

## Nominations sought 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](mailto:lkennedy@chambersburg.org) or call 717-264-7101 ext. 206. Nominations must be received by Monday, November 5.

*View a list of previous winners and read more about the breakfast on page 3.*



## Seats selling quickly for 3rd Annual Legislative Breakfast

Join us on Wednesday, October 24 from 7 to 9 a.m. at **The Orchards** for the 3rd Annual Legislative Breakfast co-hosted by the Franklin County chambers of commerce. Seats are selling quickly with more than 200 expected to be in attendance.

Gene Barr, CEO of the Pennsylvania Chamber of Business and Industry, will moderate the panel comprised of Senator John Eichelberger, Representative Rob Kauffman, Representative Paul Schemel and Representative Jesse Topper as they discuss important issues affecting businesses in south central Pennsylvania.

General registration is \$20 for Chamber members and \$25 for non-members. Please register online at [Chambersburg.org/Events](http://Chambersburg.org/Events) or call 717-264-7101. Sponsorship opportunities are also available. For more information, contact Angela Schaeffer at 717-264-7101 ext. 208 or email [aschaeffer@chambersburg.org](mailto:aschaeffer@chambersburg.org).

Special thanks to the Greencastle-Antrim Chamber of Commerce, Tuscarora Area Chamber of Commerce, Shippensburg Area Chamber of Commerce and Greater Waynesboro Chamber of Commerce for their support.



Senator John Eichelberger



Representative Rob Kauffman



Representative Paul Schemel



Representative Jesse Topper

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October 2018

Dear Chamber members,

In accordance with the bylaws of the Greater Chambersburg Chamber of Commerce, the Nominating Committee is pleased to report the nomination of the following members to serve on the board of directors of the Greater Chambersburg Chamber of Commerce. All of them will serve for a period of three (3) years beginning January 1, 2019.

This slate was selected after considering fair representation of the membership. Additional names of candidates for directors can be nominated by petition bearing the genuine signatures of at least 20 qualified members and must be filed within 10 days of receipt of this nominating report.

The nominees submitted by the Nominating Committee are:

**LaVan Gray**

*Nominee for first term on the board of directors.*

LaVan Gray is the president and co-founder of GearHouse Brewing Co., a small craft brewery located on Grant Street in downtown Chambersburg. Gray is a native of Chambersburg and graduated from Chambersburg Area Senior High School in 1988. He has a bachelor of science in pharmacy from Rutgers University and currently is the pharmacy manager of CVS Pharmacy inside Target on Norland Avenue. Gray has been a member of Franklin County Cyclists for the past four years and enjoys cycling in his free time. He is passionate about restoration and reuse of historic structures.

**Brian Wise**

*Nominee for first term on the board of directors.*

Brian Wise has owned several manufacturing companies in Franklin County starting with Warm Spring Machining in 1988. In 1995, Brian Co-founded Bri-Mar Manufacturing and became a leading manufacturer of trailers. Brian currently owns B Wise Manufacturing which builds over 6,000 trailers a year. Brian is on the board of directors of the National Association of Trailer Manufacturers. Brian and his companies have received many awards over the years. Franklin County Small Business of the Year award, in 1998 won the Ernst & Young Entrepreneur Award for South Central Pa. and in 2001 was awarded Young Entrepreneur of the Year award from National Association of Trailer Manufacturers. For two years, Bri-Mar was rated as one of the 100 fastest growing small businesses in America. Brian and his wife of 30 years, Missy, reside near Chambersburg. He has three children and three grandsons. He is an active member of Chambersburg Brethren in Christ Church. Brian enjoys golfing, trips with the family, Penn State football games and being with his grandsons.

**Michael J. Connor**

*Nominee for his second term on the Chamber board.*

Michael J. Connor is a partner in Walker, Connor and Spang, and has practiced law for over 20 years. His focus is on family law, estate planning and administration, residential real estate transactions and small business formation. Michael counsels individuals on a wide range of family law matters including

adoption, divorce, prenuptial agreements, custody and support. Michael lives in Shippensburg with his wife and three kids. He is the vice-chair of the Franklin County Redevelopment Authority and past president of the Rotary Club of Chambersburg. Michael is a past board of director of the Cumberland Valley Animal Shelter and Capitol Theatre Foundation. He is also an alumni of Leadership Franklin County.

### **Kim Crider**

*Nominee for her second term on the Chamber board.*

Kim Crider joined the Greater Chambersburg Chamber of Commerce's board of directors in March 2014 to fill a vacancy. Kim joined Optavia as a health coach in 2008 and is certified through the Villanova University McDonald Center for Obesity Prevention and Education. She runs a national business that supports clients to find their personal path to Optimal Health as well as trains personally chosen Optavia coaches to grow their own businesses. Kim is also a Registered and Certified Yoga Teacher, teaching yoga for corporate clients and private individuals. She has a bachelor's degree from Augusta State University in Augusta, Ga., and a master's degree in Applied Clinical Psychology from The Pennsylvania State University. She is a member of the Rotary Club of Chambersburg where she has served on several committees, including serving five years on the Rotary Foundation Board. She is an active member of the Chamber serving as chair of the board of directors, has served on several committees including the Sip and Savor committee, where she served as chair for several years, and was a recipient of the Chamber's Volunteer of the Year award. Kim also spends many hours volunteering on behalf of Rotary, Women in Need and her own business as a health coach and yoga instructor.

### **Angela Lynch**

*Nominee for her second term on the Chamber board of directors.*

Angela Lynch joined the Chambersburg Area School District Foundation in 2011 as executive director. She has a bachelor's degree from The Pennsylvania State University and a master's degree from Bowling Green State University of Ohio. She successfully completed the Penn State Management Institute, is a Certified Fundraising Executive and a Certified Educational Foundation Leader. Lynch is a member of the National School Foundation Associations, PA School Foundations, the Association of Fundraising Professionals and the Susquehanna Valley Planned Giving Council. Angela also serves as an adjunct member of the Wilson College business department faculty.

### **Carlos Perez**

*Nominee for his second term on the Chamber board.*

Carlos is the owner of Central PA Wireless – Boost Mobile with several locations in the area including two in Chambersburg. His business has continued to grow, and he is now operating 31 locations in Pennsylvania ranging from Altoona to Allentown as well as West Virginia and New Jersey. Carlos is a member of multiple organizations including the Chambersburg Hispanic American Center and Downtown Business Council. He is also involved with the Chambersburg Area Senior High School. Carlos was born and raised in Trenton, N.J. where he joined with Boost Mobile. When fleeing from New Jersey in anticipation of Hurricane Irene hitting the coast in 2011, he stayed in Chambersburg to see out the storm. He ended up liking the quaint town so much he decided to move to Chambersburg and start Boost Mobile stores in the area.

*Respectfully submitted by the 2018 Nominating Committee: Troy Garman (chair), Kim Crider, Brad Evans, Melanie Furlong and Pat Abbott.*

**BOARD OF DIRECTORS**

- Kim Crider**, Optavia - Chair
- Troy Garman**, RE/MAX Realty Agency - Immediate Past Chair
- Michael J. Connor**, Walker, Connor & Spang, LLC - Treasurer
- Sherri H. Stahl**, Summit Health - Secretary
- Michael Doncheski**, Penn State Mont Alto - Foundation President
- Eric Foreman**, Patriot Federal Credit Union - CADC Vice President
- Rod Hocker**, Johnnie's Restaurant & Hotel Service
- Carlos Perez**, CPA Wireless Boost Mobile
- Melanie Furlong**, SpiriTrust Lutheran Home Care & Hospice
- Alice Hawbaker**, LCSi Lehman Construction Services, Inc.
- Luke Martin**, Smith Elliott Kearns & Co., LLC
- Mark Story**, Franklin County Library System
- Jeff Truhan**, The Shook Home
- Mark Durniak**, Fuddruckers
- Brad Evans**, Bartlett Tree Expert Company
- Angela Lynch**, Chambersburg Area School District Foundation
- Patricia Abbott**, Strickler Insurance Agency
- Bill Boltz**, ULTA Beauty
- Jake Naugle**, Patriot Federal Credit Union
- Camilla Rawleigh**, Wilson College

**CHAMBER STAFF**

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

CHAIR'S MESSAGE

**Costa Rica, Alaska & Iceland - OH MY!**

The Chamber's Travel Club started almost two years ago with an inaugural trip to Ireland. That first tour was a huge success and the Chamber Travel Club was on its way. Each trip is meticulously planned by a revolving group of local Chamber member travel agents who pride themselves on booking unique adventures that include plenty of sightseeing, down time and guided tours. This year's trips will culminate when 30 Franklin County residents travel to Italy for a 10-day excursion to Rome, Florence, Milan, Venice and more led by Kay Estep of **Kay's World Class Travel**.

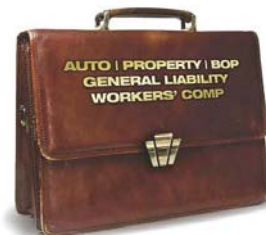


I'm personally excited about the variety of trips coming in 2019! You can visit Costa Rica in February – what better time to escape the snow and cold temperatures of a PA winter? You will have the opportunity to visit banana and pineapple plantations, the Arsenal volcano, and the Sky Walk hanging bridges. Maybe you'd prefer to avoid the summer temperatures and escape to Alaska in June? If that sounds like your perfect vacation, then you can expect a combination of land and sea travel to visit Denali, Fairbanks, Juneau and Anchorage, as well view the natural beauty of glaciers, mountains and wildlife led by **Renee Brink of UniQuest Chambersburg Travel, LLC**. October 2019 will find the Chamber Travel Club in Iceland. Who wouldn't be awed by the Northern Lights, icebergs, a black volcanic sand beach and relaxing in the warm, mineral-rich water of the Blue Lagoon? Choose one or all three and know that you will be traveling with folks from our area and in the care of local travel agents who want you to return with unforgettable memories.

A portion of the proceeds from each trip support the Chambersburg Chamber. Special thanks to **Cruise Planners, Dream Vacations, Kay's World Class Travel** and **UniQuest Chambersburg Travel, LLC** for supporting the Travel Club. For more information on how you can book your trip or attend one of the free informational sessions, please contact Joel Black at [jblack@chambersburg.org](mailto:jblack@chambersburg.org) or 717-264-7101 ext. 202.

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

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## Business Breakfast: Annual Meeting coming Dec. 6

The membership of the Greater Chambersburg Chamber of Commerce is invited to join us for our annual breakfast meeting at **Wilson College's** Laird Hall on Thursday, December 6 from 7 to 9 a.m. The breakfast will feature a keynote presentation from a guest speaker along with highlights of the Chamber's accomplishments over the last year. The 2018 Business Person of the Year will also be awarded at the breakfast.

Cost is \$20 for members or \$25 for non-members. Register online at [Chambersburg.org/Events](http://Chambersburg.org/Events) or call the Chamber at 717-264-7101. Sponsorship opportunities are available for \$750, table sponsors for \$300 and patron sponsors for \$75. To learn more about sponsorships, please contact Lark Kennedy at 717-264-7101 ext. 206 or [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org).

## October Mixer

**Holiday Inn Express & Suites** at 1097 Wayne Ave. will host our Chamber Mixer in October! Attendees will receive tours of the facility, savor delicious food and enjoy networking with the business community. The mixer will be held from 5 to 7 p.m. on Tuesday, October 16. To register for the mixer, call the Chamber at 717-264-7101 or visit [Chambersburg.org/Events](http://Chambersburg.org/Events). Interested in hosting a mixer in 2019? Limited months are still available. Please contact Joel Black at 717-264-7101 ext. 202.



### Business Person of the Year

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

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

Contact Lark Kennedy at [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org) or call 717-264-7101 ext. 206 to nominate someone for 2018.

## First Responders Appreciation Day

The 11/30 Network will host their 4th Annual First Responders Appreciation Day on Friday, December 7. The event will honor and recognize Franklin County police and sheriff departments, fire departments, emergency medical responders and the emergency services department. The community is invited to make donations that will be compiled into care packages for each station. Please join us in honoring the sacrifices of our first responders by participating!



Types of donations include gift cards, monetary funds, in-kind items (platters of donuts, bagels, subs, pizza, etc. for delivery on December 7) as well as vouchers for future use by the stations. Donors are recognized upon delivery of the care packages. Donations may be dropped off at the Chambersburg Chamber on December 5 and 6. Perishable products should not arrive until after 1:30 p.m. on December 6.

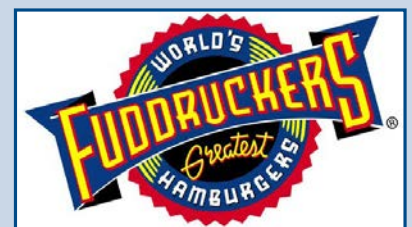
Members of the 11/30 Network and community volunteers will meet at the Chambersburg Chamber on December 7 to compile donations and deliver the packages which will include edible treats, supplies, gift cards or donations and thank-you cards from local students. If you are interested in donating or supporting the event by volunteering, please contact Amy Weibley at 717-262-0015 ext. 103. For more information, visit [1130Network.com](http://1130Network.com).

## Lunch & Learn: Improving your Sales BAT-ing Average

Join MaryBeth Staub from **Sandler Training** for this month's Lunch & Learn: "Improving your Sales BAT-ing Average" on Thursday, October 4 at 11:30 a.m. at the Chambersburg Chamber. What are the behaviors, attitudes and techniques that you need to have in place to be successful in sales? Learn the key points around each of these areas and how you can make gradual and incremental changes to raise your overall sales batting average. Register now at [Chambersburg.org/Events](http://Chambersburg.org/Events).

Lunch & Learns are free for members but advanced registration is required. No-shows and cancellations less than 48 hours in advance will be billed \$10. Special thanks to **Fuddruckers** for providing lunch!

Thank You!



Dine in at 442 Gateway Ave. for lunch or dinner, or order catering for your next event!

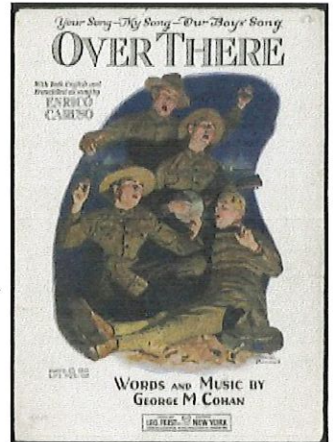
# "1918 : A SALUTE TO VETERANS"

## A CELEBRATION OF THE END OF WORLD WAR ONE



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### Reservations

Call (717) 816 9578 or [DiscoverDanceWorks@outlook.com](mailto:DiscoverDanceWorks@outlook.com)  
to reserve your seat/s or for more information.

7:00pm, Friday, Nov 9th & 6:30pm, Saturday, Nov 10th, 2018

Friendship Hall, Central Presbyterian Church,  
40, Lincoln Way West, Chambersburg.

***This is a FREE program for the Community***

**At 11am, November 11th, 1918, the guns fell silent**

*The 100th Anniversary of the end of World War One is 11am, November 11, 2018.*

*This program celebrates that Anniversary and will honor and recognise all past and serving  
Military and Support Personnel.*

*The program includes narration, popular Social and Folk Dances from  
England & the USA, France, Germany, Serbia and Belgium, popular patriotic songs, period  
& traditional folk fashions and poems from the era to celebrate the end of World War One.*

*The audience will be invited to sing along with some of the songs led by an adult choir and director.  
Words will be provided with the program.*

*A Remembrance Poppy will be provided as a memento of the evening and symbol of remembrance.*

*Images and captions of local past WWI veterans will be on display in a Gallery of Honor.*

*At the end of the program, the audience will have an opportunity to meet all the contributing artists.*



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# QuickBooks® Step-by-Step Training Manual Provided



Dates: October 17, 2018  
November 14, 2018

Location: 720 Norland Avenue  
Chambersburg, PA 17201

Time: 9:00AM – 12:00PM



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mobile device for more info.

## 4 Easy Ways to Register Now!

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

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On-Line: [www.schultheisscpa.com](http://www.schultheisscpa.com) – click on the resources link

Mail Below Registration: Schultheiss & Associates  
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### Is Your Office Making These 21 Critical Mistakes?

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

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

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

3 Reports that will stop wasted expenses and overhead.

3 Critical errors in setting up your chart of accounts.

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- **Spouses** who help with the books on a part-time basis.
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  - **Bookkeepers** who need a better understanding of QuickBooks®.
    - **First-time** users just new to QuickBooks® software.
- **Seasoned users** who want to take advantage of the advanced features of QuickBooks®.

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

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Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

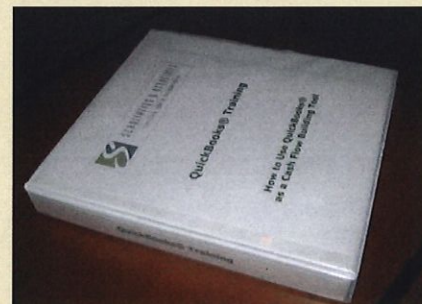
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

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

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

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

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



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## Leadership Franklin County Youth discusses diversity



Leadership Franklin County Youth (LFCY) were back to school with their first session of the new school year. On September 11, the students met at **Wilson College** for a session led by Maria Banks of the **Chambersburg Area School District** beginning with an overview of leadership principles to be explored during the upcoming sessions. Banks introduced the five leadership practices outlined in their textbooks by James Kouzes and Barry Posner: Model the Way, Inspire a Shared Vision, Challenge the Process, Enable Others to Act and Encourage the Heart.

Sessions also included a discussion on diversity. Banks led the students through exercises designed to help the students better understand themselves and others. They discussed the similarities and differences they have with others. Various exercises were also used to examine uncontrollable factors that impact their lives. The students talked about how they can use this knowledge to demonstrate leadership. After lunch, the students spoke about their community service projects for the year. The students will work with the Teens for a Better Tomorrow to expand last year's Be Kind initiative to all the schools in the county this February.

Leadership Franklin County Youth is sponsored by **Wilson College**.



## 13 students begin LFC Community journey

Leadership Franklin County Community began the 2018-2019 class with a weekend retreat at Mill Road Adventures, a division of **Folium, Inc.** in September. The members of the class started with ice-breaking and team-building activities led by Randy Wilson of **REEL PD** and Mark Keck of Folium. On Saturday morning, the students were split into teams and heard community service project proposals from five nonprofit organizations. With tips from Alan Estes of **GDC IT Solutions**, each team selected their service project for the year. The teams are provided with mentors: Bill Coy of **Orrstown Bank**; Heather



McEndree of the **Cumberland Valley School of Music**; Darby Fritsche of **Patriot Federal Credit Union** and Angela Quigley of **Smith Elliott Kearns & Company**. Mentors provide assistance to each team as they navigate through their project. The weekend concluded with more team-building exercises and a chance to climb the adventure course tower.

The class of 2018 consists of: Fauzia Chaudhary of **Orrstown Bank**, Kathryn Gratton of the Arts Alliance of Greater Waynesboro, Crystal Lantz of **Wilson College**, Shannon Lee of **Healthy Communities Partnership**, Danielle Lovelace of **Corning Credit Union**, Casey Morris of **F&M Trust**, Becca Mumma of Patriot Federal Credit Union, Melisa Ostrowski of **Franklin County Head Start**, Morgan Plummer of Hagerstown Neighborhood Development, Emily Scott of **JLG Industries**, Shawn Stevens of **Keystone Health**, Austin Williams of **Sears Holding Company** and Nicole Wilson of **Smith Elliott Kearns & Company**.

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

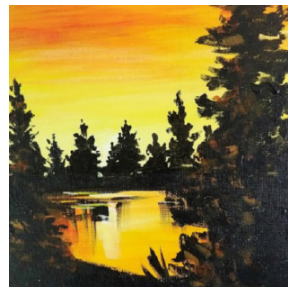


**DOWNTOWN CHAMBERSBURG, INC.**

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

## Upcoming events at The Foundry

Interested in developing a new talent or skill? **The Foundry** has several upcoming classes to help you tap into your inner artistic talent! On Friday, October 12 join Dee Henry as she teaches you how to paint a beautiful 11"x14" acrylic of a fall harvest scene. Cost is \$35 per person and all supplies are provided. Must be at least 14 years old, attendees under 18 must be accompanied by a parent or guardian. Register at [TheFoundryArtsCoop.com](http://TheFoundryArtsCoop.com)



Thinking about making your own jewelry? Attend a jewelry making workshop to design your own statement ring and matching, or not, dangling pierced earrings! You'll be able to choose from a variety of beads to design your jewelry. The workshop will be held on Saturday, October 13 at 3 p.m. Cost is \$30 per person with all supplies included. Must be at least 16 years old; attendees under 18 must be accompanied by a parent or guardian. Halloween is nearly here! What better way to celebrate than



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**So You Can Get Back to Business**



participating in a fun workshop creating your own watercolor mosaics? Participants will have three designs to choose from. The class will be held from 2 to 3 p.m. on Sunday, October 14. Cost is \$10 for one 8x10" canvas or \$25 for three 8"x10" canvases. This event is great for families - anyone over the age of eight is welcome to attend. Children under the age of eight may attend with parent guidance. All supplies and materials are included with your ticket purchase.

The Foundry is home to an eclectic mixture of handmade works by artists from around the Cumberland Valley. The corner store houses a retail shop where guests can purchase unique items as well as participate in a wide array of classes. For more information, call 717-261-0706 or visit FoundryArtsCoop.com.

## IceFest is around the corner!

Each year, local businesses support our area through the largest festival of the year -- IceFest! Nearly 20,000 people will gather in downtown Chambersburg during the four-day festival from January 31 to February 3 to view more than 85 sculptures and enjoy tons of family-friendly activities.



IceFest is now accepting ice sculpture sponsors from local businesses and organizations. Single block sculptures are available for as low as \$355 and will be seen by thousands of residents and visitors during the event. For more information, please contact Penny Shaul at 717-263-8529 or email chambersburgicefest@gmail.com. For best prices, order before October 31.

IceFest is the largest ice festival in Pennsylvania and is held downtown each year. Proceeds from the event support the **Council for the Arts, Downtown Business Council of Chambersburg** and **Downtown Chambersburg Inc.** Special thanks to **M&T Bank** for their grand sponsorship of the event.

## Support local businesses Nov. 24

The holiday shopping season will kick-off the weekend after Thanksgiving with Small Business Saturday in downtown Chambersburg on November 24.

Downtown Chambersburg Inc. will host the annual event with more than 20 local businesses offering holiday deals and discounts. Special thanks to **Downtown Business Council of Chambersburg** for sponsoring!



Shoppers who spend \$25 or more on Saturday, November 24 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.

Sponsorships still available at the \$250 or \$500 levels! Contact Sam

Thrush at sthrush@chambersburg.org or call 717-264-7101 ext. 204. Learn more about the event at DowntownCb.org.

## 48th Annual Christmas Parade



The most magical time of the year is almost here! Soak in the holiday cheer by entering a float in **Downtown Business Council of Chambersburg's** annual Christmas Parade held on Saturday, November 17 at 6 p.m. Santa will also make his first appearance to light the Christmas tree at the conclusion of the ceremony.

Businesses and organizations are welcome to enter a float in the parade. Cost for commercial entries is \$125 and non-commercial entries (including nonprofits) is \$35. All entries must be festively decorated for Christmas; entries are due by November 7. For more information visit DiscoverChambersburg.com or call 717-261-0072.

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The Greater Chambersburg Chamber of Commerce will name the 2018 Business Person of the Year at the Chamber’s Annual Business Breakfast on Thursday, December 6 at Wilson College. We are actively seeking nominations for this award from members of the Chamber of Commerce.

**Criteria for Business Person of the Year include:**

- The individual selected shall be someone who has started, developed, expanded or effectively managed a business in the Chambersburg area for a minimum of five years.
- Evaluation for the award will cover the most recent 10-year-period.
- The individual will be evaluated for business, civic and/or volunteer work and accomplishments.
- The individual selected shall be someone who has contributed to the economic growth and development of the Chambersburg area. Contribution and involvement in the growth and development of human, natural or financial resources of the community should be considered.
- The individual should be a recognized leader in the community.
- The business must be a current member of the Greater Chambersburg Chamber of Commerce and must have been a member for at least one calendar year (view the member business directory at [www.chambersburg.org](http://www.chambersburg.org) or call 717-264-7101 for verification of membership).

To nominate someone, complete the following nomination form and return it to the Chamber of Commerce. **Nominations must be received no later than Monday, November 5.** Please return the completed nomination form to:

Greater Chambersburg Chamber of Commerce  
 Attn: Lark Kennedy  
 100 Lincoln Way East, Suite A  
 Chambersburg, PA 17201

**OR** email to  
[lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org)

Please review the past recipients of the award to ensure your nominee has not already been awarded. Past recipients include:

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

**Nomination form on the following page.** If you would like additional information about the Business Person of the Year award or if you have any questions, please contact Lark Kennedy: [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org), 717-264-7101 ext. 206.



## **NOMINATION FORM:**

Name of Nominee \_\_\_\_\_

Nominee's Business \_\_\_\_\_

Nominee's Email \_\_\_\_\_ Phone \_\_\_\_\_

Your name and contact information (optional) \_\_\_\_\_

---

### **Why should your nominee be recognized as the 2018 Business Person of the Year?**

Please be sure to address the following attributes/experiences of the nominee in your essay response:

- Professional leadership/excellence in the field
- Business growth
- Community involvement/impact on the community

*You are invited to provide any additional information/materials you feel properly supplements the nomination including, but not limited to, press releases, award recognitions, relevant reports detailing strategies implemented for business growth, examples of community involvement, etc.*



**Return form by Monday, November 5** to Lark Kennedy, lkennedy@chambersburg.org or  
mail to: Greater Chambersburg Chamber of Commerce, 100 Lincoln Way E. Suite A, Chambersburg, PA 17201

## Local business & leader honored



Nearly 500 business representatives and political leaders gathered at Green Grove Gardens last month for the **Franklin County Area Development Corp. (FCADC) Annual Industry Appreciation Dinner** last month. During the event, **Mercersburg Printing** and Joanne Cochran of **Keystone Health** were honored for their contributions to the community.

Mercersburg Printing was recognized as the Small Business of the Year for their dedication to the community, charitable giving and environmental stewardship. The business has 43 full time employees and began in 1997 with Don Shenberger. His family still owns and operates the business at their 11,000 sq. ft. facility located at 9964 Buchanan Trail West in Mercersburg. Douglas Shenberger accepted the award at the event.



The Zane A. Miller Award was given to Joanne Cochran, president and CEO of Keystone Health, for her impact on the community. Cochran co-founded Keystone to provide health services to Franklin County's migrant farm workers in 1986. The business began with three volunteers to deliver seasonal health care to those in need, and saw about 500 patients. Since that time, the health center has expanded to treat more than 50,000 patients per year. Keystone Health is the only federally-qualified community health center serving Franklin County.



## 11/30 Network Dinner Etiquette

Join the young professionals group for the Dinner Etiquette event hosted with **Wilson College** on Thursday, October 25 at 5:30 p.m. in the John Stewart Memorial Library. Young professionals and college students will be dining and learning together about proper etiquette.



There's a reason people conduct business over a meal -- it's a strategic way to get to know someone. But what is the proper etiquette in a business setting? Hear from instructor Angela Lynch on best etiquette practices while enjoying dinner and conversation with students and young professionals. You'll learn how to handle business meals professionally so you make a great impression.

Dinner cost is \$20 for young professionals and \$15 for Wilson College students. The menu includes a chicken dish with options for vegan, vegetarian or gluten free. Please RSVP by Sunday, October 21 to secure your seat and special meal preference. Seats are available first come, first served.

The event is for 11/30 Network members and Wilson students only. 11/30 members are permitted to bring one non-member guest. For more details or to register, visit [Chambersburg.org/Events](http://Chambersburg.org/Events).

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AROUND TOWN WITH THE CHAMBER

### FCADC Annual Dinner

Several staff of the Greater Chambersburg Chamber of Commerce and board members were pleased to attend the Industry Appreciation Dinner hosted by the Franklin County Area Development Corp. at Green Grove Gardens in September.



### Art Sign Co. Mixer

We had a fantastic night celebrating Art Sign Company of Chambersburg, LLC's 70th Anniversary at the August mixer! Delicious cuisine was provided by The Butcher Shoppe. Thank you Art Sign Co. for hosting our members at 470 Nelson Street.



### The Drive with NEWS TALK 103.7FM

Our membership director, Joel Black, enjoyed an afternoon at Boswell's Pipes & Cigars in September for a live broadcast hosted by NEWS TALK 103.7FM.



### Jersey Mike's Subs Grand Opening

Welcome Jersey Mike's Subs to 241 Walker Road in Chambersburg! To celebrate, they ran a special sub deal to support the United Way of Franklin County and give back to the community. The Chamber staff enjoyed the ribbon cutting and purchased subs to support the cause.



### Ribbon Cutting: Discount Mart

Congrats Discount Mart! They celebrated the opening of their store at 1672 Lincoln Way East in Chambersburg. Discount Mart is a retail store that provides quality products at discount prices. Items include clothing, furniture, electronics, housewares and more.





SMALL BUSINESS SATURDAY

DOWNTOWN CHAMBERSBURG

— NOV. 24 —

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# Small Business Saturday Sponsorship Opportunities

**Date:** Saturday, November 24, 2018      **Location:** Downtown Chambersburg      **Projected Attendance:** 1,000+

**About the event:** Downtown Chambersburg Inc. will be coordinating specials and celebrating our local businesses for Small Business Saturday. Activities planned include giveaways, great shopping deals and more, all of which bring people downtown to support locally-owned small businesses! *DCI is a 501(c)(3) tax exempt organization.*

**Contact:** Sam Thrush, President of Downtown Chambersburg Inc., (717)264-7101 ext. 204, sthrush@chambersburg.org

**Grand Sponsor - \$2,000 – one available** - Sponsor will receive benefits:

- Logo on two Small Business Saturday banners hung at the Chambersburg Heritage Center & Gift Shop at the intersection of Routes 11 and 30 for three weeks
- Logo on all Downtown Chambersburg promotional materials
- Logo placement in Downtown Chambersburg e-newsletter (2,400+ distribution)
- Logo on Downtown Dollar giveaway table (2,400+ distribution)
- Logo in the Small Business Saturday Guide
- Company name mentioned on our radio show
- Four mentions in Social Media promotions (over 9,000 Facebook likes, 1,900 Instagram followers and 1,100 Twitter followers)
- Opportunity to provide marketing materials for distribution to participants on Small Business Saturday
- Opportunity to staff the giveaway table, distribute company marketing materials
- We will provide you with Shop Small branded merchandise provided by American Express



(2,400+ distribution)  
own retail establishments  
owners and 1,100 Twitter  
Small Business Saturday  
table and hand out

**Premier Sponsor - \$500** - Sponsors will receive the following benefits:

- Logo in the Small Business Saturday Guide handed out to shoppers that day
- Mention in Downtown Chambersburg promotional materials for Small Business Saturday, as space allows
- Mention in the Downtown Chambersburg e-newsletter two times leading up to event (2,400+ distribution)
- Mentions in Social Media promotions (over 9,000 Facebook likes, 1,900 Instagram followers and 1,100 Twitter followers)
- Opportunity to provide marketing materials for distribution to participants on Small Business Saturday
- We will provide you with Shop Small branded merchandise provided by American Express

**Benefactor Sponsor - \$250** - Sponsors will receive the following benefits:

- Company name in the Small Business Saturday Guide handed out to shoppers that day
- Mention in Downtown Chambersburg promotional materials for Small Business Saturday, as space allows
- Mentions in Social Media promotions (over 9,000 Facebook likes, 1,900 Instagram followers and 1,100 Twitter followers)
- We will provide you with Shop Small branded merchandise provided by American Express

**Yes, I would like to sponsor Small Business Saturday!**

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 \_\_\_\_\_

MEMBER SPOTLIGHTS

**Everence**

1331 South 7th St., Suite 203, Chambersburg, PA 17201  
717-251-2131 | cedric.roth@everence.com

**Everence** is a faith-based financial services organization that helps individuals integrate their faith and values when making financial decisions.



**IceFest '18 Events**

The Chambersburg office opened in June 2018. Everence has been in the financial services industry for over 70 years. Everence is a fraternal benefit society rooted in the Anabaptist tradition of mutual aid. We exist to serve, equip and benefit our members. Profits are returned to our members through the sharing fund. Sharing funds are distributed to congregations through grants to assist its community.

We offer insurance products, savings and investment services, banking services, charitable services and educational resources and events.

**Fast Ink Screen Printing & Embroidery Co.**

111 North Main St., Mercersburg, PA 17236 | 717-328-5057  
barb@fastink.com | FastInk.com

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We offer custom online stores for school uniforms, spirit wear, fundraisers or company branded merchandise. Being in charge of ordering for a group can be overwhelming - we offer this service to make it easier for you -- the group coordinator lets us know what products to offer for sale, we set up the website, take the orders, collect the money, package each order individually and if it's a fundraiser we deliver a check made payable to the organization along with the individually bagged orders. Our customers love this service and come back year after year and refer others.

If you are looking for T-shirts, golf shirts or giveaways with your logo or another design, please give us a call a 717-328-5057 or email us at sales@fastink.com. You'll be happy you did.

We make it easy to make a great impression!

PA CHAMBER UPDATE

**PA tax code analysis**

*This article was written by the Pennsylvania Chamber of Business and Industry.*

The PA Chamber unveiled a new study recently, "Pennsylvania: A 21st Century Tax Code for the Commonwealth," that presents a comparative analysis of the state's tax structure with other states and provides a menu of policy options to improve Pennsylvania's tax system and overall competitiveness.

Compiled by the Tax Foundation and funded via a grant from the PA Chamber, the report shows that Pennsylvania relies more heavily on corporate taxes as a revenue source than most other states. According to the U.S. Census Bureau, 4.7 percent of Pennsylvania's state and local tax collections come from the corporate income tax, while the national average is 3.7 percent. The heavy reliance on volatile corporate taxes can make the state's budget process more difficult. The report ranks Pennsylvania fourth among the states in terms of corporate income tax collections, while the state's corporate income tax structure ranks seventh worst in the nation.

During a recent media call, PA Chamber Government Affairs Vice President Sam Denisco expressed optimism that elected officials will have an appetite in the upcoming legislative session to adopt some of these much-needed, long-overdue recommendations. While Denisco acknowledged that strides have been made in recent years to boost the state's competitiveness, he said that a reduction in Pennsylvania's 9.99 percent Corporate Net Income Tax rate and a full elimination of the cap on Net Operating Losses would significantly improve the state's opportunities to attract investment and create jobs. For more information about this report visit PaChamber.org.



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## WELCOME NEW MEMBERS!

### Restaurants

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elcojerseysubs@gmail.com

## OCTOBER MILESTONE ANNIVERSARIES

### 75 Years

#### Shively Motors, Inc.

### 45 Years

#### Martin and Martin, Inc.

### 30 Years

#### Nuera Transport

### 25 Years

#### RE/MAX Realty Agency - John B. Baker

### 20 Years

#### ATA Alarm and Communication Gish Logging MC Plum Inc. Plumbing, Heating & A/C Stake's Auto Sales Superior Floorcoverings & Kitchens Tip Top Cleaners

### 10 Years

#### Brethren Fellowship

### 5 Years

#### Apple Valley Waste Services, Inc. Steve Rice Law

### 1 Year

#### 180 Me, LLC McKissick Properties LLC PeopleReady Ty Construction Company, Inc.

## Buy local and support Chamber Card merchants!

Celebrate the beginning of fall by jump-starting your holiday shopping! The Chamber Card, sponsored by Penn National Insurance, is a free discount card available at the Chamber. It offers special discounts on many products and services from participating Chamber members. For a complete, updated list of deals, visit [Chambersburg.org/ChamberCard](http://Chambersburg.org/ChamberCard). Please note, not all deals are listed below, restrictions apply.



*Interested in joining the Chamber Card program for less than \$1 per week? Contact Laiton Suders at [lsuders@chambersburg.org](mailto:lsuders@chambersburg.org) or call 717-264-7101.*

- **Applebee's:** 10% off total check, excluding alcohol and gratuity
- **Bartlett Tree Experts:** 10% discount for new customers only on any tree and shrub care service over \$250
- **Belle Jewelers:** 10% off regular priced item (Pandora is excluded)
- **Best Friends Animal Hospital:** \$10 off your office visit
- **Big Oak Cafe:** 10% off your purchase
- **Chambers' Apothecary:** 20% off all durable medical supplies
- **Chambersburg Automatic Transmission:** 5% off not to be used with any other offers
- **Chambersburg Chiropractic:** 15% off cash services
- **Dental Solutions of Chambersburg:** New patients- \$55 off cleaning & exam with x-rays
- **Forrester's Lincoln:** Sign-up for free rewards membership and get extra discounts
- **Franklin Clothing Outlet:** 10% discount - not valid with any other offers.
- **Gartenberg Jewelry:** 1/2 off Watch Battery (Limit 2 per visit)
- **Hamilton Hyundai:** 15% off any service or repair
- **Heritage Center Gift Shop:** 10% off your purchase, some restrictions
- **Kathy's Deli:** Buy 1 item at regular menu, get 1/2 off the same item when you order 2
- **Kenny's Grill & Ice Cream:** 10% off
- **LA Cameras:** 10% off all photo processing and printing, 10% off all photo gifts
- **Ludwigs Jewelers Inc:** 15% off- Excludes closeout merchandise and estate items
- **Lyons & Company:** 10% off any regular priced purchase
- **M.C. Plum, Inc Plumbing, Heating & A/C:** 10% off labor for any new customer
- **Meadows Original Frozen Custard of Chambersburg:** 10% off your total bill
- **Mim's Mighty Meaty Hoagies:** 15% off total bill
- **MJ Hair Studio:** 20% off retail (reg. price), excludes makeup and skincare.
- **Modnur Pharmacy:** 10% off merchandise excluding prescriptions, tobacco & clearance
- **Norland Ave. Pharmacy:** 10% off regularly priced gifts, vitamins, supplements and oils
- **Orchard's Restaurant:** 15% off entrées
- **Papa John's Pizza:** 50% off from 11 a.m. - 4 p.m. everyday on regular menu items only
- **PeopleReady Staffing Specialists:** \$50 off first invoice (minimum of 8 hours)
- **Penn National Resort Community:** BOGO large bucket of balls at the Driving Range
- **Printaway:** 19 cent color copies, restrictions apply
- **Salvation Army Thrift Store:** Extra 15% off your purchase
- **Sam's Flooring Inc.-** 5% off of all materials purchased, restrictions apply
- **Snaveley's Garden Corner:** 10% off one regular priced item (no other discounts apply)
- **Service Master Professional Cleaning:** 10% off Mold Remediation
- **Subway at Chambersburg Crossing:** 10% off regular priced menu items, restrictions
- **Subway at Shippensburg Walmart:** 10% off regular priced menu items, restrictions
- **Subway 100 W. King St., Shippensburg:** 10% off regular priced menu items, restrictions
- **Subway, 965 Wayne Ave., Chambersburg:** 10% off regular priced menu items, restrictions
- **Subway at Chambersburg Wal-Mart:** 10% off regular priced menu items, restrictions
- **Subway in Mercersburg:** 10% off regular priced menu items, restrictions
- **Superior Floor Coverings & Kitchen:** 10% off carpet, restrictions apply
- **The Shook Home at The Quarters:** Move into the Quarters at the Shook and receive one free month
- **Totem Pole Playhouse:** 10% off any single admission ticket, restrictions apply

GIVING BACK

**Franklin County Housing Authority** has contributed to the community through participation in National Night Out for several years. Celebrated in August, National Night Out is an annual event across the country that strives to strengthen relationships between the community and public safety departments. Their staff volunteer their time to assist with the event from beginning to end. Local human service agencies join them in their efforts by providing information and activities to our residents. Members of the Chambersburg Police and Fire Departments also attend, bringing with them a police dog and fire apparatus. Young children enjoyed learning and experiencing the fire truck and observing the service dog. Special thanks to the community for its support!



MEMBERS IN THE NEWS

Six new accounting associates joined **Boyer & Ritter**, one of Central Pennsylvania’s largest accounting firms. Kelly Bender earned an M.B.A. in 2018 and a B.S. in Business Administration in 2017 from Shippensburg University’s John L. Grove College of Business. Stephen F. Baier earned dual B.S. degrees in Accounting and Economics from Susquehanna University in 2018. Jacqueline G. Hauck earned her Master of Accountancy in 2018 and a B.S. in Business Administration in 2017 from Bloomsburg University. John Carlos Rebimbas Tavares earned his B.S. in Business Administration with an accounting major and fraud examination minor in 2017 and a Master of Accountancy in 2018 from Bloomsburg University. Nicholas Rumberger earned his B.S. in Business Administration with a special interest in auditing in 2018 from Kutztown University. Erica M. West earned her B.S. in Accounting from in 2018 Susquehanna University’s Sigmund Weis School of Business.

**Boyer & Ritter CPAs and Consultants**, one of the region’s largest accounting firms, is pleased to announce the hiring of Vishnu Patel as a tax associate. Patel previously worked as an associate for KPMG LLP in Virginia, where he prepared and reviewed federal, international and local tax returns for clients. He also assisted two multinational companies with organizational restructurings aimed at reducing tax filings and improving organizational efficiencies. From his time as a commercial realtor with Coldwell Banker Select Professionals in Hershey, Patel has a unique understanding of financial issues surrounding the leasing and purchasing of investment and business properties.



In response to the growing demand for teacher certification programs, **Wilson College** has expanded its former Teacher Intern Program (TIP), now offering an online-only certification program and a program for foreign language teachers, as well as the traditional program. Now under the umbrella of the Teacher Certification Pathways (TCP) program, the certifications are aimed at those who already hold bachelor’s degrees in virtually any major but lack the requirements to become certified to teach in the Commonwealth. Despite a minor name change, Wilson’s Teacher Intern Pathway (TIP) remains the same as the former teacher intern certification program, which is geared to people who live within an 80-mile radius of Chambersburg. For information about Wilson’s TCP programs, visit [Wilson.edu](http://Wilson.edu).



During **Penn State Mont Alto’s** Evening Talk and Star Party Fall Series, faculty and staff will share their experiences and expertise in a diverse collection of topics, from astronomy to forestry and music. The series will be held on Wednesdays, October 24 and November 14 in the General Studies Auditorium. They begin at 7:30 p.m. and are free and open to the public. “Student Life at Mont Alto: 1908 and 2018” will be presented by Peter Linehan who will discuss different social and academic conditions at Mont Alto between 1908 and 2018. “The True Story of How and Why Handel wrote ‘Messiah’,” will be presented by Bill Rolar, instructor in music on November 14. Weather permitting, there will also be a Star Party after each presentation in the field between Orchard Road and the General Studies Building parking lot from 8:45 to 10 p.m. For more information, contact Debra Collins at 717-749-6112 or email [dlc43@psu.edu](mailto:dlc43@psu.edu).



Officials at the **H. Ric Luhrs Performing Arts Center at Shippensburg University** have announced the addition of 15 new events to the 2018-2019 lineup. Tickets are now available to the public; a group discount is available for groups of 20 or more for most events. Reserved tickets can be purchased by visiting or calling the Luhrs Center box office at 717-477-SHOW (7469) or online at [LuhrsCenter.com](http://LuhrsCenter.com). The new events include: “Ballroom Dance Lessons,” “Cirque Mechanics: 42 FT – A Menagerie of Mechanical Marvels,” “The Sound of Music” and more. Visit [LuhrsCenter.com](http://LuhrsCenter.com) for more details.





**Valley Community Housing Corporation**

(VCHC), a not-for-profit Pennsylvania 501(c)(3) organization,



is pleased to develop Parkview Corner, 40 rental units of affordable housing for seniors aged 62 and older in the Chambersburg Borough. Not only will Parkview Corner provide high quality affordable housing units to seniors, the development is also uniquely designed to encourage interaction between residents and the wider community through its physical design and community partnerships. VCHC has purchased the 1.6-acre site from Chambersburg Area School District and plans to develop a three-story apartment building. The project will include 36 one-bedroom units, four two-bedroom units, a café and game room, beauty salon, nurse's suite, fitness center, community room with kitchen, library, activity room and offices for management and supportive services.

**Summit Primary Care** family doctor Ashley Martin is encouraging parents to make informed decisions regarding vaccinating their children. Measles, a highly contagious but vaccine-preventable disease, spreads through coughing, sneezing or other contact with the mucus or saliva of an infected person. Symptoms typically appear one to three weeks after infection and include: rash; high fever; cough; and red, watery eyes. Dr. Martin is encouraging parents who may have decided against the vaccine to speak with a healthcare professional about options for catching their child up. For more information on immunizations, please visit [SummitHealth.org/Immunizations](http://SummitHealth.org/Immunizations).

**Valley Community Housing Corporation (VCHC)** is proud to announce the opening of their new Chambersburg office. The VCHC administrative office is located at 82 West Queen St., the former location of Black & Davison Law Offices. Office hours are Monday through Friday, 9 a.m. - 4:30 p.m. The phone number for VCHC is 717-977-3900.

**BWISE Manufacturing, LLC** is excited to welcome Gena Reath and Dean Frey to their team. Reath joins BWISE Manufacturing in the Purchasing Department as a buyer with 25 years of procurement and purchasing experience. Before joining BWISE Manufacturing, Reath held procurement positions for worldwide stone manufacturers for the past 10 years. Her responsibilities will include maintaining constant contact with vendors to ensure service, quality and competitive pricing. Frey joins BWISE Manufacturing as a parts flow specialist with over 30 years of inventory management experience. Before joining BWISE Manufacturing, he held the position of purchasing agent and inventory manager for a multi-location retail pool and spa store.



**Wilson College** has been awarded nearly \$300,000 from the U.S. Department of Justice Office on Violence Against Women (OVW) Campus Program to strengthen the college's ability to respond to crimes of sexual assault, domestic violence, dating violence and stalking on campus. The grant will enable Wilson to create Phoenix Against Violence, a comprehensive, coordinated program to prevent sexual and dating violence in the Wilson community and to enhance victim safety and support. The college plans to hire a full-time coordinator and implement an in-depth training program for students, faculty and staff, as well as work closely with community partners such as Women in Need and the Chambersburg Police Department to coordinate responses. Wilson officials plan to begin implementing the PAV program in October.

**Lee & Associates of Eastern Pennsylvania** has appointed Bill Shrader as vice president. Bill brings over 20 years of experience in site selection, evaluation and development to Lee & Associates and their client base. Prior to joining Lee & Associates, Bill held vice president positions at both Ahold USA and Giant Food Stores, and has also served as director of real estate for Giant. His extensive knowledge in corporate real estate strategies, lease negotiations and project permitting is well known to landlords, developers and co-tenants across the mid-Atlantic region. For more information visit [Lee-Associates.com/Pennsylvania](http://Lee-Associates.com/Pennsylvania).



The Chambersburg branch of **Integrity Home Mortgage Corporation (IHMC)** has moved and is now located at The Hub on 77 North Third St. Suite 202. The office is new but the team of professionals at IHMC have been fixtures in the local mortgage industry for years.

Bill McHugh has been in mortgage banking since 1991 and has extensive knowledge of the industry. Ted Gosnell got into the mortgage business in 1990; prior to that he originated personal (car) loans for various banks, and he has over 40 years of lending experience. Heather Ross, also a long time native, has been a part of both the real estate and mortgage businesses in Franklin County for the past 14 years. Please feel free to stop by the new office and meet the Chambersburg Branch of IHMC or visit [IHMCLoans.com](http://IHMCLoans.com).

**Schaedler Yesco Distribution, Inc. (SYD)** has been named one of the Best Places to Work in PA, an annual award program designed to identify, recognize and honor the best places of employment in Pennsylvania, benefiting the state's economy, its workforce and businesses. This is the eighth year in a row and twelfth time overall that SYD has won the esteemed award. Companies from across the state entered the two-part process to determine the 100 Best Places to Work in PA. Schaedler Yesco Distribution will be recognized at the Best Places to Work in PA awards banquet on Thursday, November 29, at the Lancaster County Convention Center in Lancaster, PA.



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

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## OCTOBER CALENDAR OF EVENTS

### October

- 4** Lunch & Learn: Improving your Sales BAT-ing Average  
 11:30 a.m. to 1 p.m., Chambersburg Chamber, 100 Lincoln Way E. Chambersburg
- 10-14** Civil War Tour: Lincoln's City & John Wilkes Booth Escape  
 Various times based in Frederick, Md. More details: CivilWarSeminars.org
- 14** 11/30 Network Fall Hike  
 9:30 a.m., Thaddeus Stevens Trail, Chambersburg. More details 1130Network.com
- 16** October Chamber Mixer  
 5-7 p.m., Holiday Inn Express & Suites, 1097 Wayne Ave., Chambersburg
- 24** Franklin County Legislative Breakfast with Grand Sponsor JFC Staffing Companies  
 7-9 a.m., The Orchards, 1580 Orchard Dr., \$20/members, \$25 non-members
- 25** 11/30 Network Dinner Etiquette with Wilson College  
 5:30-7:30 p.m., 1015 Philadelphia Ave., John Stewart Memorial Library at Wilson College

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

### *Our Service Vision Statement:*

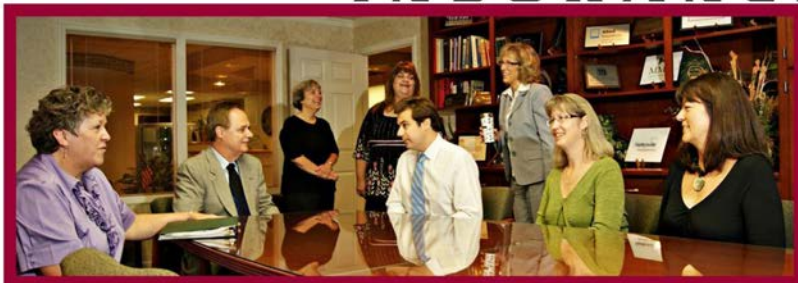
We promise to be your **champion** in the community, **servicing your needs** to always be part of the solution.

## *It's All About Community!*

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