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#### SAVE THE DATE

**October 10-14**

#### **LINCOLN'S CITY & BOOTH'S ESCAPE: CIVIL WAR TOUR**

Tours of Mr. Lincoln's Washington, John Wilkes Booth Escape Route and historic Frederick, Md. Sites include Ford's Theatre, Lincoln Memorial, Surratt Tavern, Dr. Mudd House and more. Join Chambersburg Civil War Seminars & Tours for this unforgettable tour! Learn more by contacting Lark Kennedy at 717-264-7101 ext. 206.

**November 24**

#### **SMALL BUSINESS SATURDAY**

Shop in downtown Chambersburg throughout the day and enjoy giveaways, holiday deals and more while supporting small businesses!

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

## Educator in the Workplace launches to connect classrooms and businesses

CHAMBERSBURG, PA -- The Greater Chambersburg Chamber Foundation and the **Chambersburg Area School District (CASD)** are partnering to present Educator in the Workplace (EITW); a program designed to connect classrooms and businesses that will help schools prepare students for workforce needs in Franklin County.

More than 20 educators from CASD will participate in the program during the 2018-19 school year by obtaining real world experience at area employers. The knowledge gleaned from these visits will be taken back to the classroom and used to enhance their curriculum.

"We are very excited to be partnering with the Chambersburg Area School District to provide this valuable program to our community," said Robin Harmon, executive director of the Greater Chambersburg Chamber Foundation. "Workforce development continues to be a key need in our community, and this will undoubtedly serve as a great tool to help our educational institutions and businesses work even more closely."

The participating educators cover many subjects such as English, Latin, math, vo-ag, science, tech education, special ed and business. Businesses the teachers will visit throughout the school year will include **Aerotek, All Sound Pro, Borough of Chambersburg, Franklin County Conservation District, Franklin County Government, JLG Industries, Johnnie's Restaurant & Hotel Services, Keystone Health, LCSi Lehman Construction, Manitowoc, Martin's Famous Pastry Shoppe, Inc., Menno Haven, Patriot Federal Credit Union, Solinkit, Summit Health and Volvo Construction Equipment.**

*Story continued on page 3.*

## Chamber Travel Club announces 2019 tours to Costa Rica, Alaska and Iceland

We are excited to announce three tours to Costa Rica, Alaska and Iceland as part of the Chamber Travel Club's 2019 destinations! All are welcome to journey with the Chamber on guided tours of some of the most beautiful and talked about regions of the world.

"We've worked closely with our Chamber member travel agents to bring the highest quality tours to our local residents while benefiting small businesses," said Joel Black, membership director of the Chambersburg Chamber. "These trips are designed to deliver an unforgettable experience as travelers become immersed in local culture, see spectacular sites and enjoy native cuisine – all with a core group of friends, family and neighbors from Franklin County."

Travelers interested in the trips detailed on the following pages are encouraged to contact Joel at the Chamber for more information. 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](mailto:jblack@chambersburg.org).

*Story continued on page 3.*



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*rharmon@chambersburg.org*
- Sam Thrush - President of Downtown Chambersburg Inc.  
*sthrush@chambersburg.org*

CHAIR'S MESSAGE

**Supporting our nonprofits**

Like many communities, the Chambersburg area has a multitude of nonprofits that help different segments of our local population. The nonprofit sector tackles often complex and seemingly never-ending issues such as homelessness, hunger, abuse, illiteracy and addiction.



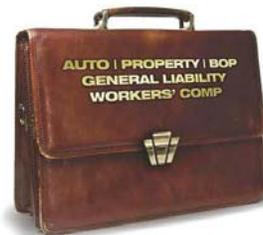
We are blessed to live and work in a generous community, I was surprised to learn recent changes to tax laws are having a profoundly negative effect on charitable giving to our nonprofits. As many of you are already aware, our nonprofits survive on grants and charitable giving. A decrease in that giving can mean the difference between one more child receiving food over the summer months or not, the loss of employment and even the closing of a nonprofit's doors.

In my current position, I see firsthand how the for-profit and not-for-profit worlds intersect and need each other. One example is the dire need for a skilled workforce that many local businesses are struggling to obtain. Several local nonprofits train, find housing for, cloth and provide resources for potential employees. All of these resources are provided to people unable to access those resources on their own, and in turn employers receive the skilled labor they need to turn a profit. Examples such as this are too numerous to list in this short message, but I will leave you with this – whether or not you've ever contributed your time or dollars to a nonprofit, I encourage you to please do so now.

These organizations exist to care for the issues and people that are often overlooked and/or underserved; every donation hour and penny counts not only for the folks who need the services but for the business community as well!

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

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(CONTINUED FROM COVER)

## Educator in the Workplace

Educator in the Workplace will culminate with a showcase in Spring 2019 where educators will share what they have learned and how it has impacted their curriculum. Orientation for EITW kicked-off in mid-August with participating teachers touring ULTA Distribution Center and listening to presentations about our local economy and workforce needs.



Presenters at the orientation were Mike Ross of **Franklin County Area Development Corp.**, Polly Fiegl of the Office of Vocational Rehabilitation, Brenda Bowersox of the PA Department of Labor and Industry Bureau of Vocational Rehabilitation and Mike Barba of SCPa Works. Other presenters included Tim Hodge of KRA discussing employment and mentoring programs as well as Angela Austin of Summit Health covering soft skills and non-traditional career paths.

Educator in the Workplace is funded from a grant through SCPa Works. To learn more about the program, contact Harmon at 717-264-7101 ext. 205 or email rharmon@chambersburg.org. The Greater Chambersburg Chamber Foundation, a 501(c)3 organization, is an affiliate of the Greater Chambersburg Chamber of Commerce. It is dedicated to advancing the free enterprise system through education and by promoting citizenship and leadership. Learn more at Chambersburg.org/ChamberFoundation.

(CONTINUED FROM COVER)

## Chamber Travel Club 2019

### *Natural Wonders of Costa Rica*

From February 16-24, 2019 travelers will explore the natural wonders of Costa Rica hosted by **UniQuest Chambersburg Travel, LLC** and Globus. Trip highlights include a visit to a banana plantation, a guided cruise through Tortuguero National Park, a tour of the rainforest and an opportunity to spot beautiful and endangered wildlife. Travelers will also enjoy a walking tour of LaFortuna de San Carlos, spectacular views of the Arenal Volcano and a visit to Natura Park.

Travelers will also experience the Skywalk hanging bridges, Santa Elena Cloud Forest Reserve and family-owned Trapiche farm. Pricing begins at \$2,108 land price per person, based on double occupancy and includes first-class lodging, daily breakfast, five lunches and five three-course dinners. Airfare prices are to be coordinated by Uniquest. For more details, please attend the free information session (light refreshments provided) on **Thursday, September 20 from 6 to 7 p.m.** at the Chambersburg Chamber. Register online at Chambersburg.org/Events.

### *Alaska by Land & Sea*

Go deeper into the rugged interior of America's last frontier: Alaska organized by **UniQuest Chambersburg Travel, LLC** from June

18-28, 2019. This 10-night vacation will include four days of travel by deluxe motorcoach to Fairbanks, a scenic rail journey to Denali, views of Anchorage and glacier-carved Turnagain Arm. The second half of the journey includes a cruise on Royal Caribbean's Radiance of the Seas with stops at Hubbard Glacier, Juneau, Skagway, Icy Strait Point and more. Cost is \$2,801.48 per person based on double occupancy with air travel organized by UniQuest.

Join us for a free information session with Renee Brink of UniQuest on **Thursday, September 13 from 6 to 7 p.m.** at the Chambersburg Chamber, 100 Lincoln Way East. Register online at Chambersburg.org/Events.

### *Iceland's Magical Northern Lights*

The Chamber Travel Club will head to the "land of fire and ice" October 21-27, 2019 with once-in-a-lifetime excursions including an exhilarating evening northern lights cruise to view the aurora borealis. Travelers will also spend time at Thingvellir National Park, view the amazing Gullfoss Waterfall, see the Jökulsárlón glacial lagoon and relax in a natural geothermal pool. These outstanding experiences and more will be guided by Carol DiBiase of **Cruise Planners** as well as Collette.

Join us for a free information session held at the Chambersburg Chamber hosted by Carol Dibiase and Collette on **Tuesday, November 13 at 12 p.m. and 5:30 p.m.** To register, visit Chambersburg.org/TravelClub or call Joel Black at 717-264-7101 for updated information. Cost is \$3,999 per person based on double occupancy and includes 10 meals during the seven-day excursion. A round trip flight from Washington Dulles Airport is included as well as transportation from Chambersburg, airport transfers in Iceland, hotel transfers, air taxes, fees and surcharges.

The Chamber Travel Club is an opportunity for local residents to enjoy unique group travel experiences with their neighbors to domestic and international destinations. For more information about upcoming trips or to join the Travel Club e-newsletter, visit Chambersburg.org/TravelClub.

## Elected state officials to discuss business climate

The Franklin County chambers of commerce will co-host the 3rd Annual Legislative Breakfast sponsored by **JFC Staffing** on Wednesday, October 24 from 7 to 9 a.m. at **The Orchards**. 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.



More than 200 attendees are expected to attend the breakfast, which has sold out in past years. General registration is \$20 for Chamber members and \$25 for non-members; register online at Chambersburg.org/Events. Sponsorship opportunities are also available.

CHAMBERSBURG

# DUCK DERBY 2018



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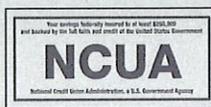
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\*No annual fees but the following apply - Foreign Transaction fee: 1.00% of each transaction in US dollars. Fees as of 5/16/18 and may change anytime.

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

## Upcoming Dale Carnegie course



Leadership Franklin County (LFC) Advanced will host Dale Carnegie: Creating Engaging Workplace Cultures later this month. This half-day leadership course will be an opportunity to learn, reflect and identify ways to enhance your own corporate culture featuring John Rodgers of **JR Rodgers & Associates**. The course will be held at the Penn State Extension, Ag Heritage Building at 181 Franklin Farm Lane in Chambersburg on

Tuesday, September 25 from 8 a.m. to 12 p.m. Cost is \$99 per person and includes a continental breakfast.

Corporate culture may be the most important item on your agenda, but it's not likely to be a line item on your budget. It is frequently addressed in meetings, but seldom acted upon in any significant way. Culture is the thing that you do when you have the time or a little extra budget.

However, we all know that the right corporate culture provides the foundation for sustainable growth and profit. Driving a culture that engages employees is a critical element for success and our fundamental responsibility as leaders. For more information about the course, or to register, contact Robin Harmon at 717-264-7101 ext. 205 or visit Chambersburg.org/Events.

LFC Advanced is part of the Greater Chambersburg Chamber Foundation, an affiliate of the Chambersburg Chamber. The Foundation is a 501 (c)(3) corporation exclusively for charitable, educational and cultural purposes. Learn more about Chambersburg.org/ChamberFoundation.

## DOWNTOWN CHAMBERSBURG, INC.

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

## Duck Derby 2018 tickets

Get your tickets for the 2018 Duck Derby! More than 2,000 little rubber duckies will race down the Falling Spring Creek, over the falls and head to the finish line near the bridge in Chambers Fort Park. The 5th Annual Duck Derby presented by **Patriot Federal**



**Credit Union** will be held on Saturday, September 22 in downtown Chambersburg to raise funds for downtown revitalization.

Winning ducks will receive up to \$250 and the last duck to cross the finish line will receive \$25. Ducks are \$5 each or \$25 for a Quack Pack of six. Please purchase your ducks in advance as they sell out quickly! Spectators are welcome to cheer their ducks to the finish line on September 22 at 2:30 p.m. Order your tickets online at Chambersburg.org/Events or contact Sam Thrush at 717-264-7101 ext. 204.

org/Events or contact Sam Thrush at 717-264-7101 ext. 204.

## Final 2018 Second Saturday movie



The final Second Saturday movie showing is planned for September 8 at Chambers Fort Park with a screening of *Despicable Me 3* (2017). Everyone is invited to this family-friendly event with kids' activities starting one hour before showtime, and the movie screening at dusk. In case of inclement weather, the movie screening will be moved to the **Coyle Free Library**. Special thanks to **F&M Trust** and **Summit Health** for sponsoring!

Second Saturdays are free and open to the public. Attendees are encouraged to bring blankets and chairs. Chambers Fort Park is located between North Main Street and the Rail Trail at the confluence of the Conococheague and Falling Springs. For more information, visit DowntownCburg.com.

## Murals unveiled September 7

More than 30 local artists of all ages submitted works of art as part of the 6th Annual Downtown Mural Project. Their color and creativity will be on display in various downtown locations starting September 7. Photos of the murals will be posted on Downtown Chambersburg's Facebook page later this month. Residents are encouraged to vote for their favorites by "liking" the photos. Winners will be chosen in various categories including "Judge's Choice" and "People's Choice."

For more information about the project and mural locations, visit DowntownCburg.com. Special thanks to the following businesses for donating supplies to support the project: Carter Lumber, **Franklin County Career and Technology Center** and **ReStore Habitat for Humanity of Franklin County**.



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717-264-7101 ex. 206 | [CivilWarSeminars.org](http://CivilWarSeminars.org)

## 2019 military history tours announced



Chambersburg Civil War Seminars & Tours will host three military history tours in 2019 with an expected attendance of more than 250 guests traveling to Franklin County from all over the United States, Canada and United Kingdom.

The 6th Annual Ed Bearss Symposium on Military History will be held May 1-5, 2019 in Chambersburg at the Hampton Inn. The event will include tours of Civil War sites in southern Pennsylvania including Monterey Pass; military history sites in Washington County, Maryland including the Hagerstown Aviation Museum. Guests will also travel the Forbes Campaign of 1758 featuring stops at Fort Ligonier, Bushy Run Battlefield and more. Speakers and tour guides will include Ted Alexander, Steve Bockmiller, Dr. Richard Sommers and others. The award-winning historian and author, Martin West, will also attend the conference.

“Antietam” happening July 23-28 based in Shepherdstown, W. Va. will be a total immersion event as the largest Antietam seminar ever held. Speakers and tour guides will include Scott Hartwig, Tom Clemens, Carol Reardon, Dennis Frye, John Michael Priest, Steve Recker, Ted Alexander, John Schildt and others. Detailed battlefield walks and specialized tours of the campaign such as Crampton’s Gap, Harpers Ferry, the C&O Canal during wartime, the Battle of Shepherdstown and more.

From October 23-27, 2019 the “Guerillas, Partisans and Raiders” conference will be based in Chambersburg and examine irregular warfare through the ages from the Romans to present. Tours of McCausland’s Raid, the Johnston/Gilmore Baltimore Raid, Mosby’s Confederacy, McNeill’s Rangers’ raids against the B&O Railroad and more. Speakers and guides will include Martin West, Kevin Pawlak, Michael Hardy, Ted Alexander, Steve French, Brian Steele and others.

Chambersburg Civil War Seminars & Tours is a division of the Greater Chambersburg Chamber of Commerce and held in partnership with historian Ted Alexander. For more information about the upcoming seminars, or to register, visit [CivilWarSeminars.org](http://CivilWarSeminars.org) or call Lark Kennedy at 717-264-7101 ext. 206. Special thanks to **Franklin County Visitors Bureau** for their advertising cooperative support.



## Sold-out “Roads to Gettysburg” Conference

In late July, more than 75 people from 23 states including California, Ohio, Arizona, New York, New Jersey, Virginia, North Carolina, Mississippi, Connecticut and Florida as well as the United Kingdom gathered in Chambersburg to learn about the Confederate cavalry action leading up to the 1863 Battle of Gettysburg. Chambersburg Civil War Seminars & Tours hosted the five-day conference at the **Hampton Inn** in Chambersburg with historian Ted Alexander.

Guests at the conference enjoyed four days of bus tours traveling to various places in Virginia including Aldie, Middleburg, Upperville, Brandy Station and Winchester. Talks were also held with well-known historians including Eric Wittenberg, Dennis Frye, Steve French, Craig Swain, Jeff Wert, Jonathan Noyalas, Jerry Holsworth and others. Meals were provided by **Premier Events, LLC, Kathy’s Deli, Cracker Barrel, Montezuma Mexican Restaurant** and others. Special thanks to **Bollman Charter Service, Inc.** for their service.

More than \$2,800 was also raised for battlefield preservation through raffle and silent auction donations. These funds are given to various nonprofit organizations throughout the year to support our Civil War heritage.



## Lincoln’s City & Booth’s Escape

Join Chambersburg Civil War Seminars & Tours for a one-of-a-kind tour exploring Washington, D.C. as President Lincoln knew it and following the tracks of the assassin, John Wilkes Booth. From October 10 to 14 based in Frederick, Md., we will be led by Edward Steers Jr. - the leading authority on the assassination of Abraham Lincoln having authored/edited numerous books about Lincoln’s death including “Blood on the Moon,” “The Lincoln Assassination Conspirators,” “His Name is Still Mudd” and others.

Joan Chaconas of the Surratt House Museum will also lead our group as we follow the path of John Wilkes Booth! She is a historian and researcher at the Surratt House Museum and one of her greatest finds during her research was the discovery of the lost statement of conspirator George Atzerodt.

Seats are limited! Please join us as we dive into the political, social and economic factors that shaped Lincoln’s presidency and track the trail of the elusive Booth as he fled into the Virginia

# THRIVING FAMILIES VIBRANT COMMUNITY

TUESDAY SEPT 18  
6:00 PM



## SCCAP FUNDRAISING BANQUET



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Join us for a lovely evening to celebrate and invest in the important work being done in our local community!

To buy a ticket, host a table, or be a sponsor go to [www.sccap.org](http://www.sccap.org)



# SCCAP's Annual Banquet



Greetings!

We are excited for SCCAP's Franklin County 2018 Fundraising banquet to be held on Tuesday evening, September 18, 2018! We invite you to consider serving as a table host, which is a critical role in making this banquet night a success.

As a table host, you have perhaps the most important job in preparing for the fundraising banquet—inviting people to learn about and consider supporting SCCAP. We are asking each table host to think of people in our community who might be a potential supporter of SCCAP's vision and mission and invite them to join you on September 18<sup>th</sup> for a wonderful dinner banquet.

We are excited to have Dr. Al Condeluci as our keynote speaker for the evening. Dr. Condeluci is the CEO of Community Living and Support Services (CLASS) and is a professor at the University of Pittsburgh. He writes, speaks, and consults on issues related to culture, community, and building social capital across diverse populations. Al is an engaging and thought-provoking speaker and we are privileged to have him join us.

In addition to hearing Al speak, you will also find the evening to be a wonderful opportunity to hear more about the work SCCAP is engaged in, learn of the success we are seeing, as well as, hear directly from some of the amazing families at SCCAP who are breaking the cycle of poverty! We want this to be a time to celebrate and invest in the amazing things that have been accomplished in our community!

## Banquet Details

**Date:** Tuesday, September 18, 2018; 6pm

**Location:** King Street Church, The Baker Center

**Cost:** \$20 each (\$150 for a table of 8)

**Program Information:** The evening will include a catered meal, personal stories, keynote speaker Al Condeluci, an opportunity to invest, and more!

**For more information, to reserve a table or to reserve a seat, go to [www.sccap.org](http://www.sccap.org)**

Thank you so much for considering being a table host or attending the banquet – it will be a night filled with inspiration.

Sincerely,

A handwritten signature in blue ink that reads 'Megan Shreve'.

Megan Shreve  
SCCAP CEO

*SCCAP's vision is to see thriving families for a vibrant community.*

**Adams County Main Office**  
153 North Stratton Street  
Gettysburg, PA 17325

717-334-7634

[www.sccap.org](http://www.sccap.org)

**Franklin County Main Office**  
533 South Main Street  
Chambersburg, PA 17201

717-263-5060

## Utilizing popular Chamber member benefits

As a member of the Chambersburg Chamber, there are many member benefits to take advantage of. Three of our most popular benefits are listed below, and more can be viewed online at [Chambersburg.org/MemberBenefits](http://Chambersburg.org/MemberBenefits).



Lunch & Learns are held once each month and are free for members to attend with lunch provided courtesy of **Fuddruckers**. Do you have an important industry topic the business community would be interested in learning about? Host a Lunch & Learn! Members pay \$75 to present at the Chambersburg Chamber for an hour presentation on their topic of choice. For more information, contact Laiton Suders at [lsuders@chambersburg.org](mailto:lsuders@chambersburg.org).



Are you preparing for a business milestone, expansion or anniversary? Let us help by scheduling a ribbon cutting to celebrate. We will help with promotions, e-invitations and day-of logistics including a photo to capture the moment. Ribbon cuttings are a great way to maximize exposure for your business. Contact Joel Black, membership director, at 717-264-7101 ext. 202 for more details.

Looking for an opportunity to showcase your business with fellow Chamber members? Host or co-host a Chamber mixer! Mixers are monthly at a Chamber member business and should include a form of entertainment (facility tours, product demos, live music, etc.) as well as refreshments for guests. Between 50 and 125 guests usually attend mixers depending on the season. To learn more about how you can host or get involved with mixers, please reach out to Joel Black at 717-264-7101 ext. 202 or email [jblack@chambersburg.org](mailto:jblack@chambersburg.org).

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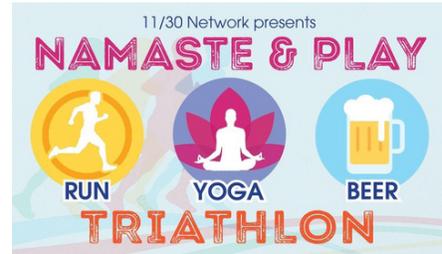
## September Mixer

Join us in celebrating the grand opening of SpringHill Suites by Marriott in Chambersburg during our September mixer. The event will be held on Tuesday, September 18 from 5 to 7 p.m. at 451 Gateway Ave. in Chambersburg. We'll enjoy delicious refreshments, networking and tours of the all-suite hotel. To register for the mixer, please call 717-264-7101 or visit [Chambersburg.org/Events](http://Chambersburg.org/Events).



SpringHill Suites by Marriott Chambersburg opened in mid-August with spacious suites and a vibrant lobby to offer flexible spaces perfect for working, meeting or relaxing. Enjoy free Wi-Fi, a pool, fitness center and complimentary hot breakfast. The Market is also open 24/7!

## 11/30 Network Namaste & Play



Join the young professionals network for their second annual triathlon for all, from fitness fanatics to those with a more laid back workout routine. The 11/30 Network Namaste & Play event will be held at Gearhouse Brewing Company at 253 Grant St. in Chambersburg on Saturday, September 15 from 10 a.m. to 1 p.m. This fun event features a 1-2 mile run/walk, 60 minutes of yoga as well as yard and beer games. Hosted by the 11/30 network and the **Cumberland Valley Martial Arts and Yoga Center**.

## Shatzer's Fruit Market is Open!



Enjoy seasonal fruits, jams, honey, gifts & more

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AROUND TOWN WITH THE CHAMBER

## 23rd Annual CrabFeast

Nearly 300 people attended the 23rd Annual CrabFeast in late August at the AMVETS Post 224 in Chambersburg. Proceeds from the event are used to support downtown revitalization through Downtown Chambersburg Inc.



## Roads to Gettysburg Civil War Tour

Nearly 75 people attended the summer Civil War Conference based in Chambersburg at the Hampton Inn. Guests from all over the United States and the United Kingdom attended the five day event with tours of Brandy Station, Mosby's Confederacy and others. Learn more about Chambersburg Civil War Seminars & Tours, a division of the Chambersburg Chamber, at [CivilWarSeminars.org](http://CivilWarSeminars.org).



## Certified Tourism Ambassadors

Laiton Suders of the Chamber staff graduated with the third Certified Tourism Ambassador class recently. The program is hosted by the Franklin County Visitors Bureau to increase tourism by inspiring front-line employees and volunteers to turn every visitor encounter into a positive experience.



## Paramount Senior Living Mixer

Chamber members enjoyed delicious cuisine, facility tours and networking at our July mixer hosted by **Paramount Senior Living** at 6375 Chambersburg Road. Thank you for hosting us!



## SpringHill Suites by Marriott Chambersburg Opens

Welcome **SpringHill Suites by Marriott** to Chambersburg! They celebrated their Grand Opening last month at 451 Gateway Avenue in Chambersburg. The newly constructed all-suite hotel blends design and functionality at an affordable price.



# QuickBooks® Step-by-Step Training Manual Provided



**Dates:** September 12, 2018  
October 17, 2018

**Location:** 720 Norland Avenue  
Chambersburg, PA 17201

**Time:** 9:00AM – 12:00PM



Scan QR code with mobile device for more info.

## 4 Easy Ways to Register Now!

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

**Fax Completed Registration:** 717-267-1464

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

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

### Is Your Office Making These 21 Critical Mistakes?

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

### Who Should Attend QuickBooks® Training?

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

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

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

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

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

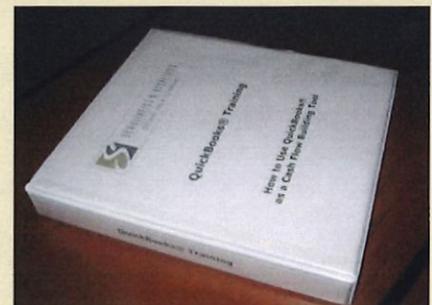
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

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

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

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

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



Payments Accepted: Check ♦ Cash ♦ Mastercard ♦ Visa



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# FRANKLIN COUNTY LEGISLATIVE BREAKFAST

**Date:** Wednesday, October 24<sup>th</sup>

**Location:** The Orchards

**Projected Attendance:** 200

**About the event:** The Franklin County chambers of commerce will host a legislative breakfast featuring our state elected officials. Attendees will participate in a dialogue with our state legislators on important issues affecting the business climate in south central Pennsylvania.

**Contact:** Angela Schaeffer, Director of Operations, 717-264-7101 ext. 208, [aschaeffer@chambersburg.org](mailto:aschaeffer@chambersburg.org)

**Grand Sponsor - \$1,000 – JFC Staffing** - Sponsor will receive the following benefits:

- Preferred seating for a table of 8
- Opportunity for a representative to speak at the breakfast about your business for a few minutes
- Logo featured on the event webpage and on all event promotional materials
- Logo featured in the program
- A full-page ad on the back of the program
- Opportunity to set up a promotional table near the entrance of the event in the registration area
- Mention during the welcome as the Grand Sponsor
- Company name mentioned in all media releases about the event
- Logo featured in Greater Chambersburg Chamber of Commerce print newsletter recap article

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

- Preferred seating for a table of 8
- Opportunity to place marketing materials at each guest table
- Logo featured on event webpage
- Logo featured on event promotional materials as space allows (company name listed when logo is not included)
- A half page ad in the event program
- Company name featured in the program
- Logo featured on a PowerPoint slide at the event
- Mention during the welcome as a Premier Sponsor
- Logo featured in Greater Chambersburg Chamber of Commerce print newsletter recap article

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

- Preferred seating for a table of 8
- Company name featured on the event webpage
- Company name listed 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 Greater Chambersburg Chamber of Commerce 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 Greater Chambersburg Chamber of Commerce newsletter recap article

**[Yes, I would like to sponsor the 2018 Franklin County Legislative Breakfast](#)**

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 Angela Schaeffer, Director of Operations: Mail to Greater Chambersburg Chamber of Commerce, Attn: Angela Schaeffer, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201; or email to [aschaeffer@chambersburg.org](mailto:aschaeffer@chambersburg.org); or fax to 717-267-0399.

MEMBER SPOTLIGHTS

**REEL PD**

2118 Hillview Dr., Fayetteville, PA 17222 | 717-414-6064  
 randy.j.wilson@gmail.com | JohnCMaxwellGroup.com/RandyWilson

**REEL PD**, which stands for Reliable Efficient & Ethical Leadership – Professional Development IceFest '18 Events

was established in July 2015 by Randy Wilson. Randy's passion is to help individuals and teams get from where they are to where they want to be. That is accomplished via tailored solutions such as individual or group coaching sessions, teachings on many possible topics over multiple weeks, team building events to address various challenges, lunch & learns to bring home a specific message to a team, speeches at corporate events, or any other format that fits your needs.



Randy also provides youth development through a variety of messages that help today's kids from 8-18 years of age. A few of the common topics include helping kids to realize their values and gifts, learn how to communicate successfully with others, and know that failure is actually OK.

Randy is a 25-year veteran of the U.S. Air Force and a six-year veteran of the corporate world. He also pilots the leadership and team-building portion of the Chambersburg Chamber of Commerce's Leadership Franklin County Program.

Partnering with Randy starts with a simple conversation, so reach out to him today and get started– he would love to help you!

**C & C Coffee/Denim Coffee**

15 N. Main St., Chambersburg, PA 17201 | 717-559-3141  
 contact@denimcoffeecompany.com | DenimCoffeeCompany.com

Exciting changes are coming to **C & C Coffee** on the square in downtown Chambersburg! Having recently changed ownership to Denim Coffee, C & C now offers a full espresso and coffee menu

featuring fresh roasted specialty coffees from local roaster Denim Coffee. C & C's menu has something for everyone including teas, smoothies, iced lattes, cold brew coffee, UnDone Kombucha (by the



cup or growler), fresh baked scones, muffins, cookies, brownies, paninis and wraps served 11 a.m. – 2 p.m., 12 oz. bags of fresh roasted coffee for home brewing and many more exciting treats!

Stop by soon, C & C's friendly baristas are here to help make your day a little brighter with a well-crafted coffee or latte! Now open seven days a week; Monday through Saturday, 7:30 a.m. – 5 p.m. and Sunday, 8 a.m. – 1:30 p.m.

Looking for a meeting space or private room for your next event? Rent our middle meeting room with seating for up to 25 guests. Email contact@denimcoffeecompany.com for more details and to reserve a date today.

For more information please visit [DenimCoffeeCompany.com](http://DenimCoffeeCompany.com)

PA CHAMBER UPDATE

**New commission looking into public pension costs**

The Pennsylvania State Employees' Retirement System and the Public School Employees Retirement System have established a new commission that is tasked with analyzing and developing recommendations to address the state's unfunded public pension liability, which according to a story recently by WHYY Radio, is anywhere between \$66 billion and \$89 billion.

Last year, the legislature passed and Gov. Tom Wolf signed Act 5 of 2017 – a comprehensive public pension reform bill that earned the PA Chamber's support because it helped to rein in the growth of the pension systems by requiring most state and public school employees hired in 2019 and after to enter into a retirement plan that includes a 401(k)-style component. This is a change from the defined benefit pension system in which current state and public school employees are enrolled, which places all of the responsibility to pay for funding shortfalls on taxpayers. While Act 5 shifts some of that risk to employees, the legislation did not address current pension costs that each year make up a huge and growing share of school districts' and the state's budgetary spending.

According to the WHYY story, Pennsylvania State Treasurer Joe Torsella said that one of the main focuses of the commission will be to make investment fees more transparent, as \$5.5 billion was "wasted" over the last decade by high-risk funds from investment managers. The PA Chamber has historically supported this reform. "The real message this morning was about alignment," Torsella said following a public hearing on the subject. "If you can't measure it, you can't manage it. And if you don't know what it is, then you don't know if the interests of the beneficiaries of the plan and the taxpayers are aligned with the interests of the managers." The Commission has set a goal to find \$1.5 billion in savings over the next 30 years for each system.

The commission has six months to develop recommendations for PSERS and SERS.



*This article was written by the Pennsylvania Chamber of Business and Industry. For more details, visit [PaChamber.org](http://PaChamber.org).*

## WELCOME NEW MEMBERS!

### *Individual*

**Carolyn Best**

carolynjbest@gmail.com

### *Engraving*

**Engraved Memories Plus**

Randy Myers

111 Quarry Road

Chambersburg, PA 17202

(717) 267-2363

www.engravedmemoriesplus.com

emp@yoursafetyco.com

### *Health Care Services*

**Kidz Therapy Zone, LLC**

Allison Klimowicz

1134 Kennebec Drive, Suite B

Chambersburg, PA 17201

(717) 446-0439

www.ktherapyzone.com

allisonk@ktherapyzone.com

### *Training Services*

**Sandler Training**

MaryBeth Staub

1600 Sixth Avenue

York, PA 17403

(717) 578-8449

www.getano.sandler.com

marybeth.staub@sandler.com

### *Hotels, Motels, Bed & Breakfasts*

**SpringHill Suites by Marriott**

Amanda Haupt

Chambersburg

451 Gateway Avenue

Chambersburg, PA 17201

(717) 263-1300

www.marriott.com/hotels/

travel/hgrsc-springhill-suites-

chambersburg

shsdos@areyamanagement.com

## SEPTEMBER MILESTONE ANNIVERSARIES

*25 Years*

**Keystone Termite & Pest Control**

*15 Years*

**Kelsey Springs Landscaping**

**Pregnancy Ministries, Inc.**

*5 Years*

**Cross & Crown**

**Foxhole Technology, Inc.**

*1 Year*

**Clarion Inn & Suites of**

**Chambersburg**

**DeRock Electric Company**

**Ryan A. Stouffer, CPA, PC**

**Scenic Landscapes, Domestic and**

**International**

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717-264-7101 ext. 206 or [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org)

MEMBERS IN THE NEWS

**F&M Trust** is pleased to announce the following promotions.

Rachel Bowers was promoted to community office manager for the Chambers Pointe and Brookview Community Offices. Bowers joined F&M Trust in 2017 and has more than six years of experience in financial services. Her most recent role



was the assistant financial services officer for the bank's Waynesboro Community Office. Hannah Rebeck was promoted to investment and trust services assistant relationship manager. Rebeck joined the bank in 2014 and was most recently the investment and trust services support specialist. Please visit [FMTrustOnline.com](http://FMTrustOnline.com) for more information.

Amanda Kegerreis, residential mortgage and consumer loan processing manager, previously worked for F&M Trust from 2009-2014 and she rejoins the bank with over 12 years of experience in financial services. Most recently she was the quality assurance analyst for PSECU. Tin Ly, mortgage originator in southern Franklin County, will be responsible for managing existing mortgage clients and developing new relationships in an effort to expand the bank's mortgage lending in the region. His experience includes more than 15 years in financial services and he was most recently employed as a residential loan officer at First United Bank and Trust in Hagerstown, MD.

David Bimler, assistant vice president, residential mortgage and consumer lending manager, has over 31 years of experience in the mortgage industry and in his new role he is responsible for managing the bank's residential mortgage and consumer lending department. He was most recently employed by Mortgage America and owns three hair salon franchise locations. Alyssa Proctor, assistant vice president, investment and trust services relationship manager, is responsible for providing trust administration, investment, estate and retirement services in Franklin County and the surrounding area. She has over 10 years of experience in financial services and was most recently employed as an investment counselor at BB&T Investment Services.



is responsible for providing trust administration, investment, estate and retirement services in Franklin County and the surrounding area. She has over 10 years of experience in financial services and was most recently employed as an investment counselor at BB&T Investment Services.

**Smith Elliott Kearns & Company, LLC** was named as a national leader in *INSIDE Public Accounting's* 28th annual ranking of the largest accounting firms in the nation, the IPA 200. IPA is an award-winning newsletter for the accounting profession. The IPA 200 is one of the most comprehensive lists of its kind and is the most current snapshot of the financial and operational health of accounting firms. More than 550 firms participate in the annual ranking process and SEK&Co ranks as the 188th largest public accounting firm in the nation, up three spots from last year's ranking.

Great Place to Work Institute has honored **SpiriTrust Lutheran®** with certification as a Great Place to Work. The certification process considered nearly 500 employee surveys from across the entire agency. Great Place to Work, an independent research and consulting firm, evaluated more than 60 elements of team members' experience on the job. These included employee pride in the organization's community impact, belief that their work makes a difference, and feeling their work has special meaning. Rankings are based on employees' experiences, no matter who they are or what they do. Robert Rundle, president and CEO, believes that the honor can be attributed to team members and their dedication to serving residents, clients and participants.

**Totem Pole Playhouse** has announced that their production of the mega-hit Broadway musical "Mamma Mia!" set a new box office record for advance ticket sales in the Playhouse's 68-year history. Over \$280,000 in tickets have been sold, putting the show on track to surpass last season's box office record-breaking production of "Million Dollar Quartet." For more information, go to [TotemPolePlayhouse.org](http://TotemPolePlayhouse.org).



**ACNB Corporation** recently announced record financial results for the six months ended June 30, 2018, with net income of \$10,420,000. Compared to net income of \$5,359,000 for the six months ended June 30, 2017, this is an increase of \$5,061,000 or 94% over comparable period results. Basic earnings per share was \$1.48 and \$0.88 for the six months ended June 30, 2018 and 2017, respectively, which is an increase of 68%. James Helt, president & CEO of ACNB Corporation, believes that their strong financial results validated the success of the organization's initiatives and growth strategies.

**The Franklin County Library System** is calling all young readers! Now through December 29, 2018, readers in first through eighth grades are invited to join Mr. G's Reading Club. In an effort to encourage a continued love of reading, each entry includes an immediate monetary reward in the form of a crisp, new \$2 bill. Participating readers will be required to complete each entry form with the following information: reader's name; signature of reader's parent or guardian; title, author, and page count of book read; and a brief report about their wonderful book.

Entry forms may be obtained by contacting Kiely Fisher at Besore Library in Greencastle or Sarah Applegate at Coyle Free Library in Chambersburg. To be eligible, participating readers must hold a current library card for their local FCLS branch library. Avid readers may enter more than once. A completed entry must be received by the library before a new entry form will be distributed. Sponsored by Hank and Jan Guarriello, three winners will be chosen from each library's pool of participants and will be awarded cash prizes in the amounts of

\$50, \$100 and \$250. All entries must be received by December 29, 2018. Winners will be selected mid-January 2019. For additional information, please contact: Kiely Fisher, Besore Library, [fisher@fclspa.org](mailto:fisher@fclspa.org) or Sarah Applegate, Coyle Free Library, [sapplegate@fclspa.org](mailto:sapplegate@fclspa.org).

At **Summit Health**, eight female leaders were recently recognized, as their contributions earned Summit Health a national ranking by Forbes. Summit Health ranks 33 on the list of America's Best Employers for Women 2018. The list, put out by Forbes last week, was developed with research company, Statista by surveying more than 40,000 Americans, including 25,000 women, working for businesses with at least 1,000 employees. The final list ranks the top 300 employers that received the most recommendations and boast the most gender-diverse boards and executive ranks.



Chief Financial Officer Kimberly Rzomp, who has worked for Summit Health for 35 years, was proud to have Summit recognized among prestigious companies such as Estee Lauder and Google. While Rzomp says she has observed a transition in society when it comes to women and the roles they have played in the workforce, she feels grateful that Summit Health has always welcomed an individual point of view, rather than polarizing staff by gender. Other female leaders at Summit share similar sentiments and gratitude for the honor. Barbara Rossini, vice president of planning and community relations said she sought out a career path at Summit Health to help her achieve a better work-home balance while her three sons were still school-aged, but quickly came to realize additional fulfillment from her work with the organization. Beyond their integral duties for the organization, these female leaders also wear perhaps their most significant hat, as role models for other women and men both within the walls of Summit Health and beyond in the Franklin County community.

In September, the **Council for the Arts** will resume hosting their Tuesday Morning Home School Art Class, weekly at 10:30 a.m. Community members can also enjoy events such as The Beauty of Abstraction, Poppies Felted Wall Hanging and The Art of Paper Quilting. For information and registration, visit [CouncilForTheArts.net](http://CouncilForTheArts.net).



**The Foundry** is offering three classes this month: Paint Your Pants, Fun Fall Abstract Paint Party and Mixed Media Workshop. Don't miss a chance to celebrate community, creativity and beautiful artwork! Go to [FoundryArtsCoop.com](http://FoundryArtsCoop.com) to learn more.

**The Capitol Theatre** will present "Paranormal Investigation

with the Ghost Pit" on September 9 at 4 p.m. It's a hands-on experience using equipment to detect the supernatural and indulge your curiosity. On September 14, they will host "A Man & His Prostate," starring Ed Asner and sponsored by Summit Health. Get tickets and information at [TheCapitolTheatre.org](http://TheCapitolTheatre.org).

**Chambersburg Community Theatre** is preparing their production of Tony Award-winning "Bye Bye Birdie" for September 21-23 and 28-30! The year is 1958, and the much-adored rock-and-roll idol, Conrad Birdie, has been drafted into the U.S. army. His songwriter and agent, Albert, and Albert's secretary and some-time girlfriend, Rosie, hatch a plan for a farewell performance to take place on The Ed Sullivan Show. For more details and information about other upcoming shows, please visit [CCTOnline.org](http://CCTOnline.org).

This month, the **H. Ric Luhrs Performing Arts Center at Shippensburg University** is excited to host "Roots & Boots, 90's Electric Throwdown Tour with Sammy Kershaw, Aaron Tippin & Collin Raye." Three voices that defined 90's Country music are touring together on one stage for one amazing evening on September 14. On September 28, John Denver's Estate will present "The John Denver Celebration Concert," a night of John Denver's voice, songs, videos and stories. Watch him perform on video screens while being backed live by members of his former touring band. For more information, go to [LuhrsCenter.com](http://LuhrsCenter.com).

The **Franklin County Visitors Bureau** will administer their fourth Franklin County Certified Tourism Ambassador class at Presbyterian Senior Living (Quincy Village) on September 18. Have you already received the CTA certification? Stop by the Franklin County CTA Family Picnic on Saturday, September 8 at Caledonia State Park, 12 p.m. For more information about the program, go to [ExploreFranklinCountyPA.com](http://ExploreFranklinCountyPA.com).



Join the **Franklin County Library System** at the Coyle Free Library on September 1 for Coyle Craft Night. Stop by any time between 5 and 7 p.m. to create your own crafts! They will also host the Coyle Cooking Club on September 6 at 6 p.m. This event will allow kids in sixth through twelfth grades to participate in a fun cooking competition, and it will be continued monthly. Check out [FCLSPA.org](http://FCLSPA.org) for more information.

The **Franklin County Historical Society** is looking for groups, businesses, clubs, scout packs or individuals who would like to decorate and staff a jail cell or volunteer to help the nights of their upcoming event, "Halloween at the Haunted Jail." The event will take place on October 26 & 27 as well as November 3 & 4 from 7 to 10 p.m. each night. Any groups that participates will have the opportunity to win a cash prize each weekend as the guests will be voting for their favorite scare. Interested persons may email [ophistory@pa.net](mailto:ophistory@pa.net) or call 717-264-1667.



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

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## SEPTEMBER CALENDAR OF EVENTS

### September

- 7** 6th Annual Downtown Mural Project Unveiled  
5 p.m. various locations in downtown Chambersburg
- 8** Second Saturday Movie Screening: Despicable Me 3 (2017)  
8 p.m Kids' Activities; 9 p.m. film screening, Chambers Fort Park, 40 Spring St., Chambersburg
- 12-19** Chamber Travel Club: Pacific Wine Country Cruise  
Guided by Dream Vacations, more info at Chambersburg.org/TravelClub
- 13** September Lunch & Learn by REEL PD  
11:30 a.m. - 1 p.m., Chambersburg Chamber, 100 Lincoln Way E., lunch provided by Fuddruckers
- 13** Info Session: Alaska by Land & Sea with Chamber Travel Club  
Free & Open to all, 6 - 7 p.m., Chambersburg Chamber, 100 Lincoln Way E., Chambersburg
- 15** 11/30 Network Namaste & Play  
10 a.m. - 1 p.m., Gearhouse Brewing Co., 253 Grant St., Chambersburg
- 18** September Chamber Mixer  
5-7 p.m., SpringHill Suites by Marriott Chambersburg, 451 Gateway Ave., Chambersburg
- 20** Info Session: Natural Wonders of Costa Rica with Chamber Travel Club  
Free & Open to all, 6 - 7 p.m., Chambersburg Chamber, 100 Lincoln Way E., Chambersburg
- 20** 11/30 Network 3rd Thursday Happy Hour  
5:30-7:30 p.m, Brussel's Cafe, 55 N. Main St., Chambersburg
- 22** 5th Annual Duck Derby  
2:30 p.m., Chambers Fort Park, 40 Spring St., Chambersburg
- 25** LFC Advanced presents Dale Carnegie: Creating Engaging Workplace Cultures  
8 a.m - 12 p.m., Penn State Extension, 181 Franklin Farm Lane, Chambersburg

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).

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 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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