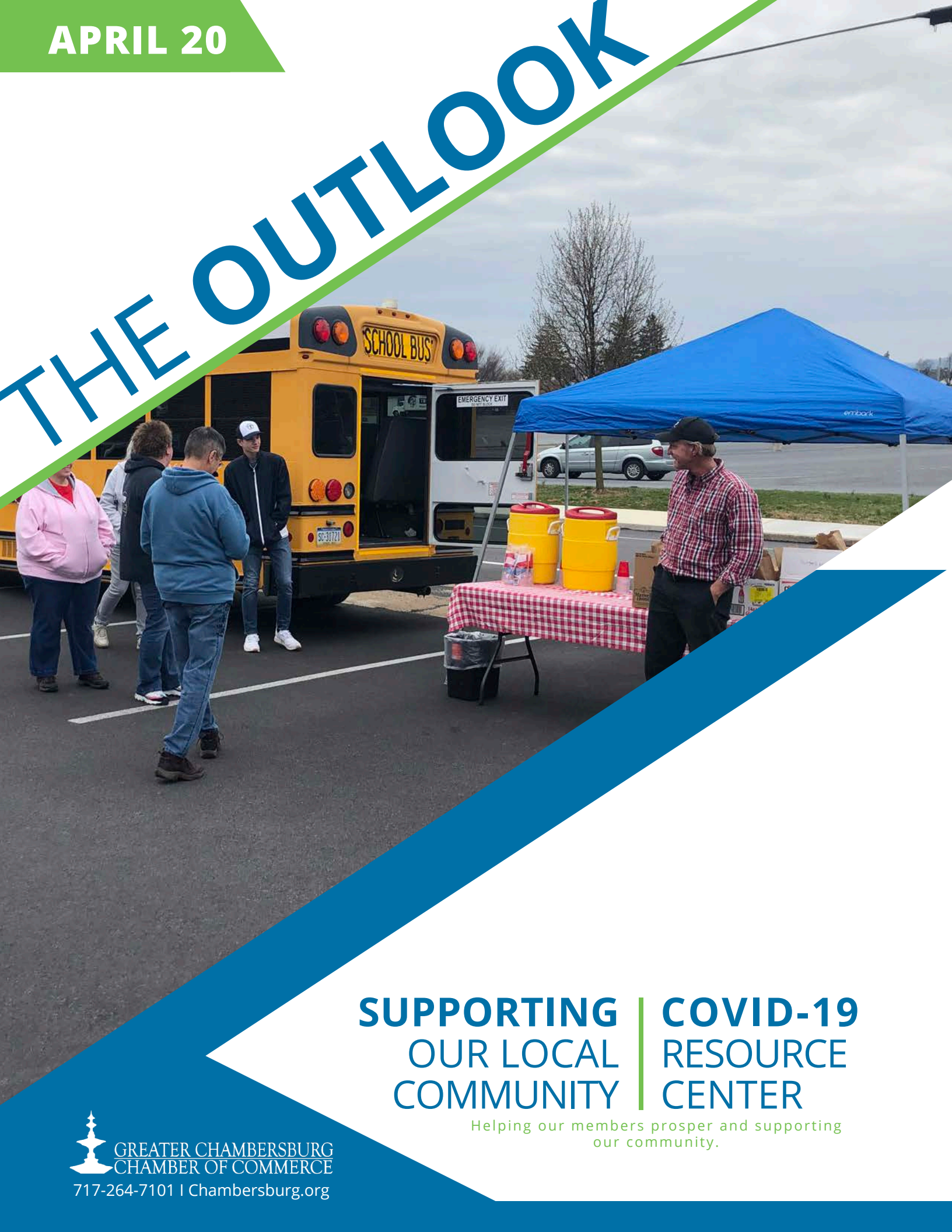


APRIL 20

# THE OUTLOOK



**SUPPORTING  
OUR LOCAL  
COMMUNITY**

**COVID-19  
RESOURCE  
CENTER**

Helping our members prosper and supporting  
our community.



GREATER CHAMBERSBURG  
CHAMBER OF COMMERCE

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# BOARD OF DIRECTORS

## **Luke Martin**

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*Manpower - Foundation President*

## **Eric Foreman**

*Patriot Federal Credit Union - CADC Vice President*

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*CPA Wireless Boost Mobile*

## **Jeff Truhan**

*The Shook Home*

## **Brad Evans**

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## **Angela Lynch**

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## **Bill Boltz**

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## **Jake Naugle**

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## **Camilla Rawleigh**

*Wilson College*

## **Van Gray**

*GearHouse Brewing Co.*

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## **Adam Donius**

*Chick-fil-A*

## **Theresa DiLoreto**

*SpiriTrust Lutheran*

## **David Grant**

*Keystone Health*

## **Jocelyne Melton**

*Baxter Group, Inc.*

# NEW MEMBERS

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

### *Entertainment Services*

#### **Adventure in Fun LLC**

Shonna Flanigan  
243 Chambersburg Street  
Gettysburg, PA 17325  
(717) 321-3782  
[www.adventureinfun.com](http://www.adventureinfun.com)  
[info@adventureinfun.com](mailto:info@adventureinfun.com)

### *Roofing*

#### **Bealing Roofing & Exteriors INC**

Doug Meckley  
440 Black Rock Road  
Hanover, PA 17331  
(717) 634-3355  
[www.bealingroofing.com](http://www.bealingroofing.com)  
[dmeckley@bealingroofing.com](mailto:dmeckley@bealingroofing.com)

### *Health Care*

#### **Pivot Physical Therapy**

Darby Koller  
580 Walker Road, Suite C  
Chambersburg, PA 17201  
(717) 586-3531  
[www.pivotphysicaltherapy.com](http://www.pivotphysicaltherapy.com)

### *Real Estate*

#### **Fulton Mortgage Company**

Joan Tancelosky  
409 Phoenix Drive  
Chambersburg, PA 17201  
(717) 753-6482  
[www.fultonbank.com](http://www.fultonbank.com)  
[jtancelosky@fultonmortgagecompany.com](mailto:jtancelosky@fultonmortgagecompany.com)

### *Real Estate*

#### **The Pineapple Group**

Laura Sponseller  
5 North Second St.  
Chambersburg, PA 17201  
(717) 446-0043  
[www.thepineapplegroup.co](http://www.thepineapplegroup.co)  
[info@thepineapplegroup.co](mailto:info@thepineapplegroup.co)

# APRIL MEMBER MILESTONES

### **30 Years**

WIKI Mobile Control

### **15 Years**

Charles Nitterhouse Post 1599  
VFW  
Pictures Plus

### **5 Years**

Chambersburg Urgent Care  
Dharam Chandni, Inc./U.S. Inn & Apartments

Over The Rainbow Children's Advocacy Center  
ReliAvail I.T. Company

### **1 Year**

W & B Prime Construction Services LLC

# PRESIDENT'S MESSAGE



With concerns about COVID-19 continuing to rise, we are committed to monitoring the situation locally, sharing accurate information and working with local, state and federal agencies. The health of our community is our top priority, and our team is working behind the scenes to figure out how we can best serve you during this time.

In order to provide useful, timely and consolidated information, the Chamber has developed a COVID-19 Resource Center at [Chambersburg.org/Covid19](http://Chambersburg.org/Covid19). These pages are updated regularly with business resources, health information, volunteer opportunities, community needs, etc.

We are going through this together and need to count on each other to be calm, rational and considerate. Check on your neighbors and at-risk community members by calling on the phone or sending private messages via social media; instead of going in person.

Our goal is the safety and well-being of our community, while supporting local business in ways that are safe and appropriate. The Chamber office is closed to the public; however, we are still available by phone and email.

We hope your colleagues and family members stay safe and healthy during this time. Please do not hesitate to reach out to us.

Kind regards,

Stephen Christian  
President & Executive Director  
Greater Chambersburg Chamber of Commerce  
Chambersburg Area Development Corp.

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## CHAMBER TEAM

### Stephen Christian

President of Greater Chambersburg  
Chamber of Commerce  
Executive Director of Chambersburg  
Area Development Corp.  
[schristian@chambersburg.org](mailto:schristian@chambersburg.org)

### Jordan Nace

Membership Director  
[jnace@chambersburg.org](mailto:jnace@chambersburg.org)

### Maryliz Toohig

Finance & Human Resources Director  
[mtoohig@chambersburg.org](mailto:mtoohig@chambersburg.org)

### Angela Schaeffer

Director of Operations &  
Assistant to the President  
[aschaeffer@chambersburg.org](mailto:aschaeffer@chambersburg.org)

### Lark Kennedy

Communications & Marketing Manager  
Civil War Seminars Coordinator  
[lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org)

### Stacy Guyer

Accounting Assistant  
[sguyer@chambersburg.org](mailto:sguyer@chambersburg.org)

### Sue Black

Customer Service Representative &  
Heritage Center Coordinator  
[receptionist@chambersburg.org](mailto:receptionist@chambersburg.org)

### Laiton Suders

Administrative Assistant  
11/30 Network Liaison  
[lsuders@chambersburg.org](mailto:lsuders@chambersburg.org)

### Virginia Harriger

Executive Director of Greater Chambersburg  
Chamber Foundation  
[gharriger@chambersburg.org](mailto:gharriger@chambersburg.org)

### Sam Thrush

President of Downtown Chambersburg Inc.  
[sthrush@chambersburg.org](mailto:sthrush@chambersburg.org)

### Our Mission:

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





# JUNE 5, 2020



GREATER CHAMBERSBURG  
CHAMBER OF COMMERCE



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25TH ANNUAL CHAMBER

**GOLF TOURNAMENT**

CHAMBERSBURG COUNTRY CLUB

**FRIDAY, JUNE 5**

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7:45AM REGISTRATION & BREAKFAST//8:30AM SHOTGUN



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CHAMBER GOLF TOURNAMENT

**\$500**

## TENT SPONSOR

- Prime course location
- Meet & greet golfers
- Logo featured on event promo materials

**\$500**

## BENEFACTOR SPONSOR

- One team entry
- Featured on event webpage & program
- 1 Tee-box/Green signs

**\$1,250**

## CONTEST SPONSOR\*

- One team entry
- Signage at all contest sites
- Logo featured on event webpage
- Logo featured in tournament promos
- Opportunity to address attendees at lunch
- 3 Tee-box/Green signs

**\$1,000**

## PREMIER SPONSOR

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- Logo featured on event webpage
- Logo featured in Tournament promos & program
- 3 Tee-box/Green signs

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- RAFFLE PRIZE
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CONTEST SPONSOR\* - \$1,250  
TENT SPONSOR - \$500

PREMIER SPONSOR - \$1,000  
BENEFACTOR SPONSOR - \$500

HOLE SPONSOR - \$100 OR 3 FOR \$250

## REGISTRATION FORM

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

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

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

Sponsorship Level: \_\_\_\_\_

Contact: \_\_\_\_\_

Payment Amount: \_\_\_\_\_

Credit Card \_\_\_\_\_

Exp: \_\_\_\_\_ CCV: \_\_\_\_\_ Signature: \_\_\_\_\_

☐ place me in a foursome ☐ register my foursome (list below)

Name & Business: \_\_\_\_\_

Name & Business: \_\_\_\_\_

Name & Business: \_\_\_\_\_

Name & Business: \_\_\_\_\_

Return to Chambersburg Chamber at 100 Lincoln Way E., Chambersburg, Pa 17201 or [jnace@chambersburg.org](mailto:jnace@chambersburg.org)

# HONORING EXCELLENCE



L-R: Marcie Taylor, Dr. Mike Doncheski, Brad Kearns, Sherri Stahl, Jake Naugle, Dave Mummert, Patrick O'Donnell. Not pictured: Dr. Wendell

The Chambersburg Chamber honored eight of its members for their phenomenal achievements with more than 220 people in attendance at the Chamber Awards Breakfast sponsored by **M&T Bank**.

"We are immensely grateful to our exceptional business and community members for their contributions," said Stephen Christian, president of the Chamber. "It's an honor to recognize these leaders for their commitment to helping Franklin County prosper."

The sold-out Breakfast at the **Chambersburg Country Club** included the presentation of two brand new awards, as well as a keynote address by Dr. Francis Achampong, chancellor of **Penn State Mont Alto**. Dr. Achampong highlighted the work of the Penn State Mont Alto LaunchBox, an initiative dedicated to the advancement of local entrepreneurs.

## **ATHENA Leadership Award: Sherri Stahl**

Sherri Stahl, senior vice president of hospital services at **WellSpan Chambersburg Hospital**, accepted the International ATHENA Leadership Award, sponsored locally by **Jennings Chevrolet, Buick, GMC** and **F&M Trust**.

Sherri Stahl began her career as a candy striper at Chambersburg Hospital and has demonstrated her abilities as a leader during her path to senior leadership; holding titles such as Clinical Manager and Chief Nursing Officer. Sherri is known for her ability to lead her organization through difficult situations with initiative and respect; always advocating for the right decision to keep WellSpan Health in the true-north of best medical practices. Sherri's leadership extends far beyond the walls of WellSpan Health and can be credited for developing the future of health care in our region.

Sherri is valued for her service in many local organizations including the Leadership Franklin County Advanced program, serving as secretary on the Chamber board for eight years, active membership in the **Wilson College** Honor Society for Nursing, volunteering at the Cold Weather Shelter and supporting the local Youth Group at **Chambersburg Church of the Brethren**.

## **Innovator of the Year: Dr. Nicholas Wendell, Wendell Chiropractic & Rehabilitation**

Dr. Wendell of **Wendell Chiropractic & Rehabilitation** demonstrate his innovation with Class IV Laser Therapy. He also offers a state-of-the-art decompression table. This is a highly successful treatment for patients suffering from bulging, herniated, degenerative or ruptured discs. He is focused on the betterment of his patients and works tirelessly to ensure patients receive the best care possible.

## **Nonprofit of the Year: Drew Michael Taylor Foundation**

Presented by the Greater Chambersburg Chamber of Commerce and **United Way of Franklin County**, the **Drew Michael Taylor Foundation** was recognized as the Nonprofit of the Year for its quality grief education and support programs for children, teens and adults. In the last two years, the Foundation has expanded its adult grief support groups to include substance abuse death, bereaved parents, GriefKnits and The Perfect Blend: Coffee, Crafting and Conversation. They also offer children and teen grief workshops, such as A Frozen Grief Journey and A Pirate's Grief Journey. Additional resources include community workshops, educational programming and a grief – loss lending library of books and DVDs for adults and children.

## **Spirit of the Community: Patrick O'Donnell**

Pat O'Donnell is the president and CEO of **WellSpan Summit Health** and executive vice president of WellSpan Health. His contributions over the last 30 years have included assisting with funding for major road projects while also volunteering to many community organizations. He's actively involved with and supports Women in Need, the Greater Chambersburg Chamber Foundation, Keystone Rural Health Center, the Chambersburg Chamber, the United Way of Franklin County, Falling Spring Presbyterian Church, Chambersburg Area YMCA and the Chambersburg Exchange Club. He and his wife Pam have spent years delivering Christmas meals and presents to the homes of needy children in the community.

## **Volunteer of the Year: Dr. Michael Doncheski**

Dr. Mike Doncheski has been a mainstay on the Chamber Foundation board and has shown exceptional commitment over the last several years. He was instrumental in advancing the workforce development aspect of the



Chamber Foundation, and most recently helped establish the Leadership Academy for Educators in partnership with Penn State Mont Alto and ScPA Works. He volunteers actively on the Chamber Foundation board, Scoop-a-Palooza Committee, Community Education Coalition and Leadership activities. Mike is a humble, diverse and well-rounded person who gives of his time on a weekly basis behind the scenes to support the endeavors of our community.

#### **Emerging Business Leader: Jake Naugle**

Presented by the Greater Chambersburg Chamber of Commerce and 11/30 Network, Jake Naugle was awarded for his exceptional career development at Patriot Federal Credit and community involvement. He is a 2015 graduate of the Leadership Franklin County class and has been involved with the 11/30 Network since its creation by the Chambersburg Chamber. He currently serves on the Chamber's board of directors and volunteers with the United Way of Franklin County.

#### **Event of the Year: 22nd Annual Trout Derby, organized by the Chambersburg Noontime Lions Club**

Our first winner of Event of the Year is **Chambersburg Noontime Lions' 22nd Annual Trout Derby**. It is the sole source of income used by the Club to fund the community and Lions Club international activities supported by the Noontime Lions. In 2019, the club generated a net income of \$29,000. That brings the total raised during the event's 22 years to over \$428,000. More than 750 fishermen and fisherwomen participated in the 2019 event. People from throughout the state as well as Maryland, West Virginia and Virginia attended.

Income raised during the Trout Derby is returned to the community in many ways. Over the years, financial contributions have been made to local nonprofits including **United Way of Franklin County**, Meals on Wheels, **Salvation Army**, American Cancer Society, **NETwork**

**Ministries**, WellSpan Community Health and Cancer Support Programs, Downtown Chambersburg Inc., IceFest, the Chamber Foundation, veterans' organizations and many others. The event has become part of Chambersburg and provides a fun activity for fishermen while supporting the greater community.

#### **Employer of the Year: SEK, CPAs & Advisors**

**SEK, CPAs & Advisors'** working conditions, wages and benefits are competitive with those offered by other employers in the area. SEK recently formed a young professional group internally to really "hear" their concerns. They have since adopted several new policies stemming from what the young professionals suggested. Their members and managers consistently search for ways to help the employees reach their full potential, whether it be through soft skill training such as leadership and ethics or thorough technical training. SEK has other workplace policies and programs that are critical to the success of its employees.

Grand Sponsor

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**Table Sponsors:** ACNB Bank, Boyer & Ritter, LLC, Brechbill & Helman Construction Co., Inc., F&M Trust, Herbert, Rowland & Grubic, Inc., Keystone Health, LCSi Lehman Construction Services, Inc., Menno Haven, Orrstown Bank, Patriot Federal Credit Union, SEK, CPAs & Advisors, WellSpan Health – Formerly Summit Health\*, Wilson College

\*Sponsoring three tables

**Patron Sponsors:** *BWise Manufacturing, LLC\*, Cumberland Valley Dental Care, Corning Credit Union, Decorating Den Interiors, GDC IT Solutions, Ghost Writer, Penn State Mont Alto, Penn National Insurance, Quincy Village, SpiriTrust Lutheran, Shippensburg University, Triad Engineering, Inc.*

\*Two Patron Sponsorships

## Workforce Development Summit

The Community Education Coalition (CEC) Employability Committee held a community workforce development summit in early March at the **Franklin County Visitors Bureau** 11/30 Center with more than 60 participants. Attending were representatives from Franklin County school districts (public & private), higher education, businesses and nonprofits. The goal was to develop networking relationships,

discuss current initiatives, review challenges and create synergies to expand collaboration. The CEC's co-chairs, Angela Austin with **WellSpan Health - Formerly Summit Health** and Dr. Mike Doncheski with **Penn State Mont Alto** provided an overview of the CEC and led the attendees through multiple activities. The CEC meets monthly and plans to use this information to plan future collaborative events.

## COVID-19 Working Capital Access Program

The Pennsylvania Industrial Development Authority (PIDA) Board of Directors took action recently to make \$61 million available for working capital loans to small businesses. Small businesses are defined as for-profit businesses with fewer than 100 employees (WORLDWIDE) at the time of application. While not specified in the guidelines, the interest rate will be zero percent except for Ag Producers, which shall have a rate of two percent.

All applications need to be submitted by and through a certified area loan organization, which in the case of Franklin

County is the **Franklin County Area Development Corporation** (FCADC). The FCADC office is working remotely, which will likely create some logistical challenges associated with the loan packaging, but their staff will be doing the best they can to mitigate them.

The program guidelines and the REQUIRED addendums are on the FCADC website at FCADC.com. If you have any questions or require additional assistance, please call the FCADC office at 717-263-8282.

# COVID-19 RESOURCES

*For the most updated information,*

## COVID-19 TAKE ACTION



### COMMUNITY LETTERS TO ELDERLY

Many retirement communities are under strict quarantine measures due to the threat of the Coronavirus. **The Shook Home and the Quarters at The Shook** is asking for any children, students, families, etc. to send their residents a nice letter or card to show how much the community cares about them. Cards can be mailed to The Shook Home Activities Department at 55 S. Second St., Chambersburg, PA 17201.



### SPREAD THE WORD

Use this time to build up our community from afar; leave a positive review for a local business on Google or share information on social media about organizations offering meals for those in need. Visit our new Facebook group - **Counting on Franklin County** - to share kindness and help support our neighbors on social media.



### SUPPORT LOCAL

In an effort to mitigate the spread of COVID-19, many of our small businesses have temporarily closed the doors of their physical locations. Take the opportunity to support these businesses by purchasing a gift card for future use. Visit a retailer's website and buy an e-gift card, or grab one when you pick up your takeout order from a local restaurant.

## Chamber Business Resource Update

The COVID-19 situation is rapidly evolving, and the Chamber team is working hard to find ways to support our local businesses and greater community. Due to the virus, several upcoming events have been postponed or cancelled. Please see the back of this newsletter for further details.

At this time, we are using all of our communication channels to inform our members of pertinent information.

Besides sending targeted emails to our members as information arises, we have created a COVID-19 Resource Center on our website at [Chambersburg.org/Covid19](https://Chambersburg.org/Covid19). Here you will find information from the federal, state and local levels for businesses and employees ranging from legislative updates to unemployment compensation assistance. This site is updated multiple times per day as new information is available. We have also launched three Facebook groups to help area businesses.



# OURCE CENTER

visit [Chambersburg.org/Covid19](https://Chambersburg.org/Covid19).

**Chambersburg Takeout Blitz** - In one week we have reached 2,000+ members in this public Facebook group. This is for people to post about takeout options and restaurants that are open. We are highlighting our Chamber members with a pinned post at the top, and people are welcome to post about any restaurants. This group has received a lot of positive feedback and receives a steady flow of posts from community members.

**Braving Covid - Business Discussion Forum** - This is a private group that is to serve as a resource for business owners and employees to ask questions and share information. The broader concept is to gain reliable content from our members to post on our blog and website, and this serves as an

informal discussion tool for the business community at large. So far, we have 91 members.

**Counting on Franklin County** - This group has nearly 400 members, and its purpose is to help spread kindness and good news happening in our county throughout the crisis.

We encourage all of our members to utilize these groups as we navigate these unique circumstances. Please join us on social media and use the hashtag #CburgCrushesCovid. Visit Facebook.com to search for each of these groups and join the conversation.

## Remote Workforce Tips from GDC IT Solutions

*Article written by GDC IT Solutions.*

### **Remote Workforce Technology Options**

We, as a community, are experiencing unprecedented times in our personal and business lives. Together, we are receiving government recommendations and mandates that we need to incorporate into how we do business during this time. Continuing operation under a mandated lock-down is uncharted territory for many businesses.

At GDC, we have implemented several technologies that have allowed our staff to remain productive and virtually accessible during this time. We felt it would be useful to share these ideas with you, the business community, as you tackle ways to maintain business operations.

### **Remote Workforce**

Remote working (telework) commonly means many of your employees may need to use a Virtual Private Network (VPN) to access the company's digital resources. Many manufacturers have recently offered reduced pricing on licenses for VPN users, and in some cases, even free temporary licenses are being offered. Depending on your current VPN configuration, you might be placing significant demand on your internet bandwidth. Be sure to instruct users to avoid streaming video and music while connected to the VPN and only stay connected when they require access to company resources. If your workforce is not equipped to work remotely, you may want to consider a Bring-Your-Own-Device (BYOD) option. In this case, don't sacrifice your security and data safety in the rush for a solution. Insist all off-site BYOD devices have an up to date anti-virus solution and have been recently scanned. Furthermore, consider requiring a computer screenshot as proof of being virus and malware free prior to allowing the device to connect to your company network.

### **Leveraging Cloud Services**

Cloud is a popular term in today's Information Technology industry. What you may not realize is your current digital resources could be made accessible to your employees as a

private cloud. Many internal functions can now be obtained through a cloud offering, but the transition requires planning and time to implement in many instances. Many internal services can be offered safely to remote employees very quickly; however, it should not be performed recklessly. You should consider consulting with properly trained and experienced IT professionals that can help craft secure access to your on-premise digital assets. While a VPN connection is recommended in many instances, this is an alternative and viable option. This is not a route for beginners though as without proper planning, testing, and security scanning, you could be inviting bad actors to target your resources. When done properly, however, you can quickly make some business functions available to your employees regardless of their device or location.

### **Communications**

Communication is always the cornerstone of a productive workforce. If your workforce is unable to collaborate in person, you should consider implementing a tool to help bridge this gap. There are a number of collaboration software packages, including Microsoft Teams, Webex, and Zoom to name a few, to help organize and connect employees beyond email alone. These tools include teleconferencing (video, computer screen sharing, chat, etc.), some are cloud based, while others can be installed locally. They are designed to have a minimal learning curve, so implementation and adoption by your employees can happen quickly. These tools won't be sunk cost for the temporary situation associated with COVID-19. Once adopted, they have demonstrated a solid return on investment for becoming a relied upon tool for ongoing productivity and communication.

*Disclaimer: Please remember the Greater Chambersburg Chamber of Commerce and GDC IT Solutions are not health or government officials. Our goal is to share helpful information in a timely manner; please seek additional information from other reputable sources.*

# QuickBooks® Step-by-Step Training

## Manual Provided



Dates: May 20, 2020  
June 17, 2020

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. \_\_\_\_\_



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# TRENDING NEWS



Welcome **Pivot Physical Therapy** to the Chambersburg Chamber! We were excited to celebrate Pivot Physical Therapy's Open House with them at 580 Walker Road in Chambersburg recently. Pivot is the nation's fastest growing physical therapy services provider that is committed to safely and efficiently getting their patients back into regular activity. Their effective, innovative and personalized approach delivers the highest quality patient experience while helping you exceed your health goals. For more details, call 717-586-3531 or visit [PivotPhysicalTherapy.com](http://PivotPhysicalTherapy.com).

---



Special thanks to **Meyers Bus Lines** for providing more than 300 meals to students K-12 over the last two weeks during the school shutdown. The business purchased food from local restaurants to help their businesses including **The Meadows Original Frozen Custard of Chambersburg, Veroni Cafe, The Historic Texas Lunch, Johnnie's Restaurant & Hotel Service, Inc. and Montezuma Mexican Restaurant**. Other businesses including **Chick-fil-A** and **Roy-Pitz Brewing Company** have made meal donations to students. Thank you!

---



This is a difficult time for small businesses, and the need for support is greater than ever. Our businesses are working hard to make their services available to you, so we've created a Facebook group to provide information about local restaurants who are offering takeout and delivery services! Check out **Chambersburg Takeout Blitz**, share information about local dining and join us as #CburgCrushesCOVID.

---



Special thanks to **Occupational Services Inc.** for hosting our February Mixer! We enjoyed sampling delicious cuisine from around Franklin County and touring their facility. Please note our April Mixer has been cancelled. Details on the back of the newsletter.



# MEMBER SPOTLIGHTS

## COMFORT KEEPERS

3374 Lincoln Way East, Fayetteville, PA 17222 | 717-352-2133  
terryguberman@comfortkeepers.com | ComfortKeepers.com

**Comfort Keepers** has begun our 20th year in business as a well-known provider of home care in Franklin, Adams & Cumberland counties, and its 20th year of membership at the Chamber. As a provider of home care in the community for 20 years, we know the importance of our service to local families.

If asked, most older Americans prefer to remain in their own homes as they age. Owner Terry Guberman helps families create a care plan that meets needs of both the patient and their family or friends. Comfort Keepers offers two types of home care with no minimum requirement: Traditional Care that bills out by the hour, and Short Stops which bills out as short visits.

Flexibility is key in planning care; Terry Guberman stands up for the needs of the family, not the needs of her agency. The administration team at Comfort Keepers answers phones around the clock with a live person. Quality relationships between Comfort Keepers and their clients sets us apart from other like businesses.



Caring for clients with dementia is hugely demanded of home care providers. Terry Guberman has a certification in training with Teepa Snow, a worldwide Doctor of Occupational Therapy who is renowned for caring for people with various types of dementia like Alzheimer's. Until there's a cure, there's care. Set up a consultation with Comfort Keepers.

## ROTARY CLUB OF CHAMBERSBURG

717-262-8077 | ChambersburgRotary.org

Rotary's mission is "Service above self." The Four-Way Test is a nonpartisan and nonsectarian ethical guide for Rotarians to use for their personal and professional relationships. Of the things we think, say or do: is it the TRUTH? Is it FAIR to all concerned? Will it build GOODWILL and BETTER FRIENDSHIPS? Will it be BENEFICIAL to all concerned?

Rotary International was founded in 1905 and Chambersburg's Club formed in 1920. Over the course of the Club's 100-year lifespan, it contributed to countless community projects as well as international efforts such as END POLIO NOW and Clean Water projects in third world countries. The Rotary Club of Chambersburg engages in our community with monthly and annual service projects:

- Dr. Seuss reading and Dictionary projects that benefit students across the district;
- Annual meals for the Circles support group;
- Chicken N Stuff, which has supported the Franklin County Therapeutic Riding Center for 57 years. Meals are also provided to first responders and veterans for free courtesy of Brandale LLC;
- The YMCA Sam's Club Thanksgiving Meal and youth Christmas parties;
- \$700,000 in scholarships and grants to students through the Club's Foundation.

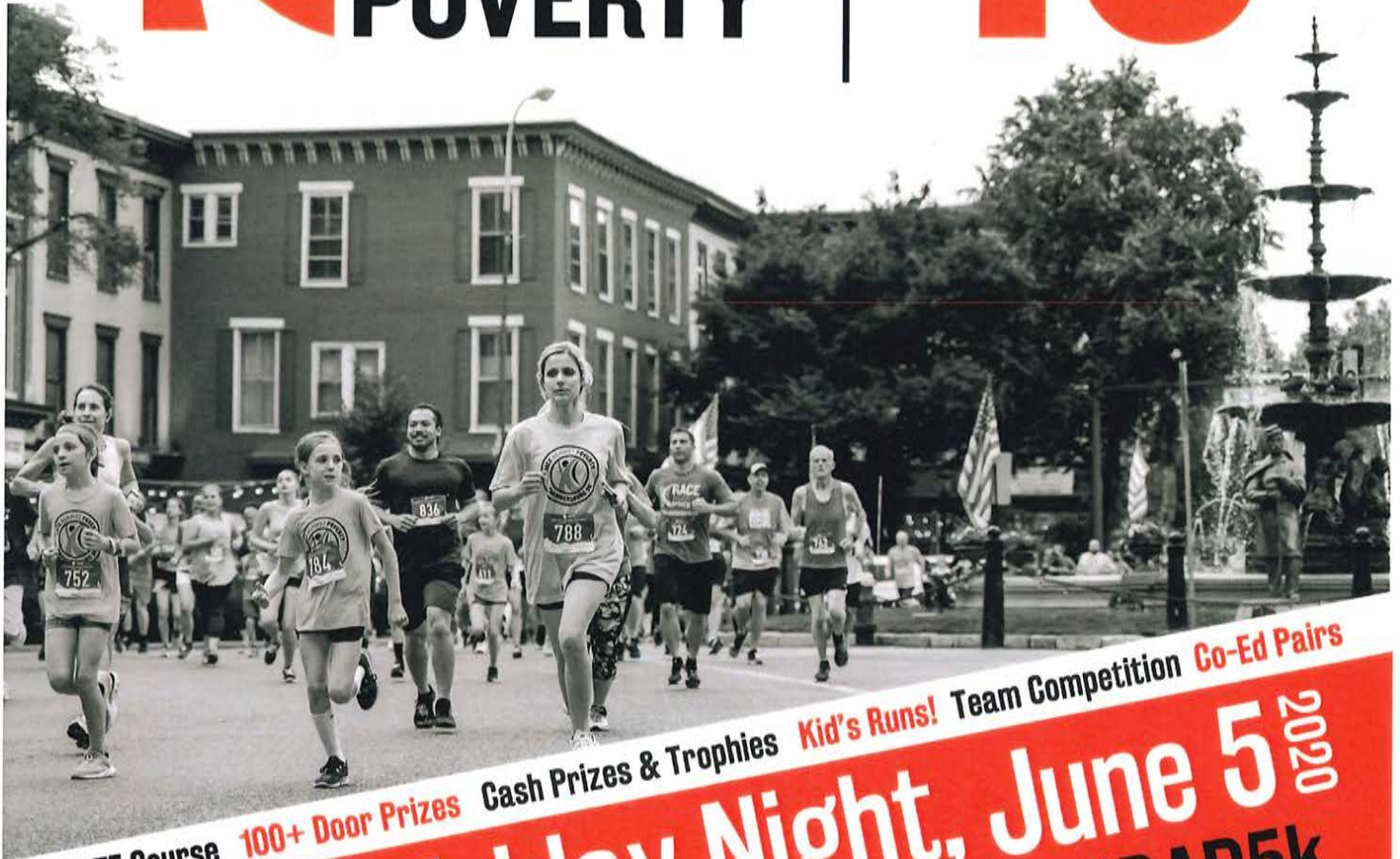


Without the help of our community, none of this would be possible. We thank everyone who has supported our annual fundraisers, including RotaryFest in October. At IceFest 2020, Rotarians handed out 100 cupcakes to kickoff our 100th birthday. The club will also be planting 100 trees throughout our area to celebrate. The Rotary Club of Chambersburg Centennial Celebration Dinner will be May 1 at the New Life Center at Menno Haven. Please join us as we celebrate!



# **RACE AGAINST POVERTY**

# **10 YEARS**



**USATF Course 100+ Door Prizes Cash Prizes & Trophies Kid's Runs! Team Competition Co-Ed Pairs**

# **5K**

## **Friday Night, June 5<sup>2020</sup>**

### **Chambersburg, PA #RAP5k**

### **RUN or WALK to FIGHT POVERTY!**

The Race Against Poverty is an evening run that goes through historic downtown Chambersburg, PA, past Fort Chambers, down Main Street, and along the beautiful Conococheague Creek. Awards are presented in the glow of sunset. All proceeds go to help fight poverty in our community. For details, call (717) 263-5060, ext 320, or visit our website. Register by May 1 for the Early Bird Discount!

***New!* Find sponsors to support you in making a greater impact on our community.**

**[raceagainstpoverity.org](http://raceagainstpoverity.org)**





## Congratulations to the chamber members who received a dividend.

Those members know it pays to place their business insurance with the ChamberPlus program — one of the great benefits of your chamber membership. By purchasing their insurance through Penn National Insurance, participating members recently received a check in the amount of 19% of their total premium.

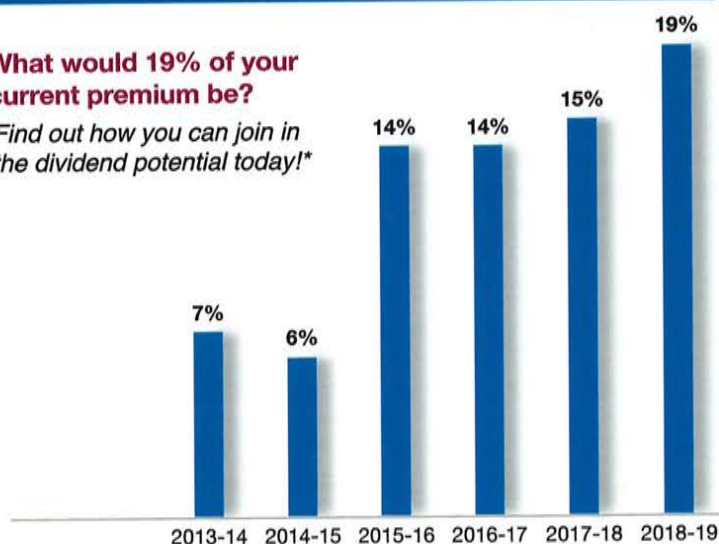
**Chamber+**

### Program Features

- ▶ All-lines dividend (excluding umbrella and bonds). Dividend payments are based on total group program premium and claims experience of eligible lines. As program grows, so does dividend potential.
- ▶ Enhanced coverages on auto, businessowners, property, workers' compensation, and general liability — giving you added protection at no additional cost
- ▶ Information and services to help reduce losses — the payoff is greater dividend potential

### What would 19% of your current premium be?

*Find out how you can join in the dividend potential today!\**



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CHAMBER OF COMMERCE

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\*Dividend payments are based upon program eligibility and are not guaranteed.



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**WellSpan Health** announced that the health system will waive all out-of-pocket costs for anyone who needs COVID-19 testing or treatment during the coronavirus outbreak. For patients who have insurance or are covered by Medicare or Medicaid, WellSpan will collect the individual's coverage information, but will not bill or collect any deductible, co-insurance, or any other payment for the screening, testing and treatment of COVID-19. WellSpan will also not charge individuals who do not currently have health insurance for testing or treatment of COVID-19 coronavirus. The health system has established a web page for information and updates on the COVID-19 coronavirus: [WellSpan.org/Coronavirus](http://WellSpan.org/Coronavirus). This webpage will be updated regularly as new information becomes available.



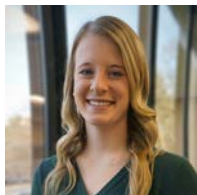
Humanity was at the core of what **WellSpan Chambersburg Hospital** Chief Nursing Officer and Senior Vice President of Hospital Services Sherri Stahl felt during a recent mission trip to the Dominican Republic. Stahl was joined by WellSpan Health employees on the trip organized by **Wilson College**. 350 people were treated

in five days and a pharmacy was set up each day with medications donated by **WellSpan Health**, **Menno Haven** and **Keystone Health**.



**Boyer & Ritter** is pleased to announce Fina Salvo, the firm's director of marketing, is among the 30 women nominated for the YWCA of Greater Harrisburg's 31st Annual Tribute to Women of Excellence awards. Earlier this year, Boyer & Ritter once again

hosted and sponsored a private reception at the YWCA to honor this year's outstanding class of women who have contributed so much to their community.



Four new associates, including twin sisters who graduated together from Bloomsburg University, have joined **Boyer & Ritter**. Joining Boyer & Ritter as accounting associates: MacKenna and Geneka Mahan, who interned with the firm in summer 2019; Janvi Girish, who graduated magna cum laude with dual BS degrees in accounting and information systems; and Jade L. Wareham, who earned a master's in international business in 2012 from Hult International Business School Boston's London campus.

**Highmark Blue Shield** and **WellSpan Health** are working together to create long-term solutions to health care challenges in central Pennsylvania. The two organizations intend to leverage their strengths to better coordinate care for WellSpan Health patients who are also Highmark Blue

Shield members. The strategic partnership will explore a range of innovative joint products and collaborative arrangements, focusing first on the offering of a new joint health insurance product, called ChoiceBlue, for WellSpan patients. With ChoiceBlue, the physicians and clinicians in the WellSpan Provider Network can better coordinate care for patients and plan members, leading to improved outcomes and lower health care costs.



The **Franklin County Historical Society** presented the deed for Carrick Furnace to Path Valley Historical Society during a meeting held at The Old Jail in Chambersburg. The furnace, located on the west side of Route 75 in Metal Township, was a relic of the early Pennsylvania iron industry. It was built in 1828 and last fired in 1884. It was previously deeded to The Society in 1934 for one dollar.

**The Orchards** will host a fundraiser in which 10 percent of all dinner purchases will be donated to the Franklin County Community Foundation (FCCF). The previous date for this event has been postponed; stay tuned for the rescheduled date. FCCF is a regional foundation of **The Foundation for Enhancing Communities**, which offers competitive grant opportunities for nonprofits serving Franklin County. Visit [TFEC.org](http://TFEC.org) to learn more.



The **Volvo Construction Equipment** (Volvo CE) site in Shippensburg, Pennsylvania, has achieved zero landfill status. The North American campus is only the second Volvo CE location worldwide to

earn this designation, which is certified by Volvo Group. All waste generated is now recycled, composted or converted to electricity. This includes day-to-day manufacturing and assembly operations, as well as office activities, preventive and reactive maintenance of equipment and facility systems and its on-site cafeteria. For further information, please visit [VolvoCE.com/Press](http://VolvoCE.com/Press).



Sherri Stahl, long-standing leader with Summit Health and **WellSpan Health**, will transition to the position of Senior Vice President, WellSpan Health. In this expanded role, Stahl will lead a team of senior WellSpan leaders in Adams and Franklin counties in the operations and continued enhancement of services at WellSpan facilities.


**Decorating Den Interiors' 6th Annual Ladies Night** Fundraiser for the The Capitol Theatre has been postponed. "All About YOU: Inside, On & Around You" will include tips from local experts in the areas of motivation and healthy living, fashion and interior design. Please stay tuned for the updated date.



Mid-Atlantic based **Graphics Universal Incorporated**, a high quality, best value provider of commercial print and label converting services announced that it has a new logo which resembles a paper clip. Author Henry Petroski notes that a paper clip is simple; customers don't think too much about how they are made. This too is our goal when we engage clients. We intend for our print solutions and services to act as an extension of your business or organization; to be delivered with such attention to detail and so complete that you don't have to think about how it got there. That is why Graphics Universal's clients are long-term - we simply deliver, on schedule, as expected, this time and every time.


**FirstEnergy Corp.** is committed to keeping the lights on through the coronavirus emergency. Effective immediately, the company's ten electric utilities have taken action to maintain reliable service to customers by discontinuing power shutoffs for customers who are past due on their electric bills. FirstEnergy will continue to monitor the coronavirus response situation and adjust the shutoff policy in the future as circumstances develop. In addition, residential customers who are facing a hardship due to the lack of income during this time should contact the company as soon as they are aware that paying their bill might become difficult. Options include budget billing, a program that averages usage over 12 months to offer the same bill amount each month, as well as energy assistance programs or other payment arrangements based on customers' situations and state of residence.


**COVID-19  
SUPPORT**




**SUCCESS**  
**DURING A PANDEMIC**

Because the Chamber of Commerce knows how important it is for you to succeed in businesses over the coming weeks, we want to help you get creative!

**Know Your Limits First**  
Consider Client Accessibility, Your Staff Limitations, and Updated CDC Guidelines

**Expand Services**  
Think Outside of the Box. Consider Altering or Expanding Your Services Temporarily To Reach Your Clients.

**Go Virtual**  
Don't Lose Out Over Personal Interaction. Go Live, Teach Virtually, Snapchat, Facetime and Share To Instagram Stories.

**CHANGE YOUR EXPECTATIONS**  
Letting go of some of your expectations will help you adapt quicker to the shock of current business restrictions and may help lessen the emotional burden. You are not alone. Consider reaching out to your local Chamber of Commerce for business support.

## FIVE WAYS TO RETAIN CUSTOMERS

Article from U.S. Chamber of Commerce

Social distancing, while good for public health, is bad for small businesses. Many business owners are worried that the impact of COVID-19 will be deeper and more long-lasting than anticipated. As a result, merchants in every industry are looking for ways to keep their customers during the coronavirus lockdown. Here are some tips to keep your employees and customers engaged from a distance.

### **Communicate proactively with your customers**

Customers will empathize with your business as long as you communicate. Let them know about you changing your hours or what steps you're taking to ensure a safe and clean environment. Reach out through your website, social media or email.

### **Promote gift cards**

Gift cards provide you with an immediate infusion of cash and guarantee that a customer will return to your business in the future. At restaurants, where margins are already notoriously thin, gift cards can help you stay afloat until the crisis passes.

### **Stream or video chat your services**

Go digital with your services to continue to provide access to your customers who are sitting at home, wishing they could support your business. Tutors, personal trainers and even therapists are making themselves available virtually. Use a free tool like Google Hangouts, Skype or Zoom to offer your services remotely. If you're in a service vertical that doesn't lend itself to live videos, consider starting a Vimeo channel that allows customers to pay for videos with commonly requested information.

### **Hold an event online**

For some merchants, the biggest pain point has come from canceled events. Recognize that most consumers are craving entertainment while being quarantined at home. This is where Facebook Live or Instagram Live can come in handy. If you had a store opening, product launch or anniversary celebration planned, move it to one of the live streaming social media channels. It's a great way to keep your customers engaged and build goodwill, as well as to sell your products. Offer a special discount code to the first 100 people who stream your live event, or create an "exclusive" behind the scenes look at a new product to customers on your email list.

### **Use discounts to your advantage**

Now is a good time to entice long-term purchases with discounts. If it aligns with your business model, encourage customers to lock in a one-year membership now at a cheaper rate. Gyms can offer a discount for memberships starting after the virus has passed.

*This article is an excerpt written by the U.S. Chamber of Commerce. Learn more at [Chambersburg.org/Covid19](https://Chambersburg.org/Covid19).*

# GREATER CHAMBERSBURG VIRGINIA HARRIGER CHAMBER FOUNDATION EXEC. DIRECTOR

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



## YOUTH SESSION UPDATE

Leadership Franklin County (LFC) Youth toured the Franklin County Jail in March under the guidance of Deputy Warden James Sullen and Dr. Kim Eaton, Director of Reentry and Clinical Quality Assurance for **Franklin County Government**. Sullen emphasized their mission: To protect the public by providing the care, custody and control of confined individuals who are accused of or convicted of a crime. Dr. Kim Eaton, who also serves on the LFC Youth Steering Committee, educated students on statistics and costs associated with the facility. Youth leaders were able to interact with a panel of inmates, learning firsthand about their experiences. The session finished the day with an open debrief discussion identifying what student expectations for the tour were vs. the reality of what they saw.

## LOGISTICS LEADERSHIP ACADEMY

The Greater Chambersburg Chamber Foundation with **Penn State Mont Alto** and the Partnership for Career Development (PCD) launched the Leadership Academy on Logistics for Franklin County in late February. The six-week course for public school educators is funded by a PA Department of Labor grant. PCD will facilitate the classes on workforce development and how to better prepare our students in the field of supply chain and logistics. The educators from Chambersburg, Greencastle, Shippensburg and Waynesboro school districts will be working in person and online in teams. Their curriculum will also include an evening business panel session and the opportunity to talk with employers in the area during two days of business site visits. For information about this or other Chamber Foundation programs, contact Ginny (details above).

LFC Youth Sponsor:



## LEADERSHIP COMMUNITY SESSION

Leadership Franklin County (LFC) Community held its March session focused on Education and History in Franklin County. The morning portion was held at the **Franklin County Career and Technology Center** with an overview of education, early childhood, school board roles and alternative options.

Faculty included:

- Jim Duffey – Administrative Director, Franklin County Career and Technology Center
- Valerie Eby – Home educator and member Mason Dixon Homeschoolers Association
- Jaime Keller – Elementary Principal, **Shalom Christian Academy**
- Dr. Todd Kline – Superintendent, Waynesboro Area School District
- Nicole Nicholson - Early Head Start Director, First Start Partnerships for Children and Families
- Shawn Stenger – Principal, **Career Magnet School - Chambersburg Area School District**

LFC Community Sponsor:



The afternoon session was focused on the impact of Franklin County history on leadership. The class researched local historical figures from the Frontier to 20th Century time periods. Students gave mini presentations with Janet Pollard from Franklin County Visitors Bureau moderating.

*\*Please note the youth and community sessions may be impacted by the social distancing guidelines during the Coronavirus pandemic. Ginny will be in touch with the participants with updates.*



# DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

717-264-7101 ext. 204 | [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org) | [DowntownCburg.com](http://DowntownCburg.com)



## KEYSTONE COMMUNITY DESIGNATION

At the beginning of 2020, Downtown Chambersburg Inc. (DCI) started the quest of acquiring Keystone Community Designation from the state of Pennsylvania. This designation would give the organization priority consideration for grants and make its downtown eligible for Neighborhood Assistance Program Enterprise Zone Tax Credits for developers. DCI is always looking for ways to incentivize development and believes this designation will help further investment.

The Keystone Community Designation Application requires an Image Development Report to be done. This report is formed from a community perceptions survey that was released in mid-February 2020. Over the course of 2020, DCI will be forming committees to draft and review a 5-year Action Plan on the topics of organization, economic vitality, safe-clean-green, design and promotions/marketing. The drafted 5-year Action Plan will be made available for public review and comment later in 2020. Please visit: [DowntownCburg.com/Keystone-Community](http://DowntownCburg.com/Keystone-Community) for more information and the community perceptions survey. If you would like to chat about downtown, please contact Sam to set up a meeting (details above).

## CRABFEAST RETURNS

Please join us on August 29 for the 25th Annual Crabfeast from 3 PM to 8 PM at the AMVETS Pavilion. This annual event is a great end-of-summer picnic with your friends, family and/or coworkers. Come hungry and leave full with all-you-can-eat crabs and barbeque. Visit [DowntownCburg.com/Crabfeast](http://DowntownCburg.com/Crabfeast) for information on sponsorship and ticket sales. Thank you to our Grand Sponsor, **F&M Trust**.

## VOLUNTEER WITH DCI

Downtown Chambersburg Inc. (DCI) is seeking volunteers for the following:

- Economic Vitality/Development Committee
- Safe-Clean-Green Committee
- Design Committee
- Promotions/Marketing Committee
- Crabfeast
- Duck Derby
- IceFest

These committees will help improve our downtown. Please email Sam to talk about these opportunities.



ChamberChoice delivers unique and cost effective products and services. We begin by listening to each member situation, understanding budget, and defining objectives.

We serve Chamber members in key areas:

- ◆ Health Insurance and Employee Benefits
- ◆ ACA/ERISA Compliance
- ◆ Business Insurance
- ◆ Energy Purchasing
- ◆ Community Programs

**We are here to help. Call us today!**

1.800.377.3539

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[chamberchoice@jrgadvisors.net](mailto:chamberchoice@jrgadvisors.net)

solutions. service. strategy.

25th  
Annual



# CRABFEAST

SAT, AUG 29 // 3-8 PM

@AMVETS PICNIC PAVILION

Doors open at 3pm for small games of chance.

Food is served from 5-7:30 p.m. including

**ALL-YOU-CAN-EAT HARDSHELL CRABS!**

Live auction begins at 6:30 p.m.



## TICKETS

Adults = \$45 Each

Children 12 & under = \$13 each

Tickets include: BBQ & "the fixin's" plus all-you-can-eat hardshell crabs. Ticket deadline is August 21!

## SPONSORS

Support CrabFeast and Become a Sponsor!

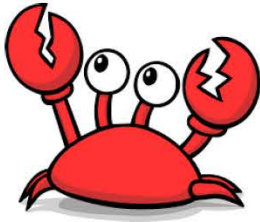
To learn more, contact Sam Thrush at 717-264-7101 ext. 204 or [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org)

For more information  
and to buy tickets, call  
717-264-7101 or visit  
**DowntownCburg.com**



DOWNTOWN  
CHAMBERSBURG INC.





## 25th Annual CrabFeast Sponsorship Opportunities

**Date:** August 29, 2020

**Location:** Amvets Post 224 Picnic Pavilion

**Attendance:** 400+

**About the event:** The annual CrabFeast is one of Downtown Chambersburg Inc.'s most significant fundraising events. Guests enjoy all-you-can-eat hardshell crabs, games of chance, food and more entertainment. Corporate sponsorships allow DCI to cover the cost of numerous bushels of crabs. All proceeds benefit Downtown Chambersburg Inc. and its core mission of revitalizing downtown Chambersburg. *DCI is a 501(c)(3) tax exempt organization.*

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

### **Grand Sponsor - \$1,000 – one available** – Sponsor will receive the following benefits:

- Logo featured on event webpage and in all event marketing materials (flyers, social media promotions, newsletter articles, website events listings, etc.)
- Company name included in print or on-line VerStandig radio stations
- Opportunity to provide volunteers for the event
- Opportunity to set up promotional table & tent at the event
- Opportunity for a representative to welcome guests at the event during announcements
- Company logo featured on the CrabFeast T-shirt
- Logo on table tent card at the event
- Chamber newsletter recap article
- preferred seating for your
- CrabFeast tickets and receive a 20% discount



### **Gold Sponsor - \$750** - Sponsor will receive the following benefits:

- Company name listed on event webpage
- Company name featured on event marketing materials as space allows
- Opportunity to display company banner at event
- Company logo featured on the CrabFeast T-shirt
- Company logo displayed on Table Tent Card at event
- Acknowledgement of company as sponsor during the event
- 6 tickets to the event
- Opportunity to reserve preferred seating for your company picnic (purchase 12+ tickets, receive a 20% discount)
- Opportunity to display promotional materials on a table supplied by event organizer. Table may be staffed by sponsor.

### **Silver Sponsor - \$500** - Sponsor will receive the following benefits:

- Company name listed on event webpage
- Opportunity to display company banner at the event
- Company name listed on the CrabFeast T-shirt
- Acknowledgement as sponsor during the event
- 4 tickets to the event
- Opportunity to reserve preferred seating for your company picnic (purchase 12+ tickets, receive a 15% discount)

### **Bronze Sponsor - \$250** - Sponsor will receive the following benefits:

- Company name listed on event webpage
- Company name listed on the CrabFeast T-shirt
- Acknowledgement as sponsor during the event
- 2 tickets to the event
- Opportunity to reserve preferred seating for your company picnic (purchase 12+ tickets, receive a 10% discount)

**Yes, I would like to sponsor the 25th Annual CrabFeast**

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 Sam Thrush: Mail to Greater Chambersburg Chamber of Commerce, Attn: Sam Thrush, 100 Lincoln Way E., Ste A, Chambersburg, PA 17201; email to [sthrush@chambersburg.org](mailto:sthrush@chambersburg.org); fax to 717-267-0399.



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

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# APRIL EVENTS

## DETAILS / REGISTER

[CHAMBERSBURG.ORG/EVENTS](http://CHAMBERSBURG.ORG/EVENTS)

**04**

### CHAMBER UNCORKED: WONKA STYLE

POSTPONED TO A DATE TBD IN SEPTEMBER DUE TO COVID-19

**16**

### 11/30 NETWORK: THIRD THURSDAY HAPPY HOUR

CANCELLED THIS MONTH DUE TO COVID-19

**22**

### LFC YOUTH GRADUATION

IN PERSON GRADUATION CANCELLED; DETAILS COMING SOON

**26**

### 11/30 NETWORK ADOPT-A-HIGHWAY CLEANUP

CANCELLED DUE TO COVID-19

**28**

### CHAMBER MIXER: FRANKLIN COUNTY HOUSING AUTHORITY

CANCELLED DUE TO COVID-19

**30**

### 1777 PHILADELPHIA CAMPAIGN TOUR

CANCELLED DUE TO COVID-19; RESCHEDULED FOR SPRING 2021

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



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U.S. Chamber of Commerce



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