

JAN 20

# THE OUTLOOK



**ACCEPTING  
BIZ AWARD  
NOMINATIONS**

**WELCOME  
MEMBERSHIP  
DIRECTOR**

Helping our members prosper and supporting  
our community.



GREATER CHAMBERSBURG  
CHAMBER OF COMMERCE

717-264-7101 | Chambersburg.org

# BOARD OF DIRECTORS

## Luke Martin

SEK, CPAs & Advisors - Chair

## Kim Crider

Optavia - Immediate Past Chair

## Michael J. Connor

Walker, Connor & Spang, LLC - Treasurer

## Pat Abbott

Strickler Insurance Agency - Secretary

## Angela Quigley

SEK, CPAs & Advisors - DCI Chair

## Robin Russell

Manpower - Foundation President

## Eric Foreman

Patriot Federal Credit Union - CADC Vice President

## Carlos Perez

CPA Wireless Boost Mobile

## Jeff Truhan

The Shook Home

## Brad Evans

Bartlett Tree Expert Company

## Angela Lynch

Chambersburg Area School District Foundation

## Bill Boltz

ULTA Beauty

## Jake Naugle

Patriot Federal Credit Union

## Camilla Rawleigh

Wilson College

## Van Gray

GearHouse Brewing Co.

## Brian Wise

BWise Manufacturing, LLC

## Carla Christian

Chambersburg Memorial YMCA

## Adam Donius

Chick-fil-A

## Theresa DiLoreto

SpiriTTrust 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.

Arts & Artists/Artistic Instruction

## Hammer & Stain Chambersburg

Jamaica Wiley

829 Wayne Avenue

Chambersburg, PA 17202

(717) 251-2858

HammerStainChambersburg.com

hammerandstainchambersburg@

gmail.com

Churches

## Overflow Community Church

Lead Elder Pastor Doug Lehman

642 Lincoln Way West

Chambersburg, PA 17201

(717) 264-3890

OverflowCC.org

occ.chambersburg@gmail.com

Manufacturing, Production & Wholesale

## Cattini North America Corp.

Cristian Moretti

1690 Opportunity Avenue

Chambersburg, PA 17201

(717) 262-2120

Cristian.moretti@cattinina.com

Heating, Ventilation, & Air Conditioning - HVAC

## Johnston's Heating & Cooling, LLC

Sandra Johnston

653 Lincoln Way West

Chambersburg, PA 17201

(717) 504-2613

JohnstonHvac.com

Johnstonhvacllc@gmail.com

Warehousing

## Procter & Gamble

Asia Wells

9300 Olde Scotland Road

Shippensburg, PA 17257

(717) 599-0848

US.PG.com

# JAN MEMBER MILESTONES

## 55 Years

ACE Distributing

Johnnie's Restaurant &

Hotel Service, Inc.

SunnyHill Properties

Inc.

Totem Pole Playhouse

## 50 Years

LCSi Lehman

Construction Services,

Inc.

Letterkenny Army

Depot

## 45 Years

IMI

## 40 Years

Colony House

Furniture, Inc.

HCR ManorCare

J & B Bridals & Formals

## 10 Years

LIU12 Franklin County

Literacy Council

## 5 Years

Premier Employee

Solutions

## 1 Year

Chambersburg Ballet

Theatre School

Ghost Writer

Jiffy Lube

Misfit Creates

State Farm Insurance/

Tim Winter

Trinity Evangelical

Lutheran Church

# CHAIR'S MESSAGE



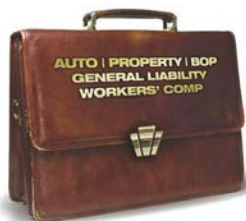
As we enter a new year and a new decade, it is my privilege to work with the Chamber board and staff to continue the Chamber's mission of helping our members prosper and enhancing the quality of life in the Chambersburg area by promoting our business community and economic development.

As a quick introduction about myself, I am a Chambersburg native and have worked as a certified public accountant for **SEK CPAs and Advisors** for 30 years in the tax, small business and consulting areas. I have been active with various Chamber affiliates including the Chamber Foundation board, Community Development Corp. and Chambersburg Area Development Corp. as well as many local nonprofit, church and civic organizations.

Our community is entering a new decade with many exciting opportunities including wrapping up downtown and surrounding area projects, taking on new and exciting expansions, more renovations and economic growth. I'd like to encourage all our members to work together to create the best business environment so that the community can grow, prosper and provide a great place to work, worship and live.

Luke Martin, CPA  
Member of the Firm, SEK CPAs & Advisors  
Board Chair, Greater Chambersburg Chamber of Commerce

**Affordable business insurance featuring enhanced coverages — plus the opportunity to earn a dividend.**



Learn how, as a member of the Greater Chambersburg Chamber, you could earn an all-lines\* dividend by placing your insurance with Penn National Insurance.

\*except bonds and umbrella

Call this member agency today!



[www.pennnationalinsurance.com](http://www.pennnationalinsurance.com)



800-503-8908 • [www.stricklerins.com](http://www.stricklerins.com)

## 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  
[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.





# THE OUTLOOK AUDIENCE

2,300+  
INDIVIDUALS / MONTH

800+  
BUSINESSES / MONTH

1,700+  
CONTACTS RECEIVE DIGITALLY / WEEK

5,400  
PRINTED COPIES / YEAR

## THE OUTLOOK ADS AVAILABLE

### HALF PAGE AD

\$150 each or 3 for \$399. Size: 7" w x 4" h

### BLOCK AD

\$99 each or 3 for \$255. Size: 7" w x 2" h or 3.5" w x 4" h

### BIZ CARD AD

\$50 each or 3 for \$125. Size: 3.5" w x 2" h

Submit all ads by the 10th of the month before publication date.

### FLYER INSERTS 8.5"x11"

**Businesses:** \$195/insert and provide 550 copies

**Nonprofits:** \$125/insert and provide 550 copies. One free insert/mo.

\*Digital insert files must be submitted by the 10th of the month prior to publication date. 550 copies due by 20th of month before publication date.

Reserve early, space is limited. All ads linked to advertiser website in digital edition.



## PAST ADVERTISERS



## LARK KENNEDY



717 - 264 - 7101 EXT. 206



LKENNEDY@CHAMBERSBURG.ORG



# DIGITAL ADVERTISING

LAITON SUDERS | LSUDERS@CHAMBERSBURG.ORG | 717-264-7101 EXT. 214

## PREMIER E-BLAST

**\$99/EACH**

NONPROFIT RATE \$75/EACH

Promote an event or program digitally to chamber membership

Increase business exposure and reach 1,500+ contacts

23% avg. open rate (industry average 10%)

Sent daily Tuesday - Friday; Reserve early, limited space available

Any ad size available, 8.5"x11" preferred; Ad and URL due at least 3 business days prior to date for review.

## E-NEWS AD

**\$45/EACH**

BUY 4 ADS FOR \$150

Gain exposure through the Chamber's Weekly E-news, sent each Monday

Reach 1,700+ individuals and 800+ businesses

Ad size is 800 x 200 pixels and due by 5pm the Thursday before delivery date

Ads must be secured at least one week prior to delivery date

## WEBSITE ADVERTISING

**\$25 - \$99/MO.**

ADVERTISE ON OUR HIGH-TRAFFIC, MOBILE RESPONSIVE WEBSITE AT CHAMBERSBURG.ORG

WEBSITE REACHES 15,000 PAGEVIEWS/MO. AND UP TO 200,000 AD IMPRESSIONS/YR.

**Gold Level - \$99/mo.** Includes banner ads (728x90 pixels) on all available pages including business category, business directory search; plus Enhanced benefits

**Enhanced Level—\$25/mo.** Includes priority placement in Business Directory Listing and upgraded category features such as logo, map, photos, description, etc.

## PRINT & DIGITAL AD COMBO

~~\$420~~ **\$325**

Purchase 3 Business Card Ads and 6 E-news Ads and save \$95!



PLEASE NOTE ALL ADVERTISING IS SUBJECT TO THE CHAMBER'S ADVERTISING GUIDELINES.

# HONORING BUSINESS & COMMUNITY



Each year, we are honored to recognize businesses and leaders who have made a substantial difference in our community. Nearly 10 individuals and businesses will be recognized for their outstanding accomplishments at our Awards Breakfast on March 5 at the **Chambersburg Country Club**. Those awarded are nominated by members of our community.

We invite you to review the awards below and consider nominating organizations and individuals you feel exemplify the criteria listed below. **Submit nominations online at [Chambersburg.org/Award-Nominations](http://Chambersburg.org/Award-Nominations)**. For complete guidelines contact Lark at [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org). All nominations are due by Monday, January 20 at 5 p.m. For complete guidelines contact Lark at [lkennedy@chambersburg.org](mailto:lkennedy@chambersburg.org). *Please note the Property Improvement and Environmental Sustainability awards will be given at the Economic Development Breakfast in May.*

## ATHENA LEADERSHIP AWARD

This award honors professional, community and personal leadership as well as those who actively assist women in reaching their full leadership potential. This award is well-known on an international scale and is one of the most prestigious leadership awards an individual can receive. Criteria include demonstrating excellence, creativity and initiative in their business/profession, providing valuable service to improve the quality of life for others and assisting women in achieving their leadership potential.

## EVENT OF THE YEAR

This award recognizes excellence in an event delivered to meet local community needs. Each entry must include a brief overview of the event so the committee may understand what the event was created for, who was involved, when it started, the scale of the event, content, audience and participants.

## EMERGING BUSINESS LEADER

Presented by the Chamber and 11/30 Network, this award aims to highlight and celebrate the contributions of a young leader, under the age of 40, who is impacting their profession and positively shaping the future of the community.

## EMPLOYER OF THE YEAR

This award will recognize the company that has created an outstanding workplace and has a committed, effective and motivated workforce as demonstrated by growth and/or strong retention.

## NONPROFIT OF THE YEAR

We will recognize a nonprofit whose innovations address areas of need to improve the prosperity of Franklin County. Criteria include 501(c)3 status in Franklin County, has impacted the overall prosperity of the community, and the organization's community contributions should extend outside of the nonprofit sector.

## INNOVATOR OF THE YEAR

This award recognizes an entrepreneur, business owner or key manager who has succeeded through innovation and risk-taking in introducing new products or services or growing an existing product line through a unique approach. Criteria include new product growth, industry recognition, innovative marketing, ability to overcome adversity, etc. The business must be a current member of the Chamber and have been in business for a minimum of three years.

## SPIRIT OF THE COMMUNITY

We will recognize an individual who has demonstrated a tireless and unselfish commitment to improving the quality of life in Chambersburg beyond the role of their career. Criteria include leading or supporting a community improvement project, demonstrating the ability to bring the community together to accomplish a goal or project, representing Chambersburg in a positive manner and demonstrating a commitment to promoting or contributing to the quality of life in Chambersburg.

**SUBMIT NOMINATIONS**  
**ONLINE**

**[Chambersburg.org/Award-Nominations](http://Chambersburg.org/Award-Nominations)**

# Sold-out Crowd Attends Legislative Breakfast



Hosted by the five chambers of commerce on behalf of the Franklin County Government Affairs Committee, more than 190 people attended the 4th Annual Legislative Breakfast to hear from Senator Doug Mastriano, Senator Judy Ward, Representative Johnathan Hershey, Representative Rob Kauffman, Representative Paul Schemel and Representative Jesse Topper.

Moderated by Gene Barr, president and chief executive officer of the Pennsylvania Chamber of Business & Industry, the state legislators were encouraged to discuss the focus of their agendas and opinions on recent legislation. Areas addressed included the state judicial system, the "Regional Greenhouse Gas Initiative," property taxes and recreational marijuana.

Attendees also participated in a Q&A with the panelists to talk about local issues such as environmental regulations that affect businesses. On the same topic, Senator Mastriano and Representative Schemel highlighted energy and natural gas as one of Pennsylvania's greatest assets, encouraging the use of this resource for greater initiatives rather than an increase in regulatory limitations.

Special thanks to Grand Sponsor **Patriot Federal Credit Union**, the members of the Franklin County Government Affairs Committee as well as the representatives from the Greater Chambersburg Chamber of Commerce, Greater Waynesboro Chamber of Commerce, Greencastle-Antrim Chamber of Commerce, Shippensburg Area Chamber of Commerce and Tuscarora Area Chamber of Commerce. For more information about the public policy positions of the Franklin County Government Affairs Committee, please visit [Chambersburg.org/Advocacy](http://Chambersburg.org/Advocacy).

Grand Sponsor: **ACNB Bank, F&M Trust, Herbert, Rowland & Grubic, Inc., SEK CPAs & Advisors, Shippensburg University, WellSpan Health -Formerly Summit Health, West Penn Power—A First Energy Company**

Table Sponsors:

Patron Sponsors: Adams Electric Cooperative, Inc., Manpower, Quincy Village, Spirit Trust Lutheran Home Care & Hospice, Strickler Agency, Inc., SunnyHill Properties Inc., Triad Engineering, Inc.



## Welcome Membership Director Jordan Nace



We are pleased to welcome Jordan Nace as the new membership director! Jordan joined the Chamber team in early November and formerly worked in sales for **Higher Information Group**. His experience includes an extensive background in sales and marketing as well as relationship-building with clients in the Carlisle, Shippensburg and Chambersburg areas. He received his undergraduate degree

in communications studies from Indiana University of Pennsylvania and is originally from Carlisle.

"I am excited for this opportunity to help the Chambersburg Chamber grow and am eager to engage with the businesses that are the backbone of our community," said Jordan Nace, membership director of the Chambersburg Chamber. "I am blessed to have this opportunity and cannot wait to meet all of our wonderful members and those interested in learning more about our organization."

At the Chamber, Jordan will oversee membership recruitment and retention as well as lead the Chamber Ambassador Committee and coordinate various Chamber events. In his free time, Jordan enjoys traveling and most recently returned from Munich, Germany. His other hobbies include golfing, fishing and spending time outdoors with his beagle, Rooney.

## Employability Partnership Announced

The Community Education Coalition/Employability is partnering with the Partnership for Career Development/**SCPWorks** (PCD) and **Penn State Mont Alto** to bring a Leadership Academy for Logistics to Franklin County starting in February and completing by mid-April. The 40+ hour intensive program will instruct 20 public school educators on the high priority occupation of logistics and the opportunity for logistic careers in our county. This is a no-cost program

due to grant funding PCD received from the Teacher in the Workplace federal dollars available from the Workforce Innovation and Opportunities Act.

Through workshops, online and in-class discussions, readings and activities, participants will be provided with the tools to integrate their experiences into the classroom. For additional details, contact Ginny Harriger at 717-264-7101 ext. 205.

# TRENDING NEWS



Our Chamber affiliate, **Chambersburg Area Development Corp. (CADC)**, was honored to present the **Chambersburg Area School District Foundation** with a \$5,000 donation for their #Leaping4Literacy initiative in December! Their goal is to raise \$100,000 to provide mini take-home libraries for every CASD student in grades K-5. Research shows that students who read twelve months per year are far more likely to be performing at grade level and, ultimately, more likely to graduate from high school.



Congratulations to **Teriyaki Madness!** We recently celebrated their opening with a Ribbon Cutting, and we're excited to welcome franchise owner Jake Moore to the local business community. Teriyaki Madness, a fast-casual Asian restaurant concept featuring a Seattle Teriyaki menu, is located at 243 Walker Road, Unit #2, in Chambersburg, Pa. They are committed to unconditionally satisfying guests by offering delicious, made-to-order teriyaki dishes prepared with all-natural, fresh ingredients.



In December, **Keystone Health** celebrated the grand opening and ribbon cutting of the Keystone Professional Center at 111 Chambers Hill Drive. The 68,000-square-foot facility houses Keystone Urgent Care; Keystone Pediatric Therapies including Audiology and Speech (which will be renamed Keystone Pediatric Developmental Center) and Keystone Infectious Diseases, HIV/STD Services and Keystone Community Outreach (these practices will be combined into one office named Keystone Community Health Services). The second floor of the new building houses Keystone Administration and Keystone Pediatric Dental.



Special thanks to **Spiritrust Lutheran LIFE** for hosting our November mixer! We enjoyed a wonderful evening of great company and delicious food. Spiritrust offers comprehensive health and personal care programs that help seniors remain independent and live safely at home where they want to be. They are located at 840 Fifth Avenue in Chambersburg, Pa.



# MEMBER SPOTLIGHTS

## ONESKIN DERMATOLOGY

211 Grant St., Chambersburg, PA 17201 | 201-819-4588  
drday@oneskinderm.com | OneSkinDerm.com

**OneSkin Dermatology** is an innovative medical practice bringing transparency and wellness to the traditional dermatologic health care experience. Founded by board-certified dermatologist Dr. Rachel Day, OneSkin Dermatology is the area's first direct-care dermatology and skin-health and wellness practice. Through the direct-care model, Dr. Day partners with patients to provide high-level access to expert dermatological care for the entire family in a service-centered, welcoming environment.

Dr. Day offers her patients the premier dermatologic care experience. She completed her medical school and dermatologic training at Weill Cornell Medical College and Memorial Sloan Kettering Cancer Center in New York City and brings this expertise to her patients in her daily practice. As the only board-certified dermatologist in Franklin County, Dr. Day started OneSkin Dermatology to serve the community by providing access to comprehensive medical, surgical and cosmetic dermatology care all in one location.



"I wanted to create a space where my patients could feel at home, cared for and supported in their skin health journey," says Dr. Day. In addition to its dermatologic services, OneSkin Dermatology has an experienced medical aesthetician on staff along with medical-grade skin care lines. Wellness services include massage therapy, body treatments, holistic health and nutrition coaching.

Learn more about OneSkin Dermatology at OneSkinDerm.com or follow on social media @love\_my\_oneskin.

## KEGERREIS OUTDOOR ADVERTISING, LLC

162 Farm Credit Dr., Chambersburg, PA 17201 | 717-263-6700  
jennifer@kegerreis.com | Kegerreis.com

**Kegerreis Outdoor Advertising, LLC**, a billboard advertising company based in Chambersburg, recently celebrated 40 years in out-of-home advertising. Established in 1979 by three brothers, Ron, Rick and Randy Kegerreis, it remains family owned and operated today, with nearly 40 employees. By staying true to a simple philosophy of hard work, integrity and client-focused programs, Kegerreis has grown its footprint across the Mid-Atlantic, operating now in seven states with nearly 3,000 billboard displays. In August of 2019, Kegerreis acquired the assets of Hagerstown, Md. based billboard company, Advertising Inc., giving Kegerreis' advertisers access to more locations throughout the area. This recent acquisition has added almost 200 displays to its coverage in Chambersburg, Mercersburg, Greencastle, Waynesboro, Gettysburg, Hagerstown, Smithsburg and Winchester, Va.



Kegerreis takes pride in their support of non-profits and service organizations over the years, including **CADC, Cumberland Valley School of Music, 11/30 Network, Council for the Arts, Downtown Chambersburg, Inc.** and IceFest, just to name a few.

Their brand, "elevate", has permeated their company culture and has attracted hundreds of small to mid-size local businesses seeking to amplify their advertising. Check them out at Kegerreis.com

## EFFECTV (FORMERLY COMCAST SPOTLIGHT)

205 Granite Run Dr., Lancaster, PA 17601 | 717-614-6480  
barb\_shank@cable.comcast.com | Effectv.com

The future of TV advertising is here. Our new name – **Effectv** – highlights our belief in TV as an intelligent, precise platform for advertising. It affirms our focus on audiences, attribution, performance and our commitment to delivering results. Effectv combines the targeting and measurement of digital, with the reach and impact of TV - delivering the results that matter to our clients.



While others are talking about this, we are doing it. Right now. Visit us at Effectv.com.

# QuickBooks® Step-by-Step Training Manual Provided



**Dates:** January 29, 2020  
February 19, 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. \_\_\_\_\_



**Payments Accepted:** Check ♦ Cash ♦ Mastercard ♦ Visa



Visit our Facebook page – [www.facebook.com/schultheisscpa.com](http://www.facebook.com/schultheisscpa.com)

# USING BILLBOARDS GENERATES **4 X MORE SEARCH RESULTS**

PER DOLLAR SPENT, THEN ANY OTHER MEDIA.

-NIELSEN

REACH 93% of Franklin County  
Programs starting at

**\$395/month.**



**BILLBOARDS WORK. BIG TIME.**

**Kegerreis.com**

**717.263.6700**

# KEGERREIS

outdoor advertising, llc



**Rotz & Stonesifer Financial Services, LLC** is pleased to announce that Jennifer Connolly has achieved a unique designation in the financial services industry offered by the College for Financial Planning - Chartered Retirement Plans Specialist<sup>SM</sup> (CRPS<sup>®</sup>). The CRPS<sup>®</sup> program helps advisors master the

process of designing, installing and maintaining company retirement plans. In addition, Connolly has been promoted within the organization to Financial Advisor.

**Wilson College** and Frederick Community College (FCC) have finalized an agreement that guarantees qualified FCC students admission to Wilson bachelor's degree programs and allows them to transfer all credits earned with a grade of C or better. The articulation agreement gives FCC associate degree graduates with a grade-point average of at least 2.0 benefits that will make continuing their education at Wilson as smooth as possible.



Recently, **Schaedler Yesco Distribution** was recognized as the Affiliated Distributors (AD) 2019 US Member Dollar Growth Award winner as well as an AD 2019 Best Workplace Award winner.

To be eligible for the Dollar Growth award, the company must achieve superior year over year percent or dollar remittance growth through AD, commit to growing sales with AD suppliers and seek opportunities to increase marketplace awareness and penetration.

**F&M Trust** has hired Beth Reeser as retirement plan services relationship manager. In her new role, Reeser is responsible for managing and growing new business clientele for retirement plan services, creating sales strategies to grow business clients and servicing the administration of F&M Trust's business clients' retirement plans. The Mechanicsburg resident is based in F&M Trust's Memorial Square office in Chambersburg.



**Wilson College** announced the appointment of Dr. Wesley R. Fugate as the 20th president in the 150-year history of the college. Fugate, who will officially assume the Wilson presidency in January 2020, will succeed Barbara K. Mistick. Over the course of his career, Fugate has worked

extensively in enrollment management and student affairs; supported the work of college boards of trustees; and led successful communications and marketing efforts. As president of Wilson College, Fugate will be responsible for unifying the campus with a focus on enhancing the student experience, building and enhancing relationships in the

local community and more. Visit [Wilson.edu](http://Wilson.edu) for details.



**Wilson College** is celebrating its Sesquicentennial, the 150th anniversary of its founding; recently, the celebration continued

as the academic quad was dedicated to former president Barbara K. Mistick. In addition, the Children's Orchestra Society visited and performed under the direction of Executive Director Yeou-Cheng Ma, sister of acclaimed cellist Yo-Yo Ma. Another highlight of the celebration was a ribbon-cutting ceremony officially marking the opening of Wilson's new, \$3 million Breakefield Veterinary Education Center.

The team at **Ocker Accountants & Consultants**, a local firm with offices in Fayetteville and McSherrystown, has recently welcomed as staff accountant, Debra Myers of Greencastle, to their firm. Myers is actively pursuing the Enrolled Agent designation from the IRS and brings over 15 years of experience in public accounting. As staff accountant with Ocker Accountants & Consultants, she will prepare corporate, partnership and individual tax returns and perform accounting services.

The Gospel Tide Broadcasting Association, "**The Tide**", embarked on a unique fundraising campaign in January 2019. Mark D. Story, director of development for The Tide, recruited men who agreed not to shave for the year and to raise \$1,000 each for international Gospel radio broadcasts. The 26 "Year Beard" men grew their beards, and the group has raised more than \$18,000 through sponsorships. For more information about Year Beard or The Tide contact Mark Story at [mark@thetide.org](mailto:mark@thetide.org) or call the office directly at 717-264-7288.



**F&M Trust** recently donated \$2,000 to the North Square Farmers Market, a non-profit organization serving to support and revitalize Chambersburg's downtown community. The Farmers

Market is available from May through October, and brings south central PA a variety of the best locally grown items exclusively from local farmers, artisans and entrepreneurs.

The **Franklin County Library System** announced the impending closure of Fort Loudon Community Library. After fifty years of service, usage of this small rural library location has declined to the point that wise use of the library system's resources can no longer justify maintaining it. Despite the branch closing, FCLS will continue to serve Fort Loudon and Peters Township with increased bookmobile services, storytimes, and outreach events. For questions, please contact FCLS Executive Director, Bernice Crouse, at [bdcrouse@fclspa.org](mailto:bdcrouse@fclspa.org).



**Herbert, Rowland & Grubic, Inc. (HRG)** was named the ESOP Company of the Year by the Pennsylvania/Delaware Chapter of The ESOP Association. This organization is dedicated to promoting the benefits of employee

ownership, which include maximizing productivity and sharing the wealth among all who contribute. The award is given to a local firm that has successfully demonstrated these values.

**WellSpan Chambersburg Hospital** has been awarded for the third consecutive year an 'A' in fall 2019 Leapfrog Hospital Safety Grade, a national distinction recognizing WellSpan Chambersburg Hospital's achievements in protecting patients from harm and providing safer health care.



Lisa M. Statler, a director with **Boyer & Ritter CPAs and Consultants**, recently graduated from Leadership Harrisburg's Executive Leadership Series, which focuses on providing senior decision-makers with valuable insights into the region's issues and challenges. At Boyer and Ritter, Statler

supports the firm's Small Business and Entrepreneurial Consulting Group and provides tax and accounting services for individuals.



Christopher M. Merkey is bringing more than 20 years of industry experience to **Boyer & Ritter CPAs and Consultants**. Merkey joins Boyer & Ritter as a manager in the firm's Dealership Service Group, which serves more than 270 dealerships

and is among the largest specialized automotive dealership accounting practices in the Mid-Atlantic community.

**The Boys and Girls Club of Chambersburg and Shippensburg** has relocated to 73 W. Burd Street, Shippensburg, and has also begun a 10-year anniversary celebration for 2020. Community members can help celebrate by pledging \$20.10 (the year we started) each month for 1 year. Just \$20.10 per month provides one child one month of a safe, after-school life-changing program, and no child is denied access due to inability to pay. Our goal is to raise \$50,000 this year to support our after-school program, which provides for over 300 children in Franklin County. Donate at [BGCCS.org](http://BGCCS.org).



**F&M Trust** is pleased to announce that Michele Williams, F&M Trust training and development manager, has been promoted to assistant vice president. Williams, who is a Coach Training Alliance Certified Coach (CTACC), rejoined the bank in 2013 after having worked for F&M Trust

from 1990-1995. The Chambersburg resident is based in the F&M Trust corporate headquarters in Chambersburg.

Join the **Franklin County Historical Society** for their monthly meeting on January 23 at 2 p.m. Special guest Doug Warnock will be discussing the "History of L.E.A.D."

The **11/30 Network**, an initiative of the Chambersburg Chamber, delivered care packages during First Responders Appreciate Day on December 13 with more than 30 volunteers and 11/30 members. Approximately 36 care packages were distributed to first responder stations in Franklin County. (Photo on the cover of this edition of The Outlook).

## U.S. CHAMBER OF COMMERCE UPDATE: U.S. MEXICO-CANADA AGREEMENT STATUS

*Article from U.S. Chamber of Commerce Blog*

The Trump administration and House Democrats recently reached agreement on a path forward for consideration of the U.S.-Mexico-Canada Agreement (USMCA).

The USMCA brings the North American Free Trade Agreement (NAFTA) into the 21st century with updated provisions for digital trade, financial services, and agriculture trade. It will preserve and modernize U.S. trade ties with Canada and Mexico, which are by far the largest U.S. export markets.

Trade with Canada and Mexico supports 12 million American jobs, and 49 U.S. states count Mexico or Canada as one of their top three merchandise export markets. Exports to Canada and Mexico support two million manufacturing jobs, according to the National Association of Manufacturers. Manufacturing supply chains knit all three countries together, making the region more competitive in the world economy.

North American trade is also critical to agriculture. Nearly one-third of U.S. agricultural exports go to Canada and Mexico. Unlike when NAFTA went into effect over two decades ago, digital trade and intellectual property are now key drivers of sustained economic growth. The USMCA creates best-in-class rules to foster growth in the digital economy. It also includes strong enforcement tools to guard against counterfeiting and piracy.

"The U.S. Chamber welcomes the news that the administration and House Democrats have reached agreement on a path forward for USMCA. We thank U.S. Trade Representative Robert Lighthizer, House Speaker Nancy Pelosi, House Ways and Means Chairman Richard Neal, and members of the House Democrats' Working Group for their leadership and hard work. We are optimistic this development will open the door to final approval of USMCA on a bipartisan basis, which will benefit all Americans and especially farmers, manufacturers, and small businesses. We look forward to reviewing the details of the deal with our members and assessing their impact." – U.S. Chamber CEO Tom Donohue.

*Learn more at [USChamber.com/Blog](http://USChamber.com/Blog).*

# Scoop-a-Palooza

ice cream for education



Sponsored by:

**SAT JULY 11 / 11AM-3PM**

**@Chambersburg Area Senior High School**

**Enjoy all-you-can-eat ice cream samples from local ice cream shops & vote for your favorite!**

## Sponsor Opportunities

### 2 Scoop Sponsor - \$500

*\*Nonexclusive partners*

- Company name listed on event website and event promo materials as space allows
- Opportunity to set up a promotional table at the event
- 10 tickets to attend the event
- Company name listed in newsletter recap article

### 1 Scoop Sponsor - \$300

*\*Nonexclusive partners*

- Company name listed on event website and event promo materials as space allows
- Opportunity to hang a banner at event
- 6 tickets to attend event
- Company name listed in newsletter recap article

### Baby Scoop Sponsor - \$100

*\*Nonexclusive partners*

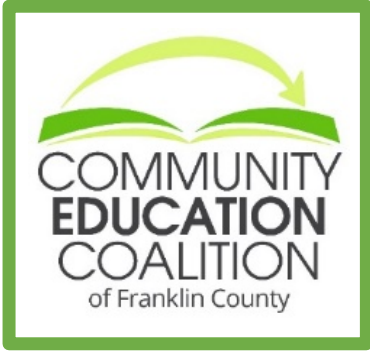
- Company name listed on event website and event promo materials as space allows
- Opportunity to hang a banner at event
- 6 tickets to attend event
- Company name listed in newsletter recap article

**Buy your tickets at**  
**ScoopaPalooza.org**

*or at the Chambersburg Heritage Center & Gift Shop, 100 Lincoln Way E.*

# 2020 FRANKLIN COUNTY HIGH SCHOOL BUSINESS CHALLENGE

## SPONSORSHIP OPPORTUNITIES



**EVENT:** April 2020, Franklin County Career & Technology Center  
**Projected Attendance:** 75

**Event Info:** The Franklin County High School Business Challenge provides opportunities for local high school students to **engage their entrepreneurial spirits by creating and developing business plans for a new or pre-existing business.** The top teams will pitch their plans and winners will be formally recognized at the conclusion of the final event. Sponsorships will help with the expenses associated with final Business Challenge event as well as provide prize money to the winning entry(s). *The Chamber Foundation is a 501(c)(3) tax exempt organization.*

### **Presenting Sponsor - \$1,500 (SOLD - Exclusive)**

- Company supplied banner displayed at final event
- Company logo on final event screen presentation
- Company mention in Chambersburg Chamber newsletter
- Company logo on all printed event materials (program, promotions, etc.)
- Company logo on Chambersburg Chamber website event listing with hyperlink to sponsor's homepage



### **Associate Sponsor - \$500 (non-exclusive)**

- Company logo on the event screen presentation
- Company logo on all printed event material (program, promotions, etc.)
- Company logo on Chambersburg Chamber website event listing with hyperlink to sponsor's homepage

### **Supporting Sponsor - \$250 (non-exclusive)**

- Company name on the event screen presentation
- Company name listed in the event program
- Company logo on Chambersburg Chamber website event listing with hyperlink to sponsor's homepage

### **Patron Sponsor - \$50 (non-exclusive)**

- Individual name listed in event program
- Individual name placed on Chambersburg Chamber website event listing

### **Yes, I would like to sponsor the Franklin County High School Business Challenge**

Company or Individual 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 \_\_\_\_\_

Mail check and form to: Greater Chambersburg Chamber Foundation, 100 Lincoln Way East, Suite A, Chambersburg, PA 17201  
For more information contact: Ginny Harriger, Executive Director – 717.264.7101 x205 or email [gharriger@chambersburg.org](mailto:gharriger@chambersburg.org)



# GREATER CHAMBERSBURG VIRGINIA HARRIGER CHAMBER FOUNDATION EXEC. DIRECTOR

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



## COMMUNITY LEADERSHIP

LFC Community students took a Franklin County Economic Development bus tour in November led by Janet Pollard, **Franklin County Visitors Bureau**, with special guest speakers Mike Ross, **Franklin County Area Development Corp.** and Stephen Christian, **Chambersburg Area Development Corporation**. The tour visited **Letterkenny Army Depot, Epiroc Drilling Tools, Mercer Vu Farms and ULTA Distribution Center**.

The December session focused on nonprofits (board and governance). Kirsten Hubbard of **Ghost Writer** led special faculty members John Boozer, **Franklin Advisory**, Clint Bolte (retired), Clint Bolte & Associates, Judy Chambers, Ghost Writer and Alan Smith (retired), Waynesboro YMCA. In between information sessions the group visited three local nonprofits: **Cumberland Valley Animal Shelter, Occupational Services, Inc.** and **United Way of Franklin County**. Applications for LFC Community Class of 2021 (deadline June 30) and are now available at [SurveyMonkey.com/r/LFCCApp2020-2021](https://SurveyMonkey.com/r/LFCCApp2020-2021).

LFC Community  
Sponsor:



## NOMINATE: ALUMNI OF THE YEAR

The LFC Alumni Committee is accepting nominations for the 2019 Alumni of the Year awarded during the LFC Community graduation in May. The criteria include demonstration of exceptional achievement and significant contributions to professional and community service in Franklin County. To be eligible, the candidate must be a graduate of the LFC program for at least three years. To nominate someone, write an essay of up to 300 words describing why they deserve the award. You may submit newspaper articles, photos and additional materials. Self-nominations are permitted. It is important for nominators to stress the noteworthy facts, positions, awards and accomplishments of the nominees. • Nominations must be received by March 4; fill out the online application at [SurveyMonkey.com/r/LFCAlumniYr2019](https://SurveyMonkey.com/r/LFCAlumniYr2019).

## APPLY FOR LFC YOUTH 2021 CLASS

Current ninth grade students seeking to develop their leadership skills and learn about their community are

invited to apply for the Leadership Franklin County (LFC) Youth class of 2021. This program invests in promising Franklin County youth by providing them with the tools to emerge as leaders in their personal lives, schools and communities. Eligible students are current ninth grade students attending any Franklin County school (public, private or home school) who will be sophomores during the 2020-2021 school year. The program is offered at no cost to the student. The year-long curriculum aims to help students build self-confidence, develop leadership skills and enhance their desire to give back to the community. For more information visit [FranklinCountyWorks.com/Leadership](https://FranklinCountyWorks.com/Leadership). Online applications are due by Feb. 12 and can be found at [SurveyMonkey.com/r/LFCYApp2020](https://SurveyMonkey.com/r/LFCYApp2020).

LFC Youth Sponsor:



## YOUTH LEADERSHIP BEGINS

Leadership Franklin County (LFC) Youth continued their leadership development journey with themes of "Understanding Others, Diversity & Inclusion" and "Challenge the Process." Guest faculty the past two months included Jose Dieudonne, **Wilson College**; Kim Cider, **Optavia**; and Erica Ragno, **Chambersburg YMCA**. In addition to monthly sessions, students are working on "BeKind." projects designed to help with group planning and project management skills as well as spreading this theme in their schools. LFC Youth continues to help our youngest community leaders learn more about themselves, others and how to better prepare for a lifetime of leadership.



We deliver unique and cost effective products and services in these key areas:

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

We are here to help.  
Call 1.800.377.3539!

solutions. service. strategy



# DOWNTOWN CHAMBERSBURG INC. SAM THRUSH PRESIDENT

717-264-7101 ext. 204 | sthrush@chambersburg.org | DowntownCburg.com



## ICEFEST RETURNS!

Celebrate the 18th Annual IceFest in downtown Chambersburg sponsored by **M&T Bank** from Thursday, Jan. 30 to Sunday, Feb. 2. Stroll downtown to view ice sculptures throughout the weekend and attend a variety of events hosted throughout the festival. IceFest originated in Chambersburg 18 years ago to help shake the mid-winter blues. The event is coordinated by the **Borough of Chambersburg, Downtown Chambersburg Inc., Council for the Arts, Downtown Business Council** and IceFest Committee members and supported by many sponsors, local businesses and the community.

Today, IceFest has evolved into the largest outdoor ice festival in Pennsylvania. Events scheduled for the festival include the official ribbon cutting and kick-off ceremony, live ice carving, ballroom dancing at the Snowfall Ball, chili & barbeque tasting at the Chili-Q, dunking at the Polar Dunk Plunge, cake viewing and tasting at Icing on the Cake, slipping and sliding down the double-wide ice slide and many more!

IceFest Sponsor:

For a complete list of events, visit [IcefestPa.com](http://IcefestPa.com).

**M&T Bank**

## RUN YOUR ICE OFF 5K

Registration is open for IceFest & LFC Alumni's Run Your Ice Off 5k on Sunday, Feb. 2. Organized by the LFC Alumni Committee, proceeds benefit the Leadership Franklin County Alumni Scholarship fund and Relay for Life of Chambersburg. Registration is \$25 prior to race day (before Jan. 5th also includes a long sleeve T-shirt), or \$35 on race day. Race packet pick-up will be downtown at IceFest on Saturday, Feb. 1 or race day.

Cash prizes and medals will be given in eight age categories. Thank you to Lead Sponsor **Rotary Club of Chambersburg**, Mile Marker Sponsors **Rodney B. Smith Plumbing Heating & Cooling**, Kristian Frank -CFP Merrill Lynch, Supporting Sponsors **ACNB Bank, Organic Remedies of Chambersburg** and Sponsor **Starr Insurance**. Register online at [TimberhillTiming.com](http://TimberhillTiming.com).

## ServiceMASTER Restore 24 Hour Emergency Response

- Fire
- Water
- Mold



717/267-2223  
[www.smprofclean.com](http://www.smprofclean.com)

IICRC Certified Disaster Restoration Company, family owned and operated since 1985



Enjoy seasonal fruits, jams, gifts & more!

**OPEN DAILY**

2197 Lincoln Way West, Chambersburg  
717-263-2195

PRESENTED BY M&T Bank

IceFest '20

80+ SCULPTURES!

#ICEFESTPA



*18th Annual IceFest  
in Downtown Chambersburg*

**FOR MORE INFORMATION GO TO:**

*[www.IceFestPa.com](http://www.IceFestPa.com)*



[www.Facebook.com/IceFestPa](http://www.Facebook.com/IceFestPa)



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

PRSRTD STD  
 U.S. POSTAGE  
**PAID**  
 Permit #7  
 Chambersburg, PA

# JAN EVENTS DETAILS / REGISTER CHAMBERSBURG.ORG/EVENTS

**01**

**OBSERVANCE OF NEW YEAR'S DAY**

THE CHAMBER OFFICE WILL BE CLOSED IN OBSERVANCE OF NEW YEAR'S DAY

**16**

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

5:30 - 7:30 P.M., JOHN ALLISON PUBLIC HOUSE, 155 S. ANTRIM WAY, GREENCASTLE

**20**

**AWARD NOMINATION DEADLINE**

ATHENA, EMPLOYER OF THE YEAR, ETC. SUBMIT: CHAMBERSBURG.ORG/AWARD-NOMINATIONS

**21**

**JOINT CHAMBER MIXER: SHALOM CHRISTIAN ACADEMY**

5 - 7 P.M., 126 SOCIAL ISLAND RD, CHAMBERSBURG

**23**

**RIBBON CUTTING & OPEN HOUSE: NETWORK MINISTRIES**

5 - 7 P.M., 419 HOLLYWELL AVE., CHAMBERSBURG

**30**

**ICEFEST IN DOWNTOWN CHAMBERSBURG SPONSORED BY M&T BANK**

FESTIVAL RUNS FROM JAN. 30 - FEB. 2; FULL EVENT SCHEDULE AT ICEFESTPA.COM

**Valley Agency** COMPANY **INSURANCE**  
 (717)264-4311

*"Corner of Norland & Fifth Avenues"*



- Friendly Professional Service
- Competitive Pricing from Multiple Companies
- Stability of serving the community for over 100 years!



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



5-star accredited by the U.S. Chamber of Commerce



The Outlook is a publication of the Greater Chambersburg Chamber of Commerce (GCCC). Ideas, opinions and statements expressed in articles by contributors are not necessarily those of the GCCC. Neither the publisher nor any individual associated with any branch of production, nor the advertisers, will be held liable for typographical misprints contained herein. Content submitted by members of the GCCC may contain advertisements and/or links to third party sites. The GCCC does not endorse nor advocate for the advertised product, event, service or company, nor any of the claims made by the content and takes no responsibility for promises made or the quality/reliability of the products/services offered.