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SAVE THE DATE

JANUARY 28-31

ICEFEST

For more details about IceFest events, see page 5 or visit www.icefestpa.com.

APRIL 7 ANNUAL AWARDS BREAKFAST

7-9 a.m.

Chambersburg Country Club Join the Chamber as we honor businesses and individuals for their significant contributions to the community.

Visit www.chambersburg.org/events for details about these events and more. January events are listed on the back of the newsletter.

Tom Beddard named Business Person of the Year

The Chamber named Tom Beddard the 2015 Business Person of the Year at its Annual Business Breakfast, sponsored by Chambersburg Hospital, on December 10. Beddard, owner/founder of Lady Moon Farms, was honored with the award in recognition of his business growth, regional and national leadership in the agriculture industry and charitable contributions to the community.

"Tom is a leader in the organic farming industry, and that's something for us to be proud of as a community," said Noel Purdy, Chamber president.



Lady Moon Farms, on Criders Church Road in

Chambersburg, is the largest grower of organic vegetables on the East Coast. Beddard's business began in 1988 on five acres of tillable land, and has grown to include 2,000 acres with farms in Pennsylvania, Georgia and Florida. Together, these farms provide yearround, full-time employment and supply food for national grocers such as Whole Foods.

Driven by his passion to produce healthy, nutritious food grown without damage to the earth, Beddard helped set the standards and certifications for organically grown food. He became the founding president of Pennsylvania Certified Organic, which today certifies organic farms for the USDA, and is a founding member of the Pennsylvania Association for Sustainable Agriculture.

Story continued on page 3.

New Chamber Cards now available

The Chamber will continue its Chamber Card Buy Local Program thanks to the continued support of sponsor Penn National Insurance. New cards arrived last month to replace the cards that expired December 31, 2015. These new cards are effective through December 2017.

The free card has been popular with shoppers and businesses since it debuted in late 2010, with approximately 40,000 distributed over the past two

to shop local and support Chamber member businesses.

years. Shoppers carry the card on their keychains and present it to receive discounts from more than 60 participating businesses. The program was developed to encourage residents

Chamber Cards continue to be mailed to members upon renewal of their membership, enabling them to distribute cards to their employees. Shoppers interested in receiving the new card may also pick them up at the Chamber office at 100 Lincoln Way East on Memorial Square in Chambersburg.



BOARD OF DIRECTORS

Troy Garman, RE/MAX Realty Agency -Chair Eric Foreman, BB&T - Immediate Past Chair Noel Purdy - Chamber President Jim Zimmerman, Valley Quarries Inc. -Treasurer Sherri H. Stahl. Summit Health - Secretary Lance Kegerreis, Dennis E. Black Engineering, Inc. - CADC Vice President Michelle Paulnock. ACNB Bank -Foundation President Blake Truman. VerStandig Broadcasting Brian Speer, Wilson College Rod Hocker, Johnnie's Restaurant & Hotel Service Carlos Perez, Chambersburg Wireless Melanie Furlong, SpiriTrust Lutheran Home Care & Hospice Alice Hawbaker, LCSi Lehman Construction Services, Inc. Luke Martin, Smith Elliott Kearns & Co., LLC Kim Crider, Kim Crider/Take Shape for Life Mark Story, Habitat for Humanity of Franklin Countv Chris Patterson. Manitowoc Cranes Jeff Truhan, The Shook Home Mark Durniak, Fuddruckers Brad Evans, Bartlett Tree Expert Company Angela Lynch, Chambersburg Area School **District Foundation** Michael J. Connor. Walker. Connor & Spang, LLC

CHAMBER STAFF

Noel Purdy - President npurdy@chambersburg.org David G. Sciamanna - Vice President dsciamanna@chambersburg.org Amy Fisher - Communications Director afisher@chambersburg.org Doug Harmon - Membership Director dharmon@chambersburg.org Maryliz Toohig - Financial Director mtoohig@chambersburg.org Robin Harmon - Executive Director of the **Chamber Foundation** rharmon@chambersburg.org Angie Schaeffer - Exec. Assistant/Office Manager aschaeffer@chambersburg.org Lark Plessinger - Marketing Assistant lplessinger@chambersburg.org Scott Fish - Events Coordinator sfish@chambersburg.org Stacy Guyer - Accounting Assistant, sguyer@chambersburg.org Sue Black - Customer Service Specialist receptionist@chambersburg.org

CHAIR'S MESSAGE

Meet Chamber's new leader of the board

Troy Garman, realtor for **RE/MAX Realty Agency**, is the new chair of the Greater Chambersburg Chamber of Commerce's board of directors. He replaces **Eric Foreman**, whose two-year term expired and will now serve as immediate past chair.

For his first column, Troy answered a few questions to help the membership get to know him and his plans as board chair.

How long have you been in real estate and how did you get started in the industry?

I have been in the business for 13 years. I had previous sales experience in the Ag Equipment Industry and then transitioned



into real estate sales. My grandfather, Lee Garman, started a real estate firm in Chambersburg in 1974 (the year I was born), so I've been around the business for essentially my entire life.

How did you get involved with the Chamber, and what other ways are you involved in the community?

I joined the Chamber a month after I got my Real Estate License. I've been on the Chamber Board since 2012. I serve on the Community Development Corporation and the Chambersburg Area Development Corporation's planning committee. I also serve on **The Shook Home's** board of directors and the **Cumberland Valley School of Music's** board of directors. I'm a member of the **Chambersburg Exchange Club**.

What are your goals as chair for the next two years?

1. To serve the Chamber by assisting its leadership, Noel Purdy, as she begins her first official calendar year as president of the Chamber.

2. To serve our members by supporting the Membership Committee and Chamber staff while helping the Chamber reach its 1,000 member goal.

What's your favorite place to order pizza in the area, and what toppings do you get? You may not know this, but **Dilly's** makes a very good pizza. I prefer theirs with onions, peppers and sausage. But when I'm in the mood to eat at home, I prefer **The Butcher Shoppe's** heat and eat pizza with banana peppers and bacon.

Troy Garman, Realtor, RE/MAX Realty Agency *Chair, Greater Chambersburg Chamber of Commerce board of directors*

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CONTINUED FROM COVER Business Person of the Year

Beddard continues to be a leading advocate for the fair treatment of farm workers. His business became the first farm to join the Coalition of Immokalee Workers, an internationally-known fair labor practice organization in Florida.

Beddard and **Lady Moon Farms** give back to the community, both locally and nationally, in substantial ways. On the national level, **Lady Moon Farms** announced last year a partnership with the Whole Foods Foundation, becoming the first produce company to join the Growing Healthy Kids program whose purpose is to improve the nutrition of America's children. Each sponsor in the program makes an annual contribution of at least \$40,000.

Beddard's local philanthropy includes providing significant support to the **Chambersburg Hispanic American Center**, of which President and Board Chair **Marilyn Ross** said, "It is not an exaggeration to state that CHAC would not exist without his support." His farms also provide produce to the Central Pennsylvania Food Bank and contributed to the **Capitol Theatre** renovations. He is a major contributor to **Women in Need**, he established a scholarship at James Buchanan High School and he funded the school's tennis courts.

The Chamber has awarded the Business Person of the Year since 1987. Each year, a panel of business and civic leaders selects an individual who has proven professional leadership and business accomplishments while positively impacting the community for the Chamber to recognize with this honor.

Retiring board members recognized

At the Annual Business Breakfast in December, three business leaders were recognized for their years of service on the Chamber's board of directors as their terms ended in 2015. Those recognized include:



• Derrick Donnell, PA Careerlink administrator for Franklin County,

served on the board of directors since 2008.

- Terry Guberman, owner and president of Comfort Keepers, served on the board since 2010 (not pictured).
- Suzanne Trinh, partner at the law firm Zullinger-Davis-Trinh, P.C., served on the board since 2008 and was chair of the board from 2011 to 2013.

The Chamber appreciates the volunteer service of **Donnell**, **Guberman** and **Trinh** as directors on the board.

Welcome new board members

The Chamber recently appointed **Angela Lynch** and **Michael J. Connor** to its board of directors for terms beginning in 2016.



Angela Lynch joined the Chambersburg Area School District Foundation in 2011 as executive director. In this capacity she supports the mission of raising funds for student scholarships and educational grants. She successfully completed the Penn State Management Institute. Lynch is a member of the Chambersburg Exchange Club, Rotary Club of Chambersburg, the National School Foundation Association, PA School

Foundations and the Susquehanna Valley Planned Giving Council. She is secretary of the Penn State Franklin County Club and serves as PA Community Advocate for the Pancreatic Cancer Action Network, chairing the annual "Purple Light at the PA Capitol" event. Angela also serves as an adjunct member of the **Wilson College** business department faculty.

Michael J. Connor is a partner in Walker, Conner and Spang, and has practiced law for 20 years. His focus is on family law, estate planning and administration, residential real estate transactions, and small business formation. He counsels individuals on a wide range of family law matters including adoption, divorce, prenuptial agreements, custody, and support. Connor lives in Shippensburg with his



wife and three kids. He is the president-elect of the **Rotary Club of Chambersburg** and vice-chair of the Franklin County Redevelopment Authority. He is a past board of director of the **Cumberland Valley Animal Shelter** and **Capitol Theatre Foundation**. He is also an alumni of Leadership Franklin County.

The board also approved new terms for existing directors continuing their service on the board. These include: **Kim Crider**, **Rod Hocker**, **Carlos Perez** and **Mark Story**.

New events coordinator joins staff



On December 21, Scott Fish joined the staff of the Chamber as its events coordinator. This position is responsible for the planning and implementation of various events hosted by the Chamber and its affiliates, Downtown Chambersburg Inc. and the Greater Chambersburg Chamber Foundation.

Scott comes to the Chamber with 10 years of customer service experience in the retail

and staffing industries. Most recently, Scott worked at the Target Distribution Center. He has also worked for Manpower and spent six years with Verizon Wireless. Scott is a Chambersburg native and since graduating high school has lived in Philadelphia and Boston. He moved back to Chambersburg two years ago, and is excited to join a community-centered organization in his hometown.



Celebrate the 14th Anniversary of IceFest in Downtown Chambersburg with tons of fun events, including:



and many more!

For details about these events and more, visit www.IceFestPa.com

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Call: 800-555-9510 or 717-267-2100 Fax Completed Registration: 717-267-1464 On-Line: www.schultheisscpa.com – click on		January 20, 2016 February 17, 2016 720 Norland Avenue Chambersburg, PA 1720 9:00AM – 12:00PM Ways to Register No Mail Below Registratio	Scan QR code with mobile device for more info.		
3 QuickBooks® errors that hurt cash flow in yo 5 Ways to reduce payroll headaches - the one 3 Critical en Who Sho • <u>Spouses</u> wh • <u>Business owners</u> w • <u>Partners</u> looking • <u>Bookkeepers</u> wh	our office. 7 a best fix. 3 rrors in setting up ould Attend Qui to help with the k who want to avoid for long-term ar no need a better users just new to	Reports that will stop wast o your chart of accounts. ickBooks® Training? books on a part-time basis. I mistakes and improve cas aswers to accounting probl understanding of QuickBooks® software.	sh flow. ems. oks®.		
Course: \$129 per person. \$100 per person it (includes continental breakfast) Name:	e:Zip:				
Visit our Facebook page – www.facebook.com/schultheisscpa.com					

GREATER CHAMBERSBURG CHAMBER FOUNDATION **Youth challenge the process**

The LFC Youth class met in December to learn about non-traditional careers and challenging the process. Held at the **Chambersburg Area Career Magnet School**, the sophomores met three mystery guests and asked questions in an attempt to determine what each guest did for a living. **Matt Fogal**, Franklin County district attorney; David Grant, vice president of Patient Services for **Summit Health**; and Justin McHenry, Director of the Archives for Franklin County, were the guests. Each panelist spoke about how they got into their field, their education and what their job entails. They each described how they are required to think outside the box to succeed in their profession.

After lunch prepared by the **Franklin County Career and Technology Center's** Culinary Department, **Amy Seiders** of **F&M Trust** and **Tiffany Bloyer** of **Franklin County Government** led the class through scenarios that they might face in the course of their lives. The students were asked how they would address each situation and challenge the process to find the best outcome. The students were able to discuss their thoughts with their peers.

The class will reconvene after the new year with a meeting at **Wilson College** to learn about personal branding. LFC Youth is sponsored by **Wilson College**.



LFC Community tour nonprofits

The spirit of giving was in the air for the Leadership Franklin County (LFC) Community's December session. The morning was led by **Kirsten Hubbard** of **SpiriTrust Lutheran Home Care & Hospice**. **Hubbard** explained the importance of nonprofits to a prosperous community. The group then headed out to tour three nonprofits to learn about the services each organization offers, how they are funded and the challenges each one faces.

The first stop was the Franklin County Therapeutic Riding Center where the class learned about the programs offered for those with disabilities. The next stop was **Occupational Services Inc.** where the class saw the work performed by the clients and learned more about the services offered both to clients and the community. The final stop was **Renfrew Museum and Park**, where the group toured the facility, heard about their history and learned their contributions to the community.

During the afternoon session, the class learned more about the organizational functions of a nonprofit. Hubbard along with Clint Bolte of Clint Bolte Associates, **John Boozer** of **Gateway Commercial Real Estate and Development**, and Alan Smith of the Waynesboro YMCA, spoke about nonprofit board functions, events and fundraising. The class was then broken into groups and given the challenge to develop a new fundraising event for a nonprofit. The day concluded with a discussion on fundraising, types of campaigns, and how to ask for contributions.

LFC Community is sponsored by **CenturyLink Business**.



Alumni of the Year nominations

The Leadership Franklin County (LFC) Alumni Committee is accepting nominations for the 2015 Alumni of the Year. The criteria are exceptional achievement and significant contribution to professional and community service in Franklin County. Additional criteria for Alumni of the Year include:

- The candidate must be a graduate of the LFC program for at least three years (visit www.chambersburg.org and click on Greater Chambersburg Chamber Foundation for list of alumni).
- Write an essay up to 300 words on why you are nominating the person. You may submit newspaper articles, photos and additional materials.
- It is important for nominators to stress the noteworthy facts, positions, awards and accomplishments of the nominees.
- Self-nominations are permitted.
- Nominations must be received by Robin Harmon, Greater Chambersburg Chamber Foundation, 100 Lincoln Way East, by February 28. This award will be presented during the LFC Community Class of 2016 Graduation on May 12, 2016.

For more information, contact Harmon at 717-264-7101 ext. 205 or rharmon@chambersburg.org.

Generations in the Workplace

Tynia Weible, R.N.M.S.N. and clinical educator for **Summit Health**, will discuss problems that occur between generations at work at the half-day "Generations in the Workplace" seminar on Tuesday, January 26 from 8 to 11 a.m. at the Chestnut Landing Dining Room at **Menno Haven Northgate**, 2227 Scotland Ave. **Weible** will facilitate conversations about issues that arise and attendees will learn avenues to effectively come to resolution. This seminar is geared to all levels of staff and management. Cost to attend is \$25. To register, visit www.chambersburg.org/events or call 717-264-7101.

Seeking students for LFC Youth

Leadership Franklin County (LFC) Youth is currently seeking students for the class of 2016-2017. Eligible students are current ninth grade students attending any Franklin County school (public, private or home school) that will be sophomores during the 2016-2017 school year. Thanks to a sponsorship from **Wilson College**, the program is offered at no cost to the students.

The mission of the LFC Youth program is to invest in promising Franklin County sophomores by providing them with the tools to emerge as leaders in their personal lives, schools and communities. Kassandra Wright, LFC Youth alumni, said, "The program helped me realize my full potential and passion for learning and teaching leadership skills. The great role models I met and motivated peers have been instrumental in my initial choice of major and school and are greatly responsible for my success at Temple University."

For more information or to apply, visit www.chambersburg.org and click on Greater Chambersburg Chamber Foundation or call 717-264-7101. The application deadline is February 19, 2016.

DOWNTOWN HAPPENINGS

Don't miss the region's most popular winter festival: IceFest

IceFest originated in Chambersburg 14 years ago to help shake the mid-winter blues that fall upon us. A large group of volunteers came together to bring displays along with other activities to get us out of our houses and into our local community. Over the years, the committee, events and crowds have all grown.



Thanks to **M&T Bank's** sponsorship, local business and community support and coordination by the **Borough of Chambersburg**, Downtown Chambersburg Inc., **Council for the Arts**, **Downtown Business Council** and IceFest Committee members, IceFest has evolved into one of the largest outdoor ice festivals in Pennsylvania.

Celebrate IceFest in downtown Chambersburg from Thursday, January 28 to Sunday, January 31. Pull out your favorite scarf and mittens, bundle the kids up and be sure to grab your camera - you won't want to miss the faces of those who sit upon the giant ice throne for the first time or stand beside their favorite sculpture. You also can catch a glimpse of the carvers from DiMartino ice sculpting right in front of your eyes! Skilled in their art form, these carvers have trained for many years and can turn a plain block of ice into just about anything. Live carving is on Thursday and Friday nights.

Events are scheduled throughout the four-day festival and include, but are not limited to, the official ribbon-cutting and kick-off ceremony, ballroom dancing at the Snowfall Ball, chili tasting at the Chili Cookoff, dunking at the Polar Dunk Plunge, cake viewing and tasting at Icing on the Cake, slipping and sliding down the free, double-wide ice slide and participating in the Run Your Ice Off 5K.

For the complete list of events, visit www.icefestpa.com.

E-Mail:

wsdi@wagnerssupplydepot.com



www.wagnerssupplydepot.com

COMMUNITY EDUCATION COALITION The business of early learning

Venturing into the world of quality early learning for kids is a journey for any adult, even for those of us who are parents and think we've read all of the right books on the subject. One might wonder, why a committee of the Chamber of Commerce would focus on early learning; where's the value in that?

The fact of the matter is, our best opportunity to lay a solid foundation for the success of our children is during the first three years of life, and upon that foundation we will build all of their future learning experiences, their career aspirations and their future work experience. Habits and patterns that are established now will follow them throughout life. In other words, we're building our future business leaders and workforce today, and we can't get started soon enough.

So what is quality early learning? Quality is all about finding the resources that best support families and young children by creating a safe, consistent environment. Just like a hotel or restaurant, childcare centers that focus on quality can be part of a rating system. In Pennsylvania, the rating system is called Keystone Stars and it provides an indication of the standards set within a center.

In Franklin County, there are just over 30 centers recognized by Keystone Stars. Being a Keystone Stars center means that minimally the center provides families with



information about community services and resources that meet the needs of their children, the center staff plans and meets regularly to plan the activities that will be used to develop children within the center, the center provides appropriate health and safety reports for parents of children in the center and documents and communicates any concerns, and the center plans for professional development of the childcare employees. Each star level indicates a more structured approach of providing care, with the highest level of four stars obtained by only two centers in Franklin County. Earning Keystone Stars is not easy for a center, and obtaining higher star levels can be an expensive process, but the indicator of quality is something that families can rely upon and the difference is well worth the higher cost.

For area employers, higher quality childcare means less loss of worktime and reduced stress among employees. Educating about access to quality childcare is something that an employer can easily provide. Volunteers through the Community Education Coalition are being trained to provide information for local business and employee groups. To find Keystone Stars centers, visit their website at www.pakeys.org/pages/stars_centers.aspx. Training is available for providers as well.

For more information on early childhood education options for your company employees' families or to volunteer to provide training, contact Amy Hicks at ahicks@uwfcpa.org or 717-261-0015.

Nominations sought for annual business awards

The Chamber is seeking nominations for the Annual Awards Breakfast, to be held on Thursday, April 7 at the **Chambersburg Country Club**, 3646 Scotland Road.



Nominations are being accepted for the following awards: ATHENA Leadership Award, Agribusiness Award, Environmental Sustainability Award, Innovator of the Year, Nonprofit of the Year and Property Improvement Awards (multiple categories).

For more information about the criteria and to request nomination forms, contact Amy Fisher, communications director, at 717-264-7101 ext. 204 or afisher@chambersburg.org. Nominations are due no later than February 22, 2016.

"A substantial portion of my sales are directly attributable to my involvement with the chamber. I am involved with one of the chamber's network groups, and I have found that to be very rewarding as well. Not only have I had the opportunity to meet and learn from like-minded business people in the community, but I have had fun doing it. Joining the Greater Chambersburg Chamber of Commerce is one of the better business



decisions I have made, providing me with growth, fellowship and fantastic marketing opportunities."

- Carol DiBiase, Cruise Planners

Lunch & Learn: Get ready for the ISO 9001:2015 transition

Judi Market, owner of **ISO Advantage LLC**, will lead a free Lunch & Learn seminar about the ISO 9001:2015 transition on Thursday, January 21 from 11:30 a.m. to 1 p.m. at the Chamber office. You'll learn highlights and advantages of the lastest release, basic differences between the 2008 and 2015 versions and more.

Judi is the owner of ISO Advantage LLC, a quality management system consulting firm located in Waynesboro. With over 30 years of direct industry experience in management, quality and engineering, Judi brings a great deal of insight into the impacts of the ISO 9001:2015 Standard. Visit www.isoadvantages.com for more details.

Lunch & Learns are free to attend with limited seating available. Any cancellation less than 48 hours prior to the event or no shows will be billed \$10 by the Chamber. To register, view the events calendar at www.chambersburg.org/events, or call 717-264-7101.

Special thanks to our 2016 lunch sponsor, **Fuddruckers**, for providing complimentary lunches for monthly Lunch & Learns.

Share your membership experience

The Chamber is seeking feedback from our members. It only takes a few minutes to complete the 2016 Membership Survey, which helps us identify the programs and services that are most valuable to you.



As a member-based organization comprised of more than 900 businesses, we take our mission

very seriously as we strive to help our members prosper. This is why your constructive feedback is crucial to inform us on what services are most beneficial to our members, and what we can improve on.

To take the survey, visit www.surveymonkey.com/r/Members2016. Also keep an eye out for links to the survey in the Chamber NOW weekly e-newsletter.

CHAMBERSBURG CIVIL WAR SEMINARS & TOURS Civil War Seminars announces Ed Bearss Award

Chambersburg Civil War Seminars & Tours, a division of the Chambersburg Chamber, is now accepting applications for the newly established Ed Bearss Award. This award, given annually, will encourage the study of the American Civil War era and reimburse the awardee with up to \$1,000 for scholarly research.



Named in honor of the esteemed, nationally-known historian, Ed Bearss, the award will be given to a deserving author working on a non-fiction book about the Civil War in Pennsylvania, Maryland, West Virginia or the Shenandoah Valley. The awardee will receive up to \$1,000 to cover expenses related to researching their book.

"Ed Bearss has devoted more than 50 years studying the Civil War including serving as the Chief Historian of the National Park Service for over a decade," Ted Alexander, facilitator and co-founder of Chambersburg Civil War Seminars & Tours, said. "He has played a vital role in our Civil War tours since we started in 1989, and this is one way we can show our appreciation for his dedication and his commitment to keeping the study of the Civil War alive."

Funds raised for the award originate from donations, silent auction proceeds and raffles. The award is supported by both Chambersburg Civil War Seminars and attendees at tours held throughout the year. Applications are being accepted through March 1, 2016. Submissions will be reviewed by the Ed Bearss Award Committee and the awardee will be announced at the "Stonewall Jackson in the Valley" Civil War Seminar scheduled for May 19-22, 2016 in Harrisonburg, Va.

Visit www.CivilWarSeminars.org for more information about the award or for a schedule of upcoming seminars.

It's All About Community!

AROUND TOWN WITH THE CHAMBER Mixer at Windy Knoll

Stomachs growled with pleasure at the November Chamber mixer at **Windy Knoll Farm Market & Creamery** where Thanksgiving foods like turkey, mashed potatoes, stuffing and more were served. Guests enjoyed networking while feasting on the delicious foods, including lots of different pie flavors!



Maurices opens at new location

Maurices is now located in the Franklin Center next to TJ Maxx and Dick's Sporting Goods. The Chamber celebrated with them during their Grand Opening with a ribbon cutting attended by friends, shoppers, staff and others from the community.



J. Bryant Photography relocates

Jamie Bryant cut the ribbon at her new location for J. Bryant Photography & Designs at 35 Ragged Edge Road in Chambersburg. Jamie has a passion for design, fashion, painting and photography which she uses to serve her clients needs.



Ribbon cutting for the new location of 3. Bryant Photography & Designs



ProArts Media relocates

Congrats **ProArts Media! Doug Huber**, **Joe Trace** and **Laura Schale** cut the ribbon at their new location, 197 Falling Spring Road in Chambersburg. **ProArts** is a full-service advertising agency and production company devoted to helping you be effective.



Bistro 71 celebrates one year

Scott Vorhees cut the ribbon on **Bistro 71's** First Year Anniversary in November. Many from the community came to wish them well on 71 North Main Street in downtown Chambersburg. **Bistro 71** offers some of the most unique, high quality food to Chambersburg, Pennsylvania and its surrounding area.



The Doh-Nuh T Co. opens downtown

Hearty welcome to **The Doh-Nuh T Co.** to downtown Chambersburg at 108 Lincoln Way West. They cut the ribbon with many friends, family, staff and leaders from the community in attendance. They specialize in delicious doughnuts made fresh to every order.



HAGERSTOWN SUNS

CHAMBER MEMBER DEAL

4 FULL SEASON CORPORATE BOX OR RESERVED SEATS AT \$2,000 TO RECEIVE:

- Company Name Plate: Each seat personalized
- Batting Practice Invite: Early entry to watch BP - enjoy light snacks & drinks
- Meet the Team Party Invite
- Advertising Specials only available to Chamber Members who buy seats

CONTACT THE HAGERSTOWN SUNS FOR DETAILS:

BRICE BALLENTINE 301-791-6266 EXT. 110 BRICEBALLENTINE@HAGERSTOWNSUNS.COM

OR DOUG HARMON: 717-264-7101 EXT. 202



ADVERTISING RATE SHEET

AN EXCLUSIVE BENEFIT FOR CHAMBER MEMBERS

TRADITIONAL AD OPTIONS

NEWSLETTER INSERTS

Place a flyer in the Chamber's monthy newsletter, *The Outlook*. **Reach** - 2,400+ individuals 900+ businesses **Ad Size** - 8.5" x 11" (no folds) **Rate** - \$195 per insert **Deadline** - Reserve your ad spot by the 15th of the month prior to publication month. 650 flyers must be received by the 20th. *Reserve*

early, limited space available.

NEWSLETTER ADS

Place an ad in the Chamber's monthly newsletter, *The Outlook*.

Reach - 2,400+ individuals, 900+ businesses Ad Sizes & Rates -

Half Page (8"x4.75") = \$150 ea. or 3 for \$399 Block Ad (5"x3") = \$99 ea. or 3 for \$255 Card Ad (3.5"x2") = \$50 ea. or 3 for \$125

Deadline - Ads must be received digitally by the 10th of the month prior to publication month. *Reserve early, limited ad space is available.*



DIGITAL AD OPTIONS

WEBSITE ADVERTISING

Advertise on our high-traffic, mobile-friendly website.

Reach - 15,000 page views/mo. up to 200,000 ad impressions/yr.

Rates & Packages -

Gold = \$99/mo. or \$1,188/yr. Banner ad on homepage and tile ad on all pages; plus Premium benefits.

Premium = \$49/mo. or \$588/yr. Banner ads on your business category page, all unsponsored category pages, Business Directory search page, and 9 additional pages of your choice; plus Enhanced benefits.

Enhanced = \$25/mo. or \$300/yr. Priority placement in Business Directory searches and expanded Business Directory listing information (logo, map, photos, description, etc.)

PREMIER E-BLAST

Promote an event or program with an e-blast ft. your flyer and link. **Reach** - 1,500+ individuals 900+ businesses **Ad Size** - 8.5" x 11" (1 or 2 pages) **Rate** - \$99 ea. (\$75 nonprofit) **Deadline** - Must recieve ad and URL at least 1 week prior to the e-blast date. Scheduled on a first come, first served basis. *Reserve early, limited space available.*

E-NEWS AD

Place an ad in the Chamber's e-newsletter, sent every Monday. **Reach** - 2,400+ individuals 900+ businesses **Ad Size** - 204x204 pixels **Rate** - \$45 ea. or 4 for \$150 **Deadline** - Ads must be secured at least one week prior to delivery date. Ad and URL must be received digitally by 5 p.m. the Thursday before delivery date.

ONLINE & PRINT AD COMBO - Great Savings!

Get the most bang for your buck with both online and print advertising. **Package** - 3 Card Ads in the print newsletter and 6 E-News Ads **Rate** - \$325 - *a total savings of* \$95!

For more information about Chamber advertising opportunities or to secure your ads, please contact Amy Fisher, communications director, at afisher@chambersburg.org or 717-264-7101 ext. 204. We look forward to helping you promote your business / organization!

COMMITTEE CORNER Meet Tricia Baney, member of the IceFest Committee

Committee Corner spotlights a different Chamber volunteer to provide insight on their experiences being part of the Chamber, contributing to the community and building their career.

While I was aware of the Chamber through my employer, **Patriot Federal Credit Union**, I wasn't given a full introduction until I participated in Leadership Franklin County (LFC). Through LFC, I became more aware of how instrumental the Chamber is in creating and organizing many of the activities and events that keep this community alive and thriving.



One of **Patriot's** core values is Good Citizenship, and after graduating from

LFC I was seeking a way to become more involved in the community. I was invited to join the IceFest and Chili Cook-Off committees and I have really enjoyed getting to meet and work with everyone who comes together to make these events a success every year. This is my second year of participation and it is truly amazing to see how all the little pieces come together into a successful community event.

IceFest is held downtown the last weekend of January. The stars of the weekend are over 70 ice sculptures sponsored by area businesses. And there's much more happening during the festival. Participants in IceFest can also watch the carvers turn blocks of ice into giant, glittering sculptures, they can check out the double ice slide, or they can get their picture taken on an icy throne. Other activities include coming in from the cold to dance at the Snowfall Ball, firing up those taste buds at the Chili Cook-Off, or just relax and admire local cake artists' work at Icing on the Cake. The committees work hard to make sure there is something for everyone, and they're introducing two new events this year, a live glass blowing demonstration and a 5K run.

If you have never been to IceFest or if it has been a few years since you attended, I encourage you to take a look at the full schedule at www.icefestpa.com and be ready for some unique and interesting winter activities.

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MEMBER SPOTLIGHTS Council for the Arts

159 S. Main St., Chambersburg, PA 17201 | 717-264-6883 www.councilforthearts.net | director@councilforthearts.net

Chambersburg Area Council for the Arts provides creative services that celebrate a tradition of the arts and education in the greater Chambersburg community! Those offerings range from educational



programs like Missoula Children's Theatre to dynamic community partnerships like IceFest, to offering more than 50 art classes (for all ages) each year. Established in 1987, our mission is to inspire, educate and create artistic opportunities within our community.

At Council for the Arts, we believe that art is the universal medium in which participants of all ages, neighborhoods, ethnicities and cultures can share their experiences. Art is a vital force for advancing economic opportunities and building strong and engaged communities. By making the arts accessible to all, the Council for the Arts works to promote a community that is inspired and innovative.

Don't miss the NEW Contemporary Glass Art exhibit coming just in time for IceFest! Join us for the reception on Friday, January 29 at the gallery, located in downtown Chambersburg at 159 S. Main St. next to the Capitol Theatre. To learn more about current classes and gallery exhibits, visit our website at www.CouncilfortheArts.net.

The Doh-Nuh T Co.

108 Lincoln Way West, Chambersburg, PA 17201 | 717-496-4121 www.dohnuht.com | info@thedohnuhtco.com

The Doh-Nuh T Co. is a new business co-founded by local partner Bill Kalathas and Benmont Locker. The Doh-Nuh T Co. just opened in October and has become the area's gourmet donut go-to! Affordable, fun and fresh best describe this



unique donut destination. Offering fresh, made to order donuts with over a dozen glazes and a wide variety of toppings, the options are endless. A menu is available with 14 signature selections, a seasonal donut changing monthly, and the ability for you to create your own edible masterpiece with any ingredients offered.

With overwhelming success and feedback from the community, **The Doh-Nuh T Co.** is implementing additional equipment with plans to increase donut offerings (flavors and styles), as well as exploring the option for gluten free and restrictive ingredient donuts.

The "Donut Dudes" set out to please not only the individual community, but businesses and events as well. Capable of serving anywhere from one donut to literally thousands with short notice, there is no occasion too large or too small. Call ahead phone ordering is welcomed for large orders, online ordering is available or simply walk in and enjoy the process before your eyes. Stay up-to-date on social media and follow @thedohnuhtco.

WELCOME NEW MEMBERS

Sporting Goods Appalachian Running Company Josh Beck 1640 Orchard Drive Chambersburg, PA 17201 (717) 241-5674 www.appalachianrunningco.com josh@appalachianrunningco.com

Electrical Services **Capital Tristate** Adam Coldsmith 420 West Commerce Street Chambersburg, PA 17201 (717) 264-4631 adam.coldsmith@capitaltristate.com

Engraving **Creative Engraving Plus, LLC** Scott Eckenrode 25 West Kin Street Shippensburg, PA 17257 (717) 477-2125 www.creativeengravingplus.com info@creativeengraving.com

Insurance Emily Keller Agency - Farmers Insurance 120 East Oak Ridge Drive, Suite 400 Hagerstown, MD 21740 (240) 329-4366 www.farmersagent.com/ekeller ekeller@farmersagent.com

Real Estate EXIT Preferred Realty - Josh Nelson Josh Nelson 598 Mower Road Chambersburg, PA 17202 (717) 860-6772 joshnelson@eprhomes.com

Home Improvements Finally Free Organizing 3036 Brooklyn Road South Mercersburg, PA 17236 (717) 552-9292 www.finallyfreeorganizing.com finallyfreeorganizing@gmail.com

Fire Extinguishers & Testing **Fire-X Sales & Service** Jeff Steidl 1011 McCauley Court Hagerstown, MD 21740 (301) 714-1200 www.fire-x.com jsteidl@fire-x.com

Business Consultants **IMPACTomorrow Leadership & Performance Group** Scott Schoenberger 1743 Holly Lane Chambersburg, PA 17202 (717) 496-9892 www.impactomorrow.com

Restaurants India Cafe David Kerani 815 Wayne Avenue Chambersburg, PA 17201 (717) 263-2660 davidkerani@yahoo.com

scott@impactomorrow.com

Nursing Homes/Retirement/Assisted Living Magnolias of Chambersburg Sheila O'Gara 745 Norland Avenue Chambersburg, PA 17201 (717) 264-6000 www.integracare.com Imyers@integracare.com

Newspapers The Record Herald

Kelly Kozlowski 30 Walnut Street Waynesboro, PA 17268 (717) 762-2151 www.therecordherald.com kelly@therecordherald.com

Telecommunications

The Virtual Exchange Matthew Richards 417 Phoenix Drive Chambersburg, PA 17201 (717) 977-1443 www.tvxpartners.com matthew.richards@ tvxpartners.com

Search More Local Businesses

For a full list of member businesses, view our interactive online Business Directory at chambersburg.org or drop by the Chamber office at 100 Lincoln Way East for a print directory.

MILESTONE ANNIVERSARIES

55 Years Penn National Resort Community

45 Years Snavely's Garden Corner, Inc.

40 Years Zullinger-Davis-Trinh, P.C.

25 Years Business Telephone Service

20 Years Franklin County Government

10 Years Parklawns Memorial Gardens & Mausoleum Shalom Christian Academy Solinkit, LLC Value Added Distributors

5 Years Chambersburg Club Inc. Take Shape for Life - Kim Crider Twin Oaks Dairy

1 Year

Advanced Graphix CrossFit Chambersburg Empire Communication Systems, Inc. Fulton Precision Industries The Healing Arts Center on 5th Avenue Molly's Restaurant and Carry-Out Premier Staffing Solutions





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- Energy Savings Program
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- Personal Insurance

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Health Care Reform has created significant confusion.

Our qualified representatives remove the confusion

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GIVING BACK

F&M Trust recently committed a Leadership Gift of \$75,000 to the **Coyle Free Library** Capital Campaign. The campaign will help to raise funds for an expansion project that is set to be completed by 2018. F&M Trust's contribution to this project will be used to sponsor the circulation desk in the main level of the newly remodeled library. F&M Trust is an independent community bank headquartered in Chambersburg with approximately \$1 billion in assets and 22 locations. Visit www.FMTrustOnline.com for more information.



Pictured from left to right: **David Keller**, chairman of the Franklin County Commissioners; **Bernice Crouse**, executive director of the **Franklin County Library System**; **William E. Snell, Jr.**, president and CEO of **F&M Trust**; and **Kim** and Trystan Crider, Coyle Leadership Campaign co-chairs.

Humphrey's Cleaning Service is a family-owned residential and commercial cleaning company since 2014 that has teamed up with Cleaning For A Reason, an international nonprofit foundation. With a passion for cleaning, the company is dedicated to helping make family life easier and focuses on giving great quality services with the highest levels of customer satisfaction. Humphrey's Cleaning Service has agreed to help women battling cancer by cleaning at least two homes per month for four consecutive months at no charge. The only requirement is that the homes be within the company's existing service areas of Franklin and Cumberland Counties. For more information about this company, go to www.humphreyclean.com.

Members of the **Orrstown Bank** IT team donated cell phones to **Women In Need** (WIN) of Franklin and Fulton Counties recently. The cell phones will be sold to a trade-in program so WIN can receive funding to support their programs that help abused women. For more information about Orrstown, visit www.Orrstown.com.

Pictured from left to right: Jeff Gettle, IT director; Ben Wallace, executive VP of operations & technology; Justin Shirk, systems engineer; Lisa Dougherty, WIN director of community services; and Jason Filer, network engineer.



Do something good in our community? Email your press release to Lark Plessinger, marketing assistant, at lplessinger@chambersburg.org.

MEMBERS IN THE NEWS

Accounting firm **Boyer & Ritter LLC** was recently rated one of the best places to work in Pennsylvania and nationally, according to an independent evaluation by Best Companies Group looking at employee satisfaction and workplace practices. Nationally, Boyer & Ritter was ranked 23 out of 100 mid-sized companies with between 50 to 249 employees. This marked the eighth year in a row Boyer & Ritter has placed in the top 40. Among Pennsylvania firms, Boyer & Ritter placed 38 out of 74 companies with between 25 to 250 employees, according to Best Places to Work in PA 2015. This marked the eighth year in a row Boyer & Ritter nore at www.cpabr.com.

SpiriTrust Lutheran LIFE recently welcomed **Dr. Jorge Diduszyn** as medical director for the agency. He will serve the program's participants in Franklin and Cumberland Counties. Dr. Diduszyn was born and raised in Buenos Aires, Argentina where he completed medical school and practiced ophthalmology for five years. In 2002 he



immigrated to the United States near Philadelphia where he completed his residency in Internal Medicine and a fellowship in Geriatric Medicine, then practiced Geriatrics at Abington Memorial Hospital. He became a US citizen in April 2010, and in 2012 moved with his family to Mechanicsburg where he worked at the Camp Hill VA Clinic as a Primary Care Physician until joining SpiriTrust.

The Capitol Theatre will present Elvis' Birthday Bash on Friday, January 8 at 7 p.m. Tickets are \$16 per person and can be ordered at www.thecapitoltheatre.org.

Penn National Golf Course Community is sponsoring a community Healthy Eating Adventure. Dr. Liz George will kick off The Healthy Eating Adventure with a talk on Tuesday, January 12 at 6 p.m. in the Founders Grille at Penn National Golf Course in Fayetteville. The event is free and open to the public. Following the lecture a dinner will be offered. The dinner cost is \$20. Please R.S.V.P. to Patti Peck for the dinner at 717-352-3046 or ppeck@pennhomes.com. The event is sponsored in part by a grant from the Summit Endowment.

Trickling Springs Ranch, a division of **Trickling Springs Creamery**, located in Koshkonong, Mo. was awarded Safe Quality Food Level 2 certification for their yogurt and cheese processing lines. The Safe Quality Food Institute is recognized worldwide by retailers and foodservice providers who require a rigorous, credible food safety management system. Trickling Springs' dairy products are Non-GMO Project Verified and/or Certified Organic. For more information, visit www.tricklingspringscreamery.com.

Debora Coombs, MSN, RN, CNE of the **Franklin County Career and Technology Center** Practical Nursing Program recently earned the designation Certified Nurse Educator after meeting strict eligibility criteria and successfully completing a certification examination developed and



administered by the National League for Nursing. Coombs is a Nurse Educator specializing in Medical/Surgical nursing. She has worked in acute care settings since 2003 and as Nurse Educator since 2011.

Franklin County Career and Technology Center recently recognized Carol Kearns (pictured top right), administrative assistant, for 30 years of service to the Practical Nursing Program. Her strong work ethic and loyalty to the program has greatly contributed to its success. Lisa Mentzer, MSN, RN (pictured bottom right) was also recognized for 25 years of service to the Practical Nursing Program at Franklin County Career and Technology Center. Her significant contribution to the Program is reflected in high quality graduates prepared by the PNP to practice as Licensed Practical Nurses.





The H. Ric Luhrs Performatin Arts Center at **Shippensburg University** will present Three Dog Night on Saturday, January 30 at 8 p.m. They are celebrating their fourth decade with hits like "Shambala" and "One." For tickets, visit www.luhrscenter.com or call 717-477-7469.

Shalom Christian Academy has two open houses scheduled for January for families of students interested in pre-K to grade 12: Tuesday, January 26, from 9 a.m. to 6 p.m. and Sunday, January 31, from 2 to 5 p.m. On Tuesday, during school hours, students will have the opportunity to visit classrooms and meet students and teachers. For families of children entering kindergarten in 2016, there will be a "Bear Hunt" on Monday, January 26, at 6 p.m. There are a number of fun activities that introduce the children and their parents to the kindergarten teachers and other staff. Reservations are required for the "Bear Hunt"; please call 717-375-2223.

SpiriTrust Lutheran Home Care & Hospice, Inc. recently



presented the fifth annual Physician of the Year award to Dr. Robert Rice, MD, Director of Wellspan Medical Oncology. The award was created to recognize the value of the physician's care in helping its clients and participants remain independent. For more details, call 800-840-9081 or visit www. SpiriTrustLutheranHomeCare.org.

In the past two months, five members of **Orrstown Bank** have been asked to present information on best practices to other companies across the nation. These conferences have included the American Bankers Association discussing the future of the banking industry, a national bank symposium in Philadelphia sharing insights on how to create a more personalized banking experience, an IT analytics conference about using data to drive innovation and other venues. For more information, visit www.orrstown.com.

Shalom Christian Academy recently unveiled a new and improved website for parents, teachers and prospective families. The website includes updated features such as a responsive design. Prospective parents will find detailed information about tuition, classes, programs and athletics, current students and parents will enjoy new tools in the parents section, and faculty and staff will use a password protected portal. The website was designed and created in collaboration with Cross & Crown. Visit the new website at www.ShalomCA.com. Join the **Capitol Theatre** for the Princess Party Movie event on Saturday, January 9 showing Tangled or the Super Hero Party Movie event on Sunday, January 10 with a showing of the Josh Whedon Movie: The Avengers. For tickets, visit www.thecapitoltheatre.org.

Penn National Resort Community is pleased to announce that **Jason Frey** has joined the staff as Golf Course Superintendent of the Founders Course. Frey is a graduate of **CASHS** and earned a Bachelor of Science degree in turf management from Delaware Valley University. He worked as an intern at Penn National Golf maintenance and at Congressional Country Club for the



2010 and 2011 seasons (this included hosting the 2011 US Open). Frey has worked for the past three years as Assistant Golf Course Superintendent at Wilmington Country Club.

A website designed to help community leaders and organizations collect, assess and analyze Franklin County health-related data to guide and benchmark efforts that will help build a culture of health has been launched. HealthyFranklinCounty.org is part of a community effort, and collaboration among **Summit Health**, **Keystone Health**, **United Way of Franklin County**, **Franklin County Government**, the Greater Chambersburg Chamber of Commerce and the **Franklin County Area Development Corporation**. For more details on the website launch, please visit www.HealthyFranklinCounty.org.

The Capitol Theatre will feature The Futurist: Adam Trent on Saturday, January 30 at 7 p.m. The event will be held during IceFest. For tickets, visit www.thecapitoltheatre.org or call 717-263-0202.

Centura Associates is currently administrating the construction of a new Children/Youth addition to Chambersburg First Church of God. The 16,500 square-foot addition was designed by Centura and contains two large venues for the church's growing children and youth ministry. Centura has completed over 350 church and church-related projects over the last 35 years and has served the First Church of God through all their projects since 1980. Anticipated occupancy of the new wing is Spring of 2016. Centura has been a Chamber member for over 25 years, providing architectural design and administration services throughout Franklin County and the four-state area.

Have news to share? Submit an item for the Member in the News section! Email your press release or a one paragraph write-up to Lark Plessinger, marketing assistant, at lplessinger@chambersburg.org.



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To register, please contact Dennis Shindle at (717) 264-5961 or dennis@rotzandstonesifer.com

Chambersburg Noontime Lions Club

19th Annual

TROUT DERBY

May 7th - 8th 2016

CORPORATE SPONSORSHIP AGREEMENT

The Chambersburg Noontime Lions Club, host of the area's #1 Trout Derby is seeking the support of our local business community. For the past 19 years our Annual Trout Derby has generated over \$300,000 that we have put right back into our community in the form of eye glasses, scholarships, Food Bank donations, special projects, and non-profit charitable contributions.

Do you have a love for the outdoors and a desire to support the local community? If so, why not consider being a Corporate Sponsor of the upcoming 2016 Chambersburg Noontime Lions Club. The Chambersburg Noontime Lions Club is a tax exempt service club as defined in section 501(c)4 of the Internal Revenue Code. Your financial support may be tax deductible as an ordinary business expense. This support is not considered a charitable contribution to a 501(c)3 organization.

This is what you get for your Corporate Sponsor investment.

- 10 Complimentary Passes to the Trout Derby (a \$250 value)
- Your business logo on all promotional materials including over 7,000 registration forms, hundreds of posters on display throughout local businesses, newspaper ads, radio advertisements, billboards, online digital Marketing and a link to your website on ours, www.troutderby.com and much more.
- An opportunity to exhibit your goods/services the weekend of the Trout Derby to the over 1,000 registered fishermen, women and families.
- Recognition at a Lions Club meeting with a photo-op and personalized plaque with your business name.
- A three month trial membership to the Chambersburg Noontime Lions Club (one person). This will allow you to see first-hand how our Club operates and what we do on a monthly basis.

BUSINESS INFORMATION					
Business Name					
Address	City	State	Zip		
Telephone #	E-mail				
Sponsorship Amount (Minimum \$1,000)		Check #	4		
Signature of Company Representative_					
Make checks payable to: Chambersburg Noontime Lions Club					
Return To: Chambersburg Noon Lions P.O Box 586 Chambersburg, PA 17201					
For more information please contact Doug Harmon at dharmon@chambersburg.org					



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

JANUARY CALENDAR OF EVENTS

- 1 New Years Day The Chamber office will be closed in observance of New Years Day
- 5 Be Our Guest: Chamber Connections Referral Group 8-9 a.m., Main Street Deli, 33 N. Main St.
- 6 Appalachian Running Company Ribbon Cutting 5-6 p.m., Appalachian Running Co., 1640 Orchard Dr.
- 14 January Chamber Mixer 5-7 p.m., Coyle Free Library, 102 N. Main St.
- 18 Summit Fast Care Ribbon Cutting 8-9 a.m., 993 Wayne Ave. (inside Giant Food Stores)
- 21 Lunch & Learn: Get Ready for the ISO 9001:2015 Transition 11:30 a.m.-1 p.m., Chamber of Commerce, 100 Lincoln Way East, lunch provided by Fuddruckers
- 21 11/30 Network: Third Thursday Happy Hour 5-7 p.m., location TBA, www.1130network.com
- 28 IceFest, coordinated by Downtown Chambersburg Inc., Council for the Arts and Downtown Business Council, festival runs from January 28-31; full event schedule at www.icefestpa.com

To register for these events and more, visit www.chambersburg.org/events.



JANUARY CHAMBER MIXER

Join us for the first Chamber mixer of the new year on Thursday, January 14 from 5 to 7 p.m. at the Coyle Free Library, 102 N. Main St. You'll enjoy entertainment, networking, door prizes, food and refreshments at the Coyle Free Library while also learning about the Coyle Campaign.

Mixers are free to attend, but registration is requested. R.S.V.P. by calling 717-264-7101 or visit www.chambersburg.org/events.

It's All About Community!

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

