

CADC gives back to the community

Chambersburg Area Development Corporation's real estate successes have enabled the not-for-profit industrial development corporation to give back to the community in a major way.

CADC Executive Director David G. Sciamanna said May 11 that CADC's greatest impact has been in creating jobs. According to a report at the organization's annual meeting, employment at its business parks increased slightly since last year, rising from 2,822 to 2,829. The majority of those jobs, 1,576, are at Chambers-5 Business Park in Chambersburg. Businesses in CADCO Industrial Park employ 322; CADC's Wayne Avenue properties, 118; Fifth Avenue Commercial Center, 769; Progress Park, 24; and the CADC Building on Memorial Square, 20.

In addition, CADC is a partner in the 350-acre United Business Park, located off Exit 24 near Shippensburg. The park is being developed and looking for tenants. CADC is hopeful that the park will mirror the success of Chambers-5 Business Park.

Infrastructure improvements are continuing at the site, with a \$1.7 million project under way to extend the water line across the site and to build 1,200 feet of road and infrastructure. United Business Park is being marketed for small commercial and light industrial uses.

CADC President Jim Hill said CADC has other properties for sale, including 8.81 acres in Progress Park and 7.12 acres in the Fifth Avenue Commercial Center. Properties for rent include 27,200 square feet in the EDA building in Chambers-5, and 31,000 square feet in the Sheffler Multi-Tenant Building in Chambers-5.

In addition to the current 2,829 jobs at CADC-developed business parks, the Greater Chambersburg Chamber of Commerce affiliate has invested in other community endeavors, contributing nearly \$2 million to local organizations since 1986. Without CADC's help and its \$575,000 in contributions from 2001-10, for example, the Capitol Theatre may not have survived, he said.

In addition, CADC has donated \$410,000 since 1986 to Franklin County Area Development Corp., which recruits businesses to the county and assists those already here.

Downtown Chambersburg Inc., another Chamber affiliate, received \$395,000 since 1994 to focus on improvements to downtown and provide assistance to businesses. The Chamber Foundation received \$126,000 since 2001 for its work, which includes offering three leadership programs and workforce development initiatives.

CADC donated another \$133,423 to community organizations such as BOPIC, the United Way of Franklin County, Grove Library, Keystone Health and Cumberland Valley Animal Shelter, which is building a shelter. Community events ChambersFest and IceFest received \$12,000; they attract visitors to Chambersburg from within the county and far beyond.

Another \$300,000 went toward the Village on the Falling Spring project, which leveraged several million dollars in public and private investment downtown.

Top honor

Pam Anderson was named Leadership Franklin County's Alumni of the Year during the annual program's graduation services. For information about the award, and this year's graduates from the program, see Page 15.



Letterkenny Showcase draws business partners together

The Seventh Annual Letterkenny Business Opportunity Showcase will be held on June 13-14 at Shippensburg University and the Depot. The showcase allows the Depot to show potential partners the capabilities of the Depot in order to explore partnership

opportunities.

The showcase is co-sponsored by the Greater Chambersburg Chamber of Commerce and the Franklin County Area Development Corp. It is an opportunity for contractors to build relationships and contacts within the Letterkenny community as well as the greater Franklin County community.

The showcase also will be an opportunity to celebrate the 70th anniversary of the Depot, which opened in 1942.

At last year's event, attendees were told that nearly 12 percent of the federal jobs at the depot are the result of partnerships with such companies as Raytheon and Lockheed Martin. This diversification makes the depot and the local business community stronger.

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CHAIRMAN'S MESSAGE

Suzanne Miller Trinh

Support Leadership Franklin County

Twenty-six years ago, the Greater Chambersburg Chamber of Commerce started a community leadership development program that has evolved into Leadership Franklin County. Today, the program is run by a team of volunteers organized by the Chamber Foundation. The Chamber can now boast that there are more than 400 graduates of the program, many of whom live and work in Franklin County.

Twenty students completed the program on May 10 and were honored at their graduation ceremony. I want to congratulate this year's graduates for a job well done. I also want to express thanks to the employers, colleagues and family members who supported the graduates while they were enrolled in the program. Leadership Franklin County demands a significant commitment of time and energy from its participants which, in turn, takes time and energy away from their other obligations.

If you are an employer wondering whether it is worth it to support an employee who wants to participate in the program or if you are a business owner who is wondering whether it is worth it to divert time from your business to participate in the program, the answer is an unequivocal "Yes." I am a 2005 graduate of the program and have experienced its benefits first hand. I routinely use the skills I developed in the program and I interact on a regular basis with many of my former classmates and instructors.

It may be difficult to measure immediate tangible benefits from the program, but the intangible benefits are wide-ranging and translate readily into any business setting. A few ways in which the program benefits students are:

- Students must work in groups to complete a community service project. This requires everyone to learn to work together for the good of the group, which means that students must assess their individual strengths and weaknesses and delegate tasks. Everyone must also use their organizational and problem-solving skills to

make sure the project stays on schedule and is completed on time.

- Students interact with one another and with instructors, facilitators and speakers. From my own experience and from my observations, it is clear that students in each class form close relationships with one another and remain friends long after the program is completed. Also, the instructors, team mentors and other organizers remain available as contacts or resources after the program is complete. The program helps every student create his or her own network, which includes contacts far beyond his or her own area of expertise.

- Students are exposed to a wide variety of perspectives about the community. Each class session focuses on a different topic, which can range from business ethics to non-profit organizations and from cultural diversity to educational issues. Having an opportunity to interact with people who are passionate about what they are doing and hearing how they are trying to solve the problems they encounter is an invaluable experience. Students can observe different ways of approaching the problems they face in their professional lives or they may learn where they can turn for advice when issues arise later.

As an employer, if you support an employee's participation in the program, you are letting your employee see that you value his or her contributions to your business and are sending the message that you want your employee to succeed. For small business owners, participation in the program is a great way to energize yourself, to develop new contacts, and to gain new perspective about your business and how it fits into the community as a whole.

I encourage anyone who is considering enrolling in the program, or supporting the enrollment of an employee, to contact the Chamber at 264-7101 to learn more about the program. I am sure that you will find the program to be an excellent use of your resources.

Suzanne Miller Trinh is chair of the Greater Chambersburg Chamber of Commerce's Board of Directors and an attorney working in the Law Offices of Zullinger-Davis, P.C. in Chambersburg. She can be reached at 717-264-6029.

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Foreman joins Chamber's board of directors

Eric Foreman, M & T Bank's senior business banking relationship manager-business and professional banking, has joined the Greater Chambersburg Chamber of Commerce's board of directors. Foreman was appointed April 18 to fill the seat vacated by Kathie Berard when she moved from the area.

An employee of M&T for 15 years, Foreman has been a resident of Franklin County for eight years. He and his wife Lisa have four children who range in age from 3 to 15.

Foreman also serves as president of the board of directors for United Way of Franklin County and is a member of the Greater Chambersburg Chamber Foundation board. In addition, he is a member of the Downtown Chambersburg Kiwanis Club, and is a former president of the club. He is a former president of the Big Brothers Big Sisters in Franklin County and community organizations in Carlisle. He received a bachelor of arts degree in business administration and economics from Kutztown University.

Karin Fitz, co-owner of Main Street Deli since 2007, resigned from the board on April 18. The Chamber is in the process of finding a replacement.

Fitz joined the board in 2010. She has been an active supporter of downtown events and is a graduate of the Culinary Business Academy Personal Chef Program. She also is a graduate of Shippensburg University, with a degree in sociology/gerontology. She worked for 17 years serving the senior population of the area before changing careers.

"We'll miss you, Karen. We appreciate all that you've done," said Suzanne Miller Trinh, chair of the board of directors.

Learn about ChamberChoice energy program and save

Our Chamber of Commerce has been working with energy consultant, OnDemand Energy Solutions, since 2010 to bring members savings on their energy bills. The energy experts at OnDemand Energy Solutions have more experience with deregulation than anyone else in the country, and that's why our chamber – and many others throughout Pennsylvania -- decided to work with them to offer an energy program through the Chamber of Commerce Service Corp., provider of ChamberChoice. As a result, members have been able to lower their electric bills and consult with knowledgeable people about what works best for their business or organization.

To help members understand the energy market and the ChamberChoice energy program, a one-hour seminar will be held from 8 to 9 a.m. June 28 at Hampton Inn, 955 Leshler Road, Chambersburg. Pre-registration is requested, with check-in the day of the seminar beginning at 7:30 a.m. Members of the Greencastle-Antrim and Greater Waynesboro Area chambers of commerce also are invited to the free session. Register by clicking on the events for June 28 at www.chambersburg.org or call 264-7101.

Many members are being contacted by other third-party suppliers, with offers that may sound too good to be true. Those considering switching to another provider because of an attractive offer are urged to take the time to investigate that offer thoroughly. Before signing on the dotted line, make sure the price quoted is the all-inclusive price, as the ChamberChoice price is all-inclusive. The Chambers strongly urge members to take advantage of the free consulting services offered by OnDemand Energy Solutions, who will assess how you use your power, and the rate per kilowatt hour that you pay for your commercial meter(s). This customized service is offered to every Chamber member *at no charge* regardless of how much energy you use.

Remember, if you sign with another provider before your current contract expires, there is a penalty for doing so.

Our Chamber has been extremely satisfied with the ChamberChoice energy program and it has resulted in savings for participating members. Do not hesitate to call OnDemand Energy Solutions at 888-566-3362 if you have questions about the ChamberChoice program or one being offered by another supplier.

It's All About Community

Expanded ChambersFest schedule announced

Popular family activities will return to this year's ChambersFest lineup in July, with a few new additions, too.



The Ninth Annual Tim and Susan Cook Memorial ChambersFest One-Mile Race will kick off the annual celebration on July 7. The final ChambersFest event will be a Civil War seminar, "Antietam," from July 25-29. In between will be popular events such as Scoop-a-Palooza, Ice Cream for Education on July 14, Celebrate! The Arts at Old Market Day on July 21, and events organized by other community organizations throughout the month.

Organizations with events from July 7-29 should send the information to Kathy Leedy as soon as possible (kleedy@chambersburg.org) for possible inclusion in the ChambersFest calendar and promotions.

ChambersFest is presented by the Greater Chambersburg Chamber of Commerce, the Downtown Business Council of Chambersburg and the Council for the Arts.

Click on the ChambersFest link at www.chambersburg.org for more information about these events, or call 264-7101.

ChambersFest schedule

July 7, ChambersFest Kickoff/Tim and Susan Cook Race: 7 a.m. registration at YMCA

July 8, Drum Corps: An American Tradition, 7 p.m., high school

July 9-13, W.R. McElroy History Camp, 9 a.m. to noon, offered by historical society

July 14, Scoop-a-Palooza, Ice Cream for Education, 11 a.m. to 3 p.m., high school cafeteria

July 21, Celebrate! The Arts at Old Market Day: 9 a.m. to 4 p.m., downtown

July 21, Kid's Mountain Bike Race, 10 a.m., check-in at Chambersburg Pump Track, 100 Hood St.

July 21, Burning of Chambersburg re-enactment, 9 p.m., downtown

July 25-29, Civil War seminar and tour, "Antietam," various times, Four Points Sheraton

July 27, CVSM It Rocks! Camp, 8 p.m., Chambersburg Municipal Park band shell
Throughout July, exhibits at Old Jail, 175 E. King St., various times

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Kennebec Drive mixer returns for 3rd year with 11 businesses hosting

You're invited to the Third Annual Kennebec Drive mixer – a block party thrown by Chamber-member businesses from 5 to 7 p.m. June 19. It will be co-hosted by 11 members of the Greater Chambersburg Chamber of Commerce: Boyer & Ritter, CPA's, Butcher Shoppe, Global Data Consultants, LLC, M&T Bank, Merrill Lynch, Wealth of America, Bank of America, Michael Starr Insurance, RE/MAX Realty Agency, Phoenix Wellness and Physical Restoration Center, Rotz & Stonesifer, P.C., CPA's, State Farm Insurance/Kim Stouffer and Uniquet Chambersburg Travel.

The outdoor block party/mixer is a summer favorite. Last year, 170 attended the event.

This year's mixer will include grilled food, refreshments, ice cream, entertainment by a DJ, as well as the usual Chamber door prizes and networking opportunities.

Don't miss the fun on June 19!



Chambersburg Heritage Center volunteer Frances Humelsine, dressed in period costume, greets visitors from

Benjamin Chambers Elementary School on May 3. All fifth-graders in Chambersburg Area School District – about 675 of them -- toured the Heritage Center and Old Jail in May, and other historic sites downtown. The Heritage Center is a site on the Pennsylvania Civil War Trails. The Greater Chambersburg Chamber of Commerce opened the Heritage Center in July 2004. The Old Jail at 175 E. King St. is operated by the Franklin County Historical Society-Kittochintny. The Old Jail houses a museum and genealogical library and is listed on the National Register of Historic Places. It was Pennsylvania's longest continuously operating jail from 1818-1970.

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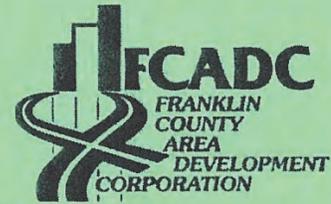
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A sign outside The Igloo indicates the owners are proud of the Property Improvement Award received earlier this year from the Chamber. The Philadelphia Avenue business is expanding, too.



Annual Industry Appreciation Dinner

Thursday, September 6, 2012

Green Grove Gardens

1032 Buchanan Trail East, Greencastle, PA

Sponsorship Opportunities

The Franklin County Area Development Corporation (FCADC) invites you to help us celebrate our 26th Industry Appreciation Dinner! Here is your chance to be a vital part of one of the most anticipated dinner events of the year. This year's event will celebrate our 26th year and honor those employers who make Franklin County a great place to live, work, and raise a family.

Platinum Sponsor—\$7,500

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- *Sponsorship needs to be received prior to July 1, 2012.
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Date: Friday, August 24, 2012
Place: Chambersburg Country Club
Format: Four Person Scramble
Cost: \$75/person; \$300/team. Includes green fees, cart, driving range, breakfast, and lunch

7:00 a.m. Registration
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8:00 a.m. - 1:00 p.m. Shotgun Scramble
Beverage Carts

1:00 - 2:30 p.m. Lunch—Sponsored by: 

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Individual Golfer	\$75
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Chamber Card still a hit

The Greater Chambersburg Chamber of Commerce will be getting thousands of more Chamber Cards into the hands of shoppers soon, encouraging them to buy goods and services from area businesses who participate in the Chamber program.

The Chamber recently received a shipment of another 5,000 cards, adding to the 20,000 cards distributed since last November. Wagner's Supply Depot, Chambersburg, sponsors the printing of the cards, which are given to Chamber-member employees and to the general public free of charge.

When shoppers show the card at any of the nearly 75 participating businesses, they receive a discount or a special offer. Only Chamber-member businesses may participate in the program, at an investment cost of less than \$1 a week. Shoppers love getting discounts, so in most cases, participation leads to an increase in business. Participating members' offers are listed at www.chambersburg.org/chambercard. That page continues to be consistently in the top 10 for views on the Chamber Web site, with more than 350 page views in April 2012.

Linda Ankerbrand has been using the card since it first came out in November 2010. Her daughter-in-law, Meredith Ankerbrand, is a Chamber member through Physical Therapy etc. and Meredith's brothers (Tyler and Trevor Roberts) are the owners of C&C Coffee Co., also a Chamber member.

Linda uses the card frequently at The Butcher Shoppe, where customers get \$3 off if they spend \$30. She's gotten a free watch battery at Gartenberg Jewelry, thanks to the card, and she's used the card to obtain discounts at Main Street Deli, café d'Italia and other businesses. She's a great ambassador for the buy local program, giving the card to friends, relatives and fellow customers at The Butcher Shoppe. When she went to a Red Hat Ladies Tea recently, a few of the eight who were there had never heard of the card, but they were happy to learn about it and receive one.

"I think it is a great opportunity for everyone in the community to benefit from it," said Michael Kalathas, owner of The Orchards Restaurant, where the card gets customers 15% off entrees. Customers use the card frequently at the Chambersburg restaurant, and it has helped to boost business, Kalathas said.

"We see them all the time," added Adam Keath, VP of marketing at The Butcher Shoppe. Because customers are able to put the card on their key chains, it's convenient for shoppers to use them. "We feel it's a good way to reward our customers, and it's an easy avenue to provide that type of discount rather than doing it in-house."

Chamber members who would like to participate in the program should call Doug Harmon, membership director, at 264-7101, Ext. 202.



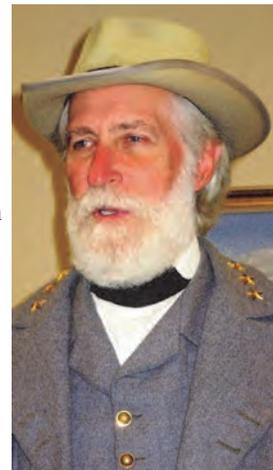
'Civil War 150' events planned

Music, horses and an abundance of re-enactors will be in Franklin County throughout 2012,

as several communities take turns commemorating the 150th anniversary of the American Civil War.

Waynesboro's series of Civil War 150 events continues on June 23, when actor and historian Al Stone portrays Gen. Robert E. Lee.

The event remembers Gen. Lee's stop in Waynesboro during the Gettysburg Campaign. The living history program will be from 11 a.m. to noon. Visitors are invited to continue the conversation with Gen. Lee over lunch from 12:15 to 2 p.m.



Chambersburg takes center stage on July 21, with a re-enactment of the burning of Chambersburg. Confederate cavalry, under the command of Gen. John McCausland, will serve a ransom on the town's courthouse steps. True to history, Chambersburg will not pay the ransom and the town will be burned -- with lights. This impressive and realistic re-enactment is interactive as Confederate soldiers take to the crowd, searching for shoes, food and valuables. Leading up to the 9 p.m. burning of Chambersburg, the downtown area will offer Civil War period music, book signings and Civil War talks from 6 to 8:30 p.m.

Earlier in the day, from 9 a.m. to 4 p.m., is Chambersburg's annual street fair, Celebrate! The Arts at Old Market Day.

On Sept. 28-30, Franklin County and Washington County, MD remember JEB Stuart's Raid.

For details on these events, www.ExploreFranklinCountyPA.com or 866-646-8060.



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GIVING BACK

Giving Back focuses on Chamber members who generously contribute time and money to charitable causes.

1.) The Exchange Club Family Center of West Chester presented **Valley Agency's** Russ Smith with a "25-Year Service" award at the Annual Comedy and Magic Spectacular Show. Smith has produced and emceed this event for 25 years, raising an estimated \$2.5 million for the prevention of child abuse.



2.) Children's Wellness Days were held from May 1-3 at Falling Spring Presbyterian Church. The event brings area third-graders together to promote concepts of good health and wellness. More than 1,300 students participated in this year's event, sponsored by **Summit Health** and **Susquehanna Bank**. The children received information on topics such as drugs and alcohol, food and nutrition, conflict and anger management, and tobacco, among others. "Susquehanna Bank has been partnering with Summit Health on the Children's Wellness program since 2005," said Joe Zmitrovich, Susquehanna Bank Senior VP and Commercial Relationship Executive. "We are extremely proud to be part of such a rewarding initiative that inspires children to make healthy life and wellness decisions." *Pictured: Pupils from Mrs. Rock's third-grade class at Marion Elementary were in attendance for the presentation of Susquehanna Bank's donation to Children's Wellness Days. In the back row are Deb Scalia, Branch Relationship Manager, Chambersburg Financial Center, Susquehanna Bank; Kim Shockey, Retail Executive, Susquehanna Bank; Nickie Fickel, Manager of Community Health, Summit Health; Joe Zmitrovich, Senior Vice President and Commercial Relationship Executive, Susquehanna Bank, and Tim Johnston, Market Manager, Chambersburg, Susquehanna Bank.*



3.) **F&M Trust** presented a check for \$1,250 to the Summer Jubilee Committee to support the 16th Annual Waynesboro Summer Jubilee Festival on July 4. The Jubilee is an all-day festival that includes a Firecracker 5K run, a parade, musical entertainment, children's games, a pie-eating contest and a variety of activities and entertainment concluding with a fireworks display. A portion of the bank's contribution will be used to fund the "money machine" where lucky ticket holders have a chance to grab cash. For information, visit www.summerjubilee.org. *Pictured: F&M Trust President and CEO Bill Snell, Natasha Koons, Waynesboro office manager, and Renee Preso, assistant VP and southern Franklin County market manager, present a check to Brian Stum, president of the Summer Jubilee Committee.*



During the week of Mothers Day, **The Orchards Restaurant**, 1580 Orchard Drive, Chambersburg, donated 10 percent of all sales to the Kristin Runyon Memorial Scholarship in honor of all nurses who serve our community. To learn more about the nursing scholarship, contact the Chambersburg Hospital Development Office at (717) 267-7794.

4.) The Occupational Therapy staff at **Chambersburg Hospital** held its 7th annual soft pretzel sale in April in recognition of Occupational Therapy month. In 1.5 hours, the department raised \$500, which was donated to the Chambersburg Hospital Auxiliary. Occupational therapists from Chambersburg Hospital and the president of the Chambersburg Hospital Auxiliary were present for the check presentation. *From left: Michael Parrett, Laura Gregorio, Mona Etter, president of the Auxiliary; Katherine Booze, Mark Willson and Chris Parker.*



Downtown Chambersburg, Inc.



17th Annual Crab Feast

Saturday, September 22, 2012 - 4:00 to 8:00 pm

The annual Crab Feast is Downtown Chambersburg, Inc.'s premier fundraising event of the year.

Corporate Sponsorships allow DCI to cover the cost of numerous bushels of crabs. The funds raised will support our efforts in the revitalization of Downtown Chambersburg.

Corporate **Gold** Sponsorship

\$500.00 Investment Includes

- Firm name included in radio broadcasts over 4 different **VerStandig Broadcasting** Radio Stations.
- Firm name featured in Crab Feast Ad in the following:
 - VerStandig Broadcasting Website
 - Chamber of Commerce Website; including Facebook
 - Chamber of Commerce September Newsletter.
- Firm will receive 4 Crab Feast tickets.
- Firm Logo appears on the Crab Feast T-shirt.
- Firm Logo displayed on Table Tent Card.
- Gold Sponsor acknowledgement during the event.
- Firm may display banners and/or product display at the AMVETS Pavilion during the Crab Feast.
- Community recognition of your firm's support for Downtown Chambersburg.
- Reserve space for your Company Picnic!
Purchase 20 or more Crab Feast Tickets;
Receive 20% Discount on tickets

Corporate **Silver** Sponsorship

\$250.00 Investment Includes

- Firm name included in radio broadcasts over 4 different **VerStandig Broadcasting** Radio Stations.
- Firm name listed in Crab Feast advertisement in Greater Chambersburg Chamber of Commerce September Newsletter and on the Chamber Website.
- Firm may display banners and/or product at the AMVETS Pavilion during the Crab Feast.
- Firm will receive a pair (2 tickets) of Crab Feast tickets.
- Firm Name listed on Crab Feast T-shirt.
- Community recognition of your firm's support for Downtown Chambersburg.
- Reserve space for your Company Picnic!
Purchase 20 or more Crab Feast Tickets; Receive 15% Discount on tickets

Tickets: \$39 per person - Children 12 & under - \$13.00

Yes, I/We want to become a **Corporate Sponsor for the 15th Annual DCI Crab Feast**

Sponsor Name & Address: _____

Phone: _____ Fax: _____

Email: _____

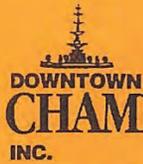
_____ Payment Enclosed _____ Please Invoice Me

Please enclose a Company Business Card and/or a copy of your Company Logo.

MAIL TO: Downtown Chambersburg, Inc. - 100 Lincoln Way East, Suite A - Chambersburg, PA 17201

Contact: Robin Harmon Ph: (717) 264-7101 Fax: (717) 267-0399 Email: rharmon@chambersburg.org





and VerStandig Broadcasting



**Present the
Downtown Chambersburg, Inc.**



17th Annual Crab Feast

Saturday September 22, 2012 4:00-8:00

Amvets Picnic Pavilion

Fifth Avenue, Chambersburg PA

Doors open 4:00 pm Food served 5:00 - 7:30 pm

TICKETS INCLUDE: BBQ Chicken & "the fixin's" catered by Main Street Deli

Plus ALL YOU CAN EAT Hardshell Crabs catered by Crab Alley Seafood

TICKETS available at
the following locations

- Chambersburg Beverage
- Chamber of Commerce
- Here's Looking At You
- Lighten Up Chambersburg
 - Ludwig Jewelers
 - Main Street Deli
 - Susquehanna Bank
 - The Shook Home
 - Wolf Furniture



**TICKETS \$39
per person-Adult**

**Children
12 & under \$13.00**

**Live Auction at
6:30 p.m.**

Thank you to our 2011 Sponsors!!!!

All Occasion Florist
 BI Designs for Your Lifestyle
 Capitol Theatre Center
 Country Inn & Suites
 Ellsworth Electric
 F&M Trust
 Gypsie
 HCR Manorcare
 Here's Looking at You
 Holiday Inn Express

Keeler Chiropractic
 Kelsey Springs Landscaping
 Keystone Ford
 Lighten Up Chambersburg
 Ludwig Jewelers
 Martin's Refrigeration
 Merle Norman Cosmetics
 Orrstown Bank
 Patriot Federal Credit Union

Rainbow International
 SEK&Co
 Servpro of Chambersburg
 Summit Health
 Susquehanna Bank
 The Shook Home
 Totem Pole Playhouse
 Verstandig Broadcasting
 Yo-Adrian Professional Services

For further information please call 717-264-7101

Memory

Matthew Goerke, an expert in memory training from New Jersey, came to Chambersburg on April 25 at the invitation of the Chamber to help members improve their instant recall – a beneficial skill both professionally and personally. About 30 people attended and participated in exercises to improve their memories. To remember names, start by slowing down, clearing your mind and focusing, Goerke said. “Your memory is a muscle extremely neglected. We can strengthen it. Trained memories are proactive, not passive,” Goerke said. He urged the audience to challenge themselves mentally. He demonstrated his own skills by remembering the names of attendees he had just met and a lengthy list of words told to him one-by-one by the audience in quick succession. He repeated the words back in order moments later. After the seminar, Dennis Little of tapestry technologies, LLC, said Goerke’s presentation “was informative, a ton of fun and left all of us with valuable memory and interpersonal skills that we will be able to put into practice for many years to come. . . . The \$29 registration was WELL worth it.” Several Chamber members purchased Goerke’s CDs and DVDs to learn more about his Memory Switch program



Golf tournament is June 22

There are just a few remaining spots in the Greater Chambersburg Chamber of Commerce’s golf tournament on June 22.



This year’s tournament will begin at 1 p.m. at Waynesboro Country Club, which has a 6,600-yard championship layout offering something for all levels of golfers.

Cost is \$95 per golfer and includes greens fees, range balls, lunch, dinner, drinks, networking and door prizes.

If you’d like to sponsor, register or donate a door prize, contact Doug Harmon at 717-264-7101, Ext. 202. Check-in begins at 11 a.m. and lunch will begin at 11:30 a.m.

Office Environments is this year’s Title Sponsor. Office Environments specializes in everything for your office, including supplies and furniture (new and used), office moving and commercial cleaning. Office Environments pledges to offer you a complete line of quality products, with fair competitive prices combined with exceptional service to build a long term, mutually beneficial relationship.

ChamberChoice/OnDemand Energy Solutions are the Gold Sponsors. Silver Sponsors are Keystone Ford, Olympic Steel, Tele-plus Corp., Summit Health, Smith, Elliott, Kearns and Co, F&M Trust, Valley Quarries, Orrstown Bank, Vacon, Nova Corporation and Aerotek. The Shook Home & the Quarters and Highmark Blue Shield are Green Sponsors.

Look for new automobiles from Forrester Lincoln and Keystone Ford at the event.

There will be a hole-in-one contest sponsored by Forrester Lincoln; other contests include: Beat The Pro par 3, Pot-o-gold par 3, Birdie Ball (sponsored by Anything Printed), ladies’ and men’s closest to the pin and ladies’ and men’s long drive. There will also be payouts for 1st, 2nd and 3rd place in the 1st and 2nd flights and many door prizes. Susquehanna Bank is the raffle sponsor.

The Chamber thanks all of the sponsors and golfers for their support.

Advertising deadline nears for membership directory



There are just a few days remaining for members to advertise in the 2012/13 edition of the Greater Chambersburg Chamber of Commerce Community Profile and Membership Directory. The sought-after hardback book has become the place to turn to for information about the greater Chambersburg area and member advertisers get great exposure throughout the year.

Centre Publications, which has published the Community Profile for more than a decade, is working with the Chamber on this year’s book. Advertisers can choose from a range of ad sizes, with Centre Publications offering free design and photography services. For more information, or to be a part of this edition, call

1-800-200-5375 as soon as possible.

The print version of the Community Profile is distributed widely locally. Each Chamber member is mailed two copies – a hard cover and a members-only spiral bound edition, which includes a useful calendar. The directories also are placed in area hotel rooms, allowing the publication to reach guests in the area. The distribution doesn’t stop there -- copies are free to the public and given to visitors at the Heritage Center, Chambersburg Mall and at some community events. The Chamber also makes copies available to member Realtors and libraries. This broad distribution is part of what makes this publication such a strong advertising tool.

The publication is published online, too, allowing member businesses to market well beyond the borders of Franklin County. The state-of-the-art online edition will include links to advertisers’ Web sites.

The contents of the Community Profile include an overview of what the area has to offer visitors, long-term residents and the business community. Sections providing a review of life in the Chambersburg area include education, health care, shopping and recreation – all presented in an attractive, photo-filled, full-color format. In the Membership Directory, Chamber members are listed alphabetically and by category, making it a great tool to help readers buy local.

The printed book will be available on July 21; it debuts during the community’s annual ChambersFest celebration and is available on Celebrate! The Arts at Old Market Day.

JUNE CALENDAR OF EVENTS

June 2012 Calendar of Events

June 5 – SBDC workshop, “*The First Step: Starting a Small Business*,” 9 a.m. to noon at the Chamber, 100 Lincoln Way East, free.

June 7 - Lunch and Learn, “*Strategic Planning for Business Growth*,” presented by Jeff Hockenberry, 11:30 a.m. to 1 p.m., Chamber boardroom, free, lunch provided.

June 19 - Chamber mixer, hosted by 11 businesses on Kennebec Drive, 5 to 7 p.m.

June 21 - Lunch and Learn, “IMPACTomorrow,” presented by Scott Schoenberger, 11:30 a.m. to 1 p.m., Chamber boardroom, free, lunch provided.

June 22 – Chamber golf tournament, 1 p.m. with lunch at 11:30 a.m., Waynesboro Country Club, 11000 Country Club Road.

June 28 – ChamberChoice energy seminar, 8 to 9 a.m. with registration beginning at 7:30, Hampton Inn. 955 Leshler Road.

June 29 – Ribbon-cutting and open house, 1:30 p.m. for ribbon-cutting, Voila! Children’s Art & Creativity Center, 21 N. Main St.

Upcoming Lunch and Learns

June 7: Strategic Planning

If you’d like to know more about strategic planning for business growth, there is a free Lunch and Learn seminar offered at the Greater Chambersburg Chamber of Commerce on June 7. Lunch will be provided.

The 90-minute seminar will begin at 11:30 a.m. in the Chamber boardroom at 100 Lincoln Way East. Jeff Hockenberry of Hockenberry Associates LLC will be the presenter. He is a management consultant and coach who positively impacts individuals, businesses and nonprofit organizations along their journey to success.

Register by clicking on the events for June 7 at www.chambersburg.org, or calling the Chamber at 264-7101. Another option is to send an e-mail to chamber@chambersburg.org.

June 21: Leadership Training

What are your major goals in life? If your goals require the cooperation and participation of others, your leadership ability significantly determines your effectiveness or ability to reach those goals.

According to John C. Maxwell, best-selling author and the world’s most recognized authority on leadership, *everything* rises and falls on leadership: Your team, your job, your kids, your marriage, your charity, and even your community. Leadership is comprised and governed by what Maxwell refers to as The 21 Irrefutable Laws of Leadership. You can ignore these laws and have them work against you, or you can master them and have that understanding become a powerful ally to your growth, development and leadership.

Join us at 11:30 a.m. June 21 as Scott Schoenberger of IMPACTomorrow and the John Maxwell Team presents a free, fun and educational lunch-and-learn that will help you take your leadership to the next level by examining the first of the 21 laws - “The Law of the Lid.” The law states that one’s leadership ability determines a person’s level of effectiveness. The higher you want to climb, the more you need leadership. The greater impact you want to make, the greater your influence needs to be. Leadership ability is the LID that determines a person’s level of effectiveness.

Lunch will be provided.

IMPACTomorrow was founded by Schoenberger to bring the principles of enlightened personal and professional leadership to those who desire to have their influence elevate their families, companies and organizations to the highest levels. To facilitate this process, Schoenberger became a Founding Partner with a new entity, The John Maxwell Team, an international group of trainers, speakers and coaches who focus on leadership, communication and vision.

Register by clicking on the events for June 21 at www.chambersburg.org, or calling the Chamber at 264-7101. Another option is to send an e-mail to chamber@chambersburg.org.

Enjoy night at ballpark on Aug. 3

Enjoy professional baseball and a night at the ballpark by attending Chambersburg Chamber of Commerce Night with The Hagerstown Suns. This year’s special evening of activities will be on Aug. 3 and begin at 6 p.m. The Suns will play the Lexington (KY) Legends – an affiliate of the Houston Astros. Gates open at 6 p.m., game starts at 7:05 p.m. There will be fireworks after the game.

All employees of Chamber members can attend this event, so spread the word.

The picnic menu will include all-you-can-eat hamburgers, hot dogs, grilled chicken sandwiches, corn, potato chips, ice tea, lemonade and water. The cost is \$12 per person. Sign up by July 27 by contacting the Chamber at 264-7101.

The Hagerstown Suns play at Municipal Stadium, 274 E. Memorial Blvd., Hagerstown, Md. 21740. The Suns are part of the South Atlantic Class A Affiliate of the Washington Nationals.

SBDC workshops target start-ups, growing businesses

Small Business Development Center courses, seminars and conferences provide up-to-date, practical information on a wide variety of business topics. Programs teach basic business skills as well as more advanced and specific business management. These workshops feature experts and leaders from industry, government, higher education and professional associations. To reserve your seat, contact the Shippensburg University SBDC at (717) 477-1935.

Workshops in June:

The First Step: Starting a Small Business, 9 a.m. to noon June 5 at the Greater Chambersburg Chamber of Commerce, 100 Lincoln Way East, free.

8A and Hudzone Programs, 9 a.m. to noon June 12, Shippensburg University, Grove Hall, Room 401, free. Presented by the Small Business Administration.

Project Management Essentials for Second Stage Growth Companies, 8:30 a.m. to 4:30 p.m. June 13, Shippensburg University, Grove Hall, Room 401. Cost: \$225, which includes lunch. Presented by Avalon Foster.

Strategic Selling for New and Emerging Businesses, 8:30 a.m. to 4:30 p.m. June 14, J.D. Brown Center for Entrepreneurship, 410 Kings Mill Road, York. Cost: \$225, which includes lunch. Presented by Avalon Foster.

Writing an Effective Business Plan, 9 a.m. to noon June 20, Shippensburg University, Grove Hall, Room 401, cost: \$15.

Our business is lending.

We're in business to help businesses grow. At F&M Trust, you'll find personal service and local access to all the financial solutions you need to build a better business—just like we have done for more than a century.

Connect with us today and discover how we are lending a hand to local businesses—making a difference right here in South Central PA.



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View our brief video for business owners:
www.fmtrustonline.com/movie.aspx



Dianne Cornman: 261-3536
Trish Hanks: 264-6116
Mike Kugler: 261-3518
Phil Pantano: 261-3669

Memorial Square
20 South Main Street
264-6116

Lincoln Way East
1712 Lincoln Way East
264-9414

West Side
1100 Lincoln Way West
263-9168

Orchard Park
841 Wayne Ave.
263-1801

Philadelphia Avenue
2405 Philadelphia Ave.
264-5122

Norland Avenue
870 Norland Avenue
262-2085

St. Thomas
6962 Lincoln Way West
369-3240

A 48-year banking relationship gives this local business real horsepower.



Left to right:
Phil Pantano, Commercial Services Relationship Manager, F&M Trust
Skip Jennings, Owner, Jennings Chevrolet Buick GMC - Chambersburg

For 48 years, **Skip Jennings** of Chambersburg has counted on F&M Trust for great local service and value with his business and personal banking. In 1986, when he encountered an opportunity to purchase a local Chevrolet dealership to add to his brand line-up, the F&M Trust commercial lending team helped the Jennings family hit the asphalt running.

Since then, **Jennings Chevrolet Buick GMC** has continued to rev up its sales. In 2005, Skip connected with **Phil Pantano** at F&M Trust for a shiny new financing package so he could acquire property and build a state-of-the-art sales and service facility. Phil's high-octane customer service kicked into gear and quickly got the smooth-running financing in place.

Today, Skip's business has grown to employ nearly 70 people and he continues to get great mileage from his total banking relationship—financing, deposit accounts, plus 401(k) retirement planning, investments and more.

If you're ready for a 100% local banking partner who can give your business the horsepower it needs for superior performance, talk to F&M Trust about:

- > **Commercial Development Loans**
- > **Business Lines of Credit**
- > **Better Business Checking** and More

For a no-obligation meeting, call Phil Pantano at (717) **261-3669** or visit your nearest F&M Trust community office.

Memorial Square
20 South Main Street
264-6116

Lincoln Way East
1712 Lincoln Way East
264-9414

West Side
1100 Lincoln Way West
263-9168

Orchard Park
841 Wayne Ave.
263-1801

Philadelphia Avenue
2405 Philadelphia Ave.
264-5122

Norland Avenue
870 Norland Avenue
262-2085

St. Thomas
6962 Lincoln Way West
369-3240



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Equal Opportunity Lender • Member FDIC

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www.napaonline.com
Automotive Services

Comcast Business Services

Patrick McMichael, Enterprise Account Executive
4601 Smith Street
Harrisburg, PA 17109
717-651-1958
Patrick.mcmichael@cablecomcast.net
www.business.comcast.com/enterprise
Telecommunications

Gold Party for Cash

Bernadette Portmann, Broker
717-404-6269
Bernadette@24kbros.com
www.24kholdings.com
Jeweler

I'm The Guy Construction

Stephanie Waltz, Marketing Manager
PO Box 31
Northumberland, PA 17857
877-576-1193
diamond0880@aol.com
Construction

Millennium Motors

Edmund T. Leshner, II, President
1905 Philadelphia Avenue
Chambersburg, PA 17201
717-709-1401
lbsmillennium@centurylink.net
www.millennium-motors.com
Auto Sales & Service

Ruth's Sassy Scissors

Ruth Graham, Owner
2398 Philadelphia Avenue
Chambersburg, PA 17201
717-446-0606
ruthssassyscissors@yahoo.com
Beauty Services

S&A Homes

Sherry Sitman
2011 West Trindle Road
Carlisle, PA 17013
717-249-0249
sls100@sahomebuilder.com
www.sahomebuilder.com
New Homes Builder/Construction

Voila! Children's Art & Creativity Center

Alison Smith, Owner
21A North Main Street
Chambersburg, PA 17201
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voilachildrensart@yahoo.com
Art & Artists



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FAX: 717-709-9538
E-Mail: wsdi@wagnerssupplydepot.com

366 WAYNE AVENUE
CHAMBERSBURG, PA 17201
www.wagnerssupplydepot.com

First Friday activities continue through Dec.

First Fridays have begun, with CenturyLink returning as the presenting sponsor this year. CenturyLink's support enables the Downtown Business Council of Chambersburg to continue offering quality live music on the Square, original works of art and children's activities each month – just part of the effort to attract people to downtown Chambersburg on the evening of the first Friday of the month. Special activities on First Fridays will continue through December. The Downtown Partnership is paying for digital billboards the week of the events to promote them to the community.



Like the Chamber on

The Chamber shares news about members and its programs and events through Facebook. "Like" the Chamber on Facebook to make sure you are getting the latest news!

JUNE ANNIVERSARIES

1 year

Community Creations
Dietrich's Ice Cream
The Igloo
Rubber Sheet Roll

10 years

Bethel Assembly of God

15 years

Coldsmith Construction
Orrstown Bank

20 years

ComPros
Main Street Tax Service

25 years

Decorating Den Interiors

30 years

Glen & Glen
Hoskinson & Wenger
Newcomer Associates
Pro Moving and Storage
Susquehanna Bank

45 years

Brechbill & Helman Construction

It's All About Community

Support ChambersFest

Sign up today to be a 2012 sponsor of annual festival

The annual ChambersFest celebration attracts thousands of people to Chambersburg each July, boosting the local economy. The Chamber's role is to coordinate some of the events and to promote the entire festival. Chamber or Chamber Foundation events include the annual Tim and Susan Cook Memorial One-Mile Race on July 7, which raises money for scholarships at the high school; Scoop-a-Palooza, Ice Cream for Education, on July 14, which raises funds for Chamber Foundation programs; and a Civil War seminar that brings history buffs to our region from all over the nation.

By supporting ChambersFest, you are encouraging the continuation of these community events from July 7-29 in 2012. In return, you will be publicly acknowledged as a ChambersFest sponsor and receive other sponsor rewards. To find out more about sponsorship rewards, call Kathy Leedy at 264-7101, Ext. 204 or kleedy@chambersburg.org.

ChambersFest Sponsorship Information Form

Business Name _____

Contact/phone _____

Address _____

City _____ State _____ ZIP Code _____

E-mail: _____

- ChambersFest Corporate Sponsor (\$1,000)
- ChambersFest Booster (\$500-\$999)
- ChambersFest Backer (\$250-499)
- ChambersFest Benefactor (\$100 to \$249)
- Scoop-a-Palooza (Chamber Foundation, \$300 or \$500 see back for details)

**Mail
to:**

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

You may e-mail a pledge of support to kleedy@chambersburg.org or call 264-7101, Ext. 204. Thank you!



9th Annual Tim and Susan Cook Memorial ChambersFest 1-Mile Race Saturday, July 7, 2012

Registration at
Chambersburg Memorial YMCA,
570 E. McKinley St., Chambersburg, PA

Race Schedule:

Start at Chambersburg Area Middle School;
end at Chambersburg Area Senior High School

- 7 a.m. registration
- 8 a.m. Women's Race
- 8:30 a.m. Men's Race
- 9 a.m. Fun Run/Walk
- 9:30 a.m. Results/Ceremony

Directions to Chambersburg Memorial YMCA.
Interstate 81, Exit 16, follow U.S. 30 west to-
ward Chambersburg, turn left at light onto
Stouffer Avenue, turn right at the traffic light
onto McKinley Street, follow McKinley Street
to Sixth Street and the YMCA is on the left
across from Chambersburg Area Senior High.

Race Sponsored by:



Contact information:
Kathy Leedy, 717-264-7101
Ext. 204
kleedy@chambersburg.org

GREATER CHAMBERSBURG
CHAMBER OF COMMERCE



And Chamber-member businesses



In memory of Tim E. Cook and Susan M. Cook, who were both 49 when they died Dec. 13, 2002, as a result of a car accident. Both were 1971 graduates of Chambersburg Area Senior High School. Tim was a mathematics teacher at the high school for 28 years and was the coach of the girls' cross country and track teams. Susan was an administrative assistant at Shippensburg University. Money raised from this event is contributed to the Tim and Susan Cook Memorial Scholarship Fund.

REGISTRATION FORM

Name: _____

Mailing Address: _____

City _____ State _____ ZIP _____

Phone _____ Age on race day _____

E-mail _____

Race Entered (Check one) 1-mile race Female/Girls
 1-mile race Male/Boys
 Fun Run/Walk

Pre-registration is encouraged to ensure commemorative T-shirts are available.

- \$12 per entry without T-shirt, on or before June 22
- \$18 per entry with T-shirt, on or before June 22
- \$12 per entry with T-shirt for Fun Run/Walk, on/before June 22

Race-day registration:

- \$15 per entry; no T-shirts
- \$20 per entry with T-shirt (if available)

T-shirt size (circle one)

Youth Large; Adult Small; Adult M; Adult L; Adult XL; None

PAYMENT INFORMATION

Amount Enclosed \$ _____ Check made payable to
Greater Chambersburg Chamber of Commerce, 100 Lincoln
Way East, Chambersburg, PA 17201

Charge this amount to: (circle one):
AMEX Visa Discover Master Card

_____ Credit Card Number

_____ Expiration Date _____ 3-digit No. on back

For your convenience, participants can register and pay online at www.chambersburg.org; click on events for July 7 and then Tim and Susan Cook Memorial Race.

Waiver: Upon acceptance of my entry, I the undersigned, assume all risks associated with running in this event & do hereby release & discharge the Chambersburg Road Runners Club, Chambersburg Road Runners Club, Chambersburg Area School District, Borough of Chambersburg, and the Greater Chambersburg Chamber of Commerce & all other race representatives from any and all claims for damage, demands & causes of action arising from or as a result of my participation in this race.

Signature: _____

Date: _____



GREATER CHAMBERSBURG
CHAMBER OF COMMERCE

Cordially invites you to take part in our

17th Annual Chamber Scramble

Friday, June 22, 2012

Waynesboro Country Club

Exciting & 'NEW' for 2012

Auctioning Off Sports Memorabilia



Items On Display Include:

- ◆ James Harrison autographed Super Bowl XLIII Interception Return 16x20 Framed Photo
- ◆ Chuck Noll autographed 'HOF 93" 16x20 Framed Photo
- ◆ Mario Lemieux Autographed 8x10 photo "Hoisting The Stanley Cup"
- ◆ Mario Lemieux Autographed Pittsburgh Penguins Black Jersey
- ◆ Oakmont Hole #3



ITINERARY

11 a.m. PLAYER REGISTRATION

Lunch starts at 11:30 a.m.

1:00 p.m. SHOTGUN START

\$95 per golfer

4 person scramble

Awards Presentation/Flight Prizes

/Door Prizes &

Dinner Follows the Tournament

Chamber Golf Outing - Registration Form

Business Name: _____

Address: _____

Phone: _____ E-Mail: _____

Sponsorship Level: _____ Contact _____

Payment amount: \$ _____

Cash/Check Invoice Visa MC DSCVR AMEX

Make Checks Payable to the Greater Chambersburg Chamber of Commerce

Credit Card # _____ Exp: _____

Signature: _____

place me in a foursome register our foursome - names provided below

Name _____ Company _____

Name _____ Company _____

Name _____ Company _____

Name _____ Company _____

SPONSORSHIP INFORMATION

SOLD

Title Sponsor – \$2,000



Includes: Signature Event Sponsor, Two team entries into the Tournament, Display Table & Banner, Opportunity to address attendees prior to event and at dinner, 6 Tee-box and/or Green signs, opportunity to provide "Goody Bag" promotional item, event Sponsor of 'Beat the Pro Par 3' & 'Pot-o-gold'- have company representative work the sponsored holes to network, make introductions & hand out promotional items, Business name in program & tournament promotion.

Gold Sponsorships – \$1,000

Includes: One team entry into the Tournament, Display Table & Banner, 3 Tee-box and/or Green signs, Be featured in all the tournament promotion, opportunity to Address audience at dinner, opportunity to provide "Goody Bag" promotional item & Business name in program.

Silver Sponsorships – \$500

Includes: One team entry into the Tournament, Business name in program, 1 Tee-box sign, Promotion in Chamber Outlook Newsletter.

Green Sponsorships - \$100 for 1 or \$250 for 3

Includes: Business name placed on signage at the green.

100 LWE, Chambersburg, PA 17201 ● 717-264-7101 ● Fax: 717-267-0399 ● dharmon@chambersburg.org ● www.chambersburg.org



17th ANNUAL CHAMBER SCRAMBLE

Susquehanna  **Raffle Prize**
 Sponsored by
Susquehanna Bank

CONTESTS

- ◆ Beat the Pro Par 3
- ◆ Pot-of-Gold Par 3
- ◆ Hole-in-One for a new 2 year car lease
Sponsored by Forrester Lincoln



- ◆ Men's & Ladies Closest to the Pin
- ◆ Men's & Ladies Longest Drive
- ◆ Chipping Contest- Sponsored by
Anything Printed



Back again this year....
 Mike Ross —
 Franklin County Area
 Development Corporation —
 Emcee & Tournament Host

FLIGHT PRIZES



1st Flight - 1st, 2nd & 3rd
 2nd Flight - 1st, 2nd & 3rd
 Beverages Sponsored by



Goody Bags & Water Sponsored by
 Johnnie's Restaurant &
 Hotel Service



Balls for Goody Bags
 Sponsored by Tele-Plus

For golf outing registration and sponsorship information, please refer to the other side of this flyer

Business Name: _____

Address: _____

Phone: _____ Fax: _____ E-Mail: _____

Door prize item: _____

____ Please bring your door prize to the Chamber by June 15, 2012.

____ If you are unable to bring the prize to the Chamber, please call (717) 264-7101, and a representative will pick up your donation.

Thank you for your support of the 2012 Chamber Scramble Golf Outing!

**DOOR PRIZE
 REGISTRATION FORM**

For more information, call Doug Harmon at the Chamber at 264-7101

Thank You to our Title Sponsor— Office Environments

MEMBER SPOTLIGHTS

Commuter Services of Pennsylvania

Brandy Heilman
2951 Whiteford Road, Suite 201
York, PA 17402
1-866-579-RIDE

customer_service@pacommuterservices.com
www.pacommuterservices.org

Commuter Services of Pennsylvania has been serving as a resource for employers in Franklin County for nearly two years. Thanks to the efforts of the Chamber and Franklin County's Rural Planning Organization, the Commuter Services program has grown to serve many commuters and employers.

More than 200 employers in the region, representing more than 150,000 workers, are participating in the program, which promotes carpooling, vanpooling, biking, walking and telework as alternatives to driving alone to work. Commuter Services



*Serving Adams, Berks, Cumberland, Dauphin,
Franklin, Lancaster, Lebanon, Perry & York Counties*

provides free posters about the program and preferred parking signs for carpoolers and vanpoolers.

Employer partners who have met with Commuter Services to talk about the program and/or have hosted events for employees include: Chambersburg Waste Paper Co., Franklin County Government, Johnson Controls, Knouse Foods, Letterkenny Army Depot, Manitowoc, Menno Haven Retirement Communities, Olympic Steel and Ozburn Hessey Logistics.

In addition to the Greater Chambersburg Chamber of Commerce, Commuter Services is working with partners such as Aerotek Inc., Franklin County Planning Department, the South Central Community Action Program – Employment Services Division, and the United Way of Franklin County.

Commuter Services has a confidential, online database of more than 20,000 commuters, many of whom are seeking someone to share the ride. There are 1,031 people who live, work, or both in Franklin County enrolled in the database.

You can find more information on Commuter Services by visiting www.PaCommuterServices.org or calling 1-866-579-RIDE.



SERVPRO of Chambersburg

1462 N. Franklin St.
Chambersburg, PA 17201
717-261-0310
servpro9887@ymail.com
servpro.com/franchise/9887

SERVPRO has been in business for over 40 years and is over 1,500 franchises strong. They have become a leader in the fire and water-cleanup and restoration industry and are endorsed by most major insurance companies to mitigate,

remediate and repair damage caused by fire and water loss in residential and commercial properties. In addition, SERVPRO also services storm damage, mold, lead, asbestos and biohazard materials, utilizing state-of-the-art technologies, saving time and money for the home/business owner and insurance companies.

SERVPRO of Chambersburg has been in business since November 2010, serving the Franklin County area, offering 24-hour emergency services. It is approved by The Clean Trust (IICRC) and certified in fire, water, smoke and odor. SERVPRO of Chambersburg can also stay with the job through completion, including reconstruction when necessary and/or

requested. No job is too small or large, so you can count on them for storm situations, as well.

SERVPRO of Chambersburg was presented two awards from the regional office of SERVPRO of Penn Del, southern New Jersey and the Carolinas. It received Rookie of the Year 2011, for topping the charts for six months in 2011, and the Millionaire's Club Award 2011, for exceeding over a million dollars in claims in its first full year in business.

You can find tips, pictures of work completion, upcoming events and important information on Facebook-SERVPRO of Chambersburg. Remember to "like" them while you are there.



Whitetail Golf Resort staff members are very excited to show you all of the changes and upgrades which have affected the resort over the past year. The addition of a new and beautiful 9,400-square-foot Golf Pro Shop has really helped to provide full-service banqueting capabilities for both

small and large groups. Whitetail looks forward to helping you make your golf outing or special event picture perfect.

New this spring, Whitetail has revamped its golf tournament services to include competitive pricing and a special tournament menu which contains a wide variety of activities. Its championship 18-hole golf course is both a must-play and a beautiful landscape, making your tournament a unique experience indeed.

Other offerings include a business meeting space equipped with a conference table, drop-down screen and projector, and a variety of food and beverage options. The facility is perfect for offsite business

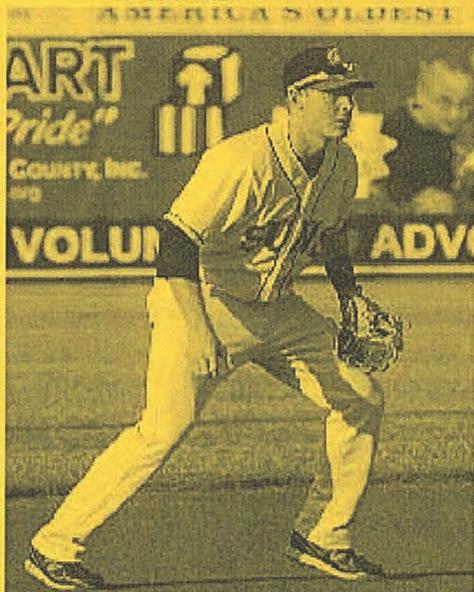
retreats, meetings and conferences.

If you'd like to offer employee incentives, Whitetail has the perfect gifts for a job well done. Call the Pro Shop today to find out more.

Do you have a wedding, reunion or other special event in your future? Whitetail can help make any event special. Leave the details to its friendly and knowledgeable staff. Give Whitetail staff a call today to see how Whitetail Resort can help you make memories for a lifetime.



**HAGERSTOWN
SUNS**



HAGERSTOWN SUNS

PROFESSIONAL BASEBALL | 2012

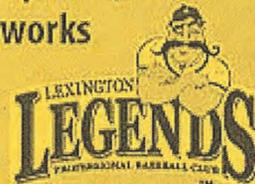
Chambersburg Chamber of Commerce Night

At Municipal Stadium

Friday August 3, 2012 | 6:00 p.m.

Post-Game Fireworks

SUNS vs.



Festivities will start as soon as the gates open at 6:00 p.m. (First Pitch is at 7:05). The picnic menu will include all-you-can-eat hamburgers, hot dogs, grilled chicken sandwiches, corn, potato chips, ice tea, lemonade, and water. Plus, stick around after the game for an exciting fireworks extravaganza!

All of this for only \$12.00 per person, you just need to return this form to the Chamber by July 27, 2012.

TICKET ORDER INFORMATION

NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

DAYTIME PHONE _____

EMAIL _____

PAYMENT INFORMATION

NUMBER OF TICKETS: _____ X \$12 TOTAL _____

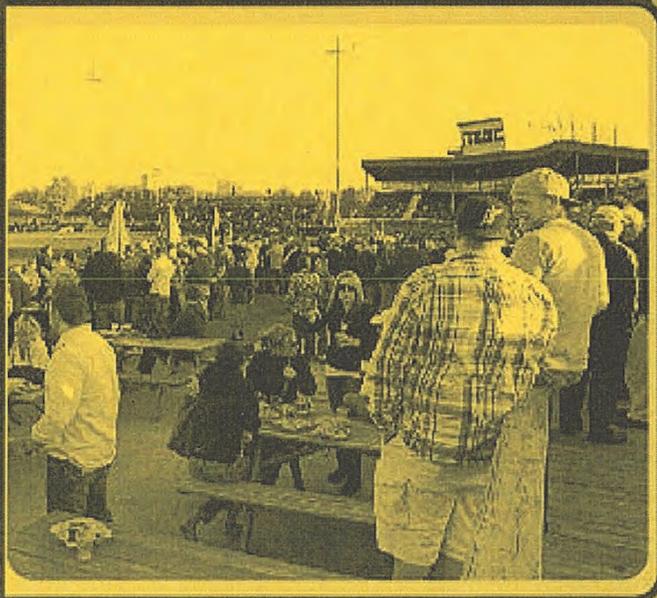
CASH: _____ CHECK: _____

(PLEASE MAKE CHECK PAYABLE TO THE CHAMBERSBURG CHAMBER OF COMMERCE)

CARD #: _____ EXP: _____

PLEASE RETURN TO THE CHAMBER BY:

FRIDAY, JULY 27, 2012



MEMBERS IN THE NEWS

A **Shippensburg University** graduate, Tina Hillen Verrelli '90, was the \$1 million grand prize winner in the 45th Pillsbury Bake Off. She made a pumpkin ravioli with salted caramel whipped cream. A resident of Devon, Pa. Verrelli's recipe was selected from tens of thousands of entries.



HCR ManorCare, a leading provider of short-term post-acute and long-term care,

has a new Administrator and Director of Nursing. Shawna Mellott, Administrator, comes to Chambersburg from ManorCare of Jersey Shore, Pa., where she was the administrator since October 2010. Joyce Williams has worked for ManorCare in various nursing capacities until her recent promotion to Administrative Director of Nursing. Their goal is to provide the highest quality of care to every patient and becoming the community's first choice for nursing and rehab care. Stop by and meet them on Thursday, June 7 from 4:30 to 6:30 p.m. *Pictured from left: Joyce Williams and Shawna Mellott*

Penn National Golf Course Community has launched its new Homestead Cottages, energy-efficient homes that start in the mid-\$200,000s. Sales and construction of the cottage-style, single-family homes begin this summer. All homes include Energy Star appliances. The neighborhood will feature a walking path and a homeowners' association to take care of lawns and snow. The **Penn State/Mont Alto** Film Project's motion picture, "*TWO DAYS BACK*" was awarded Best Picture in the Horror/Sci-Fi category at the **Bare Bones International Film Festival** in April. The festival featured 100 entries in five categories. It screens feature films with budgets of less than \$1 million.

The Franklin County Area Development Corp. recently completed a redesign of its Web site. Check it out at www.fcadc.com and look back frequently for updates.

Lehman Construction Services Inc. was recognized by Star Building Systems as the recipient of Star's Prestigious President's Club Award for 2011. This award recognizes Builders for cumulative sales

volume achievements during their affiliation with Star Building Systems. Star is a leading manufacturer of custom metal buildings with headquarters in Oklahoma.



For the fourth consecutive year, **e-LYNXX Corp.** has been named one of the top 100 procurement firms in the United States and Canada by

editors of *Supply & Demand Chain Executive* magazine. "This honor recognizes the progress that we continue to make in providing innovative procurement technology that results in organizations saving 25% to 50% on procured goods and services," said William Gindlesperger, chairman and chief executive of e-LYNXX Corp.



Kurt Beal has joined **e-LYNXX Corp.** as a client services specialist in the corporation's American Print Management Division. He will assist buyers with e-Lynxx's patented Automated Vendor Selection Technology and related

processes that make it possible for them to reduce their costs for printing and other custom purchases.



Orrstown Financial Services Inc., whose subsidiary is **Orrstown Bank**, announced that Floyd E. Stoner has been elected to the Company's Board of Directors, following approval by Company shareholders at the May 1 annual meeting. Stoner joined the Orrstown Bank's Board of Directors on April 1, and will fill a vacancy created by the retirement of Kenneth R. Shoemaker. Prior to his retirement on Dec. 31, 2011, Stoner served 27 years with the American Bankers Association in senior management positions, most recently as the executive vice president of Congressional relations and public policy.

Daisy Scout Troop 80853 from Greencastle donated 52 boxes of cookies to **Chambersburg Hospital's** maternal child health department, which includes pediatric and maternity care. Kim Holdsworth, troop

co-leader, said, "The girls wanted to give the cookies to sick children." *Pictured: Members of the Daisy Scout Troop*



Matthew C. Clark, assistant VP, has been promoted to technology services officer at **F&M Trust**. His duties include technology support, network administration and management reporting.



Andrew M. Otto has joined **F&M Trust's** Investment & Trust Services Department as Investment & Trust Services Relationship Manager. His office will be located in the Camp Hill office, and he will also meet with clients and prospects at their home or place of business.



The practice of Todd V. Peterson, MD, Family Medicine has been renamed Chambersburg Family Care and has welcomed Helena Choi, M.D. to the practice at **Summit Health Center - Building 2, 757 Norland Ave., Suite 203,**

Chambersburg. Dr. Choi specializes in internal medicine and pediatrics.

Medical students at Drexel University College of Medicine have selected Indranil Chakrabarti, MD, as the recipient of the 2012 Dean's Special Award for Excellence in Clinical Teaching. Dr. Chakrabarti is a psychiatrist with **Summit Behavioral Health** in Chambersburg.



O'Shallie & Kellinger

Wilson College honored faculty members at its annual Academic Awards presentations. Four faculty members received Donald F. Bletz Awards for

Teaching Excellence. Two professors won in the Senior Faculty Member category -- Paula Kellinger, professor of dance, and Ann O'Shallie, associate professor of equestrian studies and equine-facilitated therapeutics. Tina Roles, instructor of veterinary medical technology, won in the Junior Faculty Member category. Adjunct



faculty member Denise Joyal, who teaches ceramics, also was honored. The Assessment Excellence Award was given to Dr. Larry Shillock, associate professor of English and assistant academic dean;

Roles and the Assessment Innovation Award went to Dr. Jill Hummer, assistant professor of political science.



The Pennsylvania State Board of Accountancy recently advised Amy H. Brousse, Patrick R. Mulherin and Angela L. Quigley of **Smith Elliott**



Kearns & Co., LLC that they successfully completed the requirements to be licensed as a Certified Public Accountant.



Brousse provides audit and attestation services to financial institutions, local government and nonprofit clients. Mulherin and Quigley provide accounting, tax, and consulting services to the firm's individual and small business clients, including family businesses.

Mulherin local government and nonprofit clients. Mulherin and Quigley provide accounting, tax, and consulting services to the firm's individual and small business clients, including family businesses.



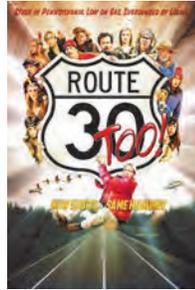
Smith Elliott Kearns & Co., LLC will be represented in 2012 on PKF North America national committees. PKF NA is an association comprised of 99 independent accounting and consulting firms who share resources such as education, client service, best practices, marketing and various ranges of expertise.



John R. Schnitzer, CPA, managing member of the firm, was appointed to the Firm Management Committee. Kara M. Darlington, CPA, associate member, serves on the Employee Benefit Plans Community of Practice.

People in Franklin County who have completed physical therapy following a lower body injury now have the option of continuing with a post-therapy rehabilitation program at **Results Therapy and Fitness**, 1600 Orchard Drive. It offers individualized work-out programs For information on the Return to Play Safely program, call (717) 262- 4650 or visit SummitHealth.org/results.

At **Capitol Theatre** on June 22, "*Herman's Hermits Starring Peter Noone*," will rekindle the famous British '60s pop rock era. Noone became a pop sensation as lead singer of 20 top 40 hits including: "*I'm Henry the VIII I Am*," "*Mrs. Brown*," "*You've Got A Lovely Daughter*," and "*There's A Kind of Hush*."



Director John Putch's follow-up film to "*ROUTE 30*," entitled "*ROUTE 30, TOO!*" will premiere Sept. 8-9 at **Capitol Theatre**, 159 S. Main St. The locally made film centers on the mystical Pond Bank road where ghost and alien activity has been rumored. Filming locations included **The Penn National Inn, The Cottage Pub, Old Jail** and the square in Chambersburg. Fayetteville and

Caledonia State Park are well represented also. Cast members include Wil Love, St. Thomas native Alicia Fusting, "Mr. Ed," **Totem Pole Playhouse** Artistic Director Ray Ficca, and Chambersburg natives Molly Lahr and Andrew Stephen Johnson. The film will be shown at 7:30 p.m. Sept. 8 and 3 p.m. Sept. 9. Tickets can be purchased at the Capitol's box office or Web site, www.thecapitoltheatre.org.

Totem Pole Playhouse's 2012 season begins June 2 with "*Chaps*," until June 17. It will be followed by "*Travels With My Aunt*," June 19-July 1; "*Red, White and Tuna*," July 3-15; "*Moon Over the Brewery*," July 17-29; "*Almost Maine*," July 31-Aug. 12; and "*Cole*," Aug. 14-26. Call 352-2164 for tickets or order online at www.totempoleplayhouse.org.

Occupational Services Inc. will host its Fourth Annual Golf Tournament on Oct. 4 at the **Chambersburg Country Club**. Rain date is Oct. 8. Golfer fees are \$75 per person and \$300 per foursome. Fees include greens fee, cart, breakfast, lunch, snacks, beverages and door prizes. Sponsorship opportunities are available by calling Michelle Lane at 263-9293. The event begins at 8 with a hearty breakfast. Golfers will tee off at 9, with a four-person scramble format. The tournament will followed by a lunch catered by **E.J.'s Grill**.



United Healthcare awarded **Chambersburg Hospital**, an affiliate of Summit Health, with the health plan's 2012 Gold Star II Award. The award recognizes the hospital's successful infection control program. Chambersburg Hospital was one of 20 hospitals in Pennsylvania to receive this award. *Pictured: At the award ceremony, from left: Norm Epstein, president and CEO, Summit Health; Kimberly Rzomp, VP for corporate finance; Laura Mough, director of provider relations, United Healthcare; Erin Frank, hospital and facility advocate, United Healthcare; Ericka Kalp, manager of infection control, Chambersburg Hospital; Kathy Lehman, assistant manager of infection control, Chambersburg Hospital; Nancy Probst, VP of quality/risk management, Chambersburg Hospital; Patty Kauffman, director of managed care, Summit Health; and Dr. Tom Anderson, VP for medical affairs, Summit Health.*

It's All About Community



New store

Wayne Henry, a member of The Salvation Army Advisory Board, cuts the ribbon in celebration of the grand opening of its thrift store at 169 Lincoln Way West on April 16. Behind him are local dignitaries (including Chambersburg Mayor Pete Lagiovane, Nancy Bull of U.S. Rep. Bill Shuster's office, state Sen. Rich Alloway and state Rep. Rob Kauffman), as well as Salvation Army representatives. Store hours are 10 a.m. to 4 p.m. Monday through Saturday; donations are accepted from 10 a.m. to 3 p.m. Tuesday through Saturday. Salvation Army Major Duane Harris also thanked Sheetz Inc. for its support of the organization and the Chambersburg community – and for its help in acquiring the building.



Open house

The Shook Home & the Quarters welcomed visitors to its new administrative offices at 75 S. Second St. on May 10, holding an open house and offering tours, with the conference room and painting of John H. Shook impressing everyone. Jeff Truhan, CEO and nursing home administrator, cut the ribbon, surrounded by staff and well-wishers. The building served as the home of the Greater Chambersburg Chamber of Commerce from 1965 to 2004. For more information about Shook, see www.shookhome.org or call 264-6815.



Library section grand opening

On April 27, Grover's Den officially opened at Grove Family Library on Ragged Edge Road in Chambersburg. In attendance at the ribbon-cutting was state Rep. Rob Kauffman, several of the Grover's Den planning committee volunteers, and staff. Grover's Den is a comfortable area within the library designated for those over the age of 55 to sit down, relax, sip coffee, read large print books, meet new people, and research subjects of special interest on a large-screen monitor. Special programs coming up include Floral Design, 2 p.m. June 6; and 10 a.m. June 13, Jazzercise.



New Jennings site

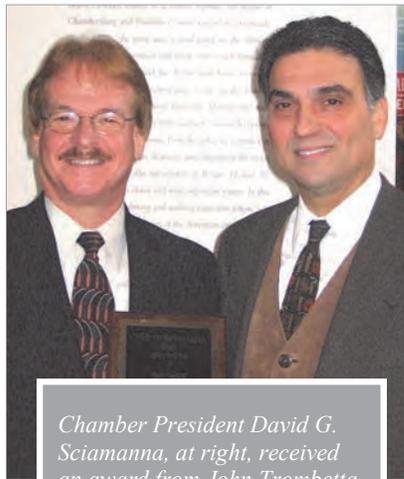
More than 300 people attended the Chamber mixer on May 15 at the new site of the Jennings Chevrolet Buick GMC dealership at 916 Norland Ave. in Chambersburg. The Jennings team used local contractors for the work, with Skip Jennings stressing the importance of buying local. In addition to the cars and service department, the new site has instituted many green practices, including recycling water from the car wash and oil from vehicles. There also is an electric charging station.



Regional mixer fiesta

The Cinco de Mayo regional mixer at Shippensburg University's Conference Center at 500 Newburg Road was a busy place on May 3, with 10 Chambers of Commerce, the university and Cumberland County Economic Development co-hosting and many businesses participating. One of the largest mixers of the year, the event was made possible by these platinum sponsors: the Pennsylvania Chamber of Business and Industry and Pennsylvania Chamber Insurance, as well as other sponsors from throughout the 10-chamber area. Gold Sponsors: Shippensburg University, Conference Center at Shippensburg University, Cumberland County Economic Development, Cumberland County Visitors Bureau, Chartwells, Phantom Shadow Entertainment, WI00/93.9FM; Grand Prize Sponsor: Nemaocolin Woodlands Resort; Silver Sponsors: Members 1st Federal Credit Union, Orrstown Bank; Bronze Sponsors, ICTM (International Corporate Training & Marketing), Lehman Construction Services, Inc. and Yo Adrian. Tote Bag Sponsor: Word Processing Services.

Greater Chambersburg Chamber Foundation



Chamber President David G. Sciamanna, at right, received an award from John Trombetta in 2007 for the Chamber's ongoing support of PFEW.

Students learn about free enterprise

Have you ever wondered how our young people learn about the world of business? Did you know that Pennsylvania does not require even a basic course in economics as a prerequisite to graduation, nor does it test students on their knowledge about economics before they enter the workforce?

It's not surprising that many young people have virtually no knowledge of what it takes to

run a business and, even more importantly, what it takes to create and maintain a "business-friendly" environment in our state.

Thirty-three years ago an innovative program began to teach juniors and seniors in high school about issues that face business people. Pennsylvania Free Enterprise Week now graduates about 1,500 students annually.

John Trombetta, president & CEO of the Foundation for Free Enterprise Education that presents PFEW, said helping students understand "the inner workings of companies large and small is a big part of our mission. We know from our graduates that their week at PFEW frequently completely transforms their attitudes about business and business people in an extremely positive way."

PFEW holds four, one-week individual sessions in July and August. Groups of students are divided into "management teams" who have inherited imaginary "companies." These teams, under the guiding hands of volunteer advisors, operate their firms for a computer-simulated three-year period.

These fledgling corporate executives work with balance sheets, income statements, market share surveys etc. and must react to a variety of external factors. Oil embargos, inflation, union strikes,

are a few of the "unknowns."

Students learn about business and finance, the role and relationship of business and government, taxation, business ethics, labor relations and more.

The Greater Chambersburg Chamber of Commerce supports PFEW, and local companies and civic organizations provide sponsorships for local students.

Every student attends PFEW on a fully tax-deductible \$525 scholarship. Scholarship providers are recognized and thanked in a variety of ways and each student wears the name of their sponsor throughout the week. Each graduate corresponds with his or her sponsor following graduation. PFEW is an approved organization through the PA Educational Improvement Tax Credit (EITC) program through the Department of Community and Economic Development.

To learn more, visit www.pfew.org or contact Trombetta, at (814) 833-9576, Ext. 1, or e-mail him at john@pfew.org.

Local businesses support business training for teens

Contributions from local companies enable students from Franklin County to attend Pennsylvania Free Enterprise Week.

"The extraordinary support given local students by the Chamber and its members has been the reason we have been able to include so many Chambersburg and Franklin County students in our sessions over the past decades. Our entire organization is deeply, deeply grateful," said John J. Trombetta, president of the Foundation for Free Enterprise Education, PFEW's parent organization.

Contributors in 2012 include F&M Trust, Manitowoc, Patriot Federal Credit Union, Strickler Agency Inc. and Wenger & Myers Insurance Inc. Providing funding for scholarships in past years: Chambersburg Exchange Club, F&M Trust, Greater Chambersburg Chamber Foundation, Ludwick Eye Center, Manitowoc, Patriot Federal Credit Union, Penn National Golf Course/Whiterock Real Estate, RHS Engineering, Inc., Smith Elliott Kearns & Company LLC, Strickler Agency Inc., Valley Quarries Inc. and Wenger & Myers Insurance Inc.



Mary Lee Stotler takes a photo of a downtown Chambersburg window display.

Pay attention to your store windows

Downtown business owners received some helpful advice during a window and interior display workshop that was free to downtown partners on May 4.

Mary Lee Stotler, field service coordinator for the Pennsylvania Downtown Center, was invited to Chambersburg by Noel Purdy, president of Chamber affiliate Downtown Chambersburg Inc.

For two hours at the Chamber, Stotler showed photos of windows and interior displays from other

communities that were appealing, and windows that were cluttered and unattractive. She also answered questions and toured downtown Chambersburg to look at the windows here. A case study of what makes a great downtown – focusing on Ann Arbor, Mich., also was presented and discussed.

Store windows should appeal to those walking by, and also to those who drive by, according to Stotler. Windows should be as simple, bright and attractive as possible. She advised business owners to avoid putting too much on signs because people read them in seconds as they drive by.

"Lighting is really important," she said, noting that it can create a mood and draw attention to the store. Color can, too. "Brighter colors draw the eye. Color makes a big difference, but you have to be careful with color. You can have too much going on, and it can be distracting." Stotler suggests finding a unified theme and sticking

(Continued on page 28)

21 graduate from third youth leadership class

The third class of Leadership Franklin County Youth graduated in May with tools that will help them emerge as leaders in their personal lives, schools and communities.

High school sophomores from throughout Franklin County participated in the program at no charge. It is offered by the Greater Chambersburg Chamber Foundation, a Chamber of Commerce affiliate, through donations from organizations and individuals.

Since last September, students have met once a month from 9 a.m. to 1 p.m. They participated in tours and other learning opportunities in the community. The curriculum included teambuilding exercises, sessions on leadership, communication, ethics and personal accountability, community awareness, time management, diversity and goal setting.

Students also completed a service project sponsored by Franklin

County Drug and Alcohol Program and Healthy Communities Partnership based on a grant from the Pennsylvania Liquor Control Board in which they designed billboards and posters encouraging their peers to be "Above the Influence of Alcohol."

The 21 graduates from the Class of 2012:

Austin Bock, Samantha Bolton, Caitlyn Bowling, Teeana Clark, Zachary Collins, Pablo Delis, Bethany Gamble, Jillian Hamman, Ian Hann, Elizabeth Hornbaker, Jaron King, Nathaniel Lapole, Clayton Leab, Megan Louder, Terry Ott, Grayson Pettit, Tyler Reasner, Lance Russell, Emily Shank, Kearie Ann Sites and Devynn Wiesniewski.

Program sponsors for the 2011-12 LFC Youth include: Patriot Federal Credit Union, Target Distribution Center, Manito Centers for Innovative Learning, Orrstown Bank, Drs. Elizabeth and Robert George, Mercersburg Academy, Manitowoc Crane, The Rotary Club of Mercersburg, Serafini Community Fund, Chambersburg Area School District Foundation, and G. Alan Sternbergh.

Anderson is Leadership's Alumni of the Year

Pam Anderson was named Leadership Franklin County's Alumni of the Year during the annual program's graduation services on May 10. Anderson is the owner of Anderson Construction and an active volunteer for the Greater Chambersburg Chamber of Commerce and the Chamber Foundation, as well as other community organizations.

The Alumni of the Year award honors graduates who have distinguished themselves in their professional and volunteer careers. Anderson was the Chamber's Volunteer of the Year in 2009. She served as a member of the Chamber's board of directors from 2001-09 and as its chair from 2006-07. She also served as campaign chairperson of the United Way of Franklin County in 2011. She is campaign co-chair of the Cumberland Valley Animal Shelter's rebuilding project and is involved in the capitol campaign for Women In Need's relocation project and is a member of The Rotary Club of Chambersburg.

"She is available for any one of the hard jobs that require detail," said Noel Purdy, executive director of the Chamber Foundation. Jenna Kaczmarek, who presented the award, said, "Whether Pam is connecting people in her community, or inviting them to participate in the next great cause, she is the real deal."

When accepting her alumni award, Anderson said she began helping local organizations after she went through the Leadership Franklin County program. "I was not always involved in the community. ... When I enrolled in Leadership Chambersburg (now

Leadership Franklin County) in 1995, I did it because I thought it would be good for business. But it turned out that it was better for me as a person and then ultimately the community," Anderson said.

Anderson praised employers who see the benefit of giving back and told graduates that when someone asks them for their help, it's because that person sees something in them personally that makes them believe they are the right person for the job.

"So don't pass up the opportunity to make a difference," she said.

The event at the Wood Center at Capitol Theatre featured the graduation of 20 participants in the Leadership program.

"Watching this year's class members make their final presentations and honoring Pam Anderson as Alumni of the Year really reinforces what Leadership Franklin County is about – service leadership," Purdy said. "With Pam's recognition, we saw how Leadership Franklin County can positively impact an individual and a community. I am looking forward to seeing the impact that this year's graduates are going to make in the years to come."

This year's LFC graduating class: Chris Ardinger, Danielle Barto, Robert Bush, Bill Coy, Debra Crawford, Kevin Cunha, Aineel David, Kathryn Dixon, Heather Ebersole, Myranda Goetz, Nicole Grant, Justin Holoviak, Karen Johnston, Gloria Keefer, Angela Monn, Patrick Parson, Cathy Puhl, Kelly Rife, Clint Rock and Raymond Setaro. The LFC program is recruiting students for the 2012-13 year. Tuition is \$1,200 and the application deadline is June 30. The LFC brochure and application can be found at www.FranklinCountyWorks.com. Click on Leadership Franklin County to access them.

STORE WINDOWS

(Continued from page 27)

with it.

Cluttered windows and cluttered stores leave a perception that the items are cheap, according to Stotler. "Buyers are instantly overwhelmed by all of the choices." In addition, "don't have dirty windows – that immediately sends a message."

Little things make a difference in perception. If there are flyers all over the front door or windows, ask yourself, "Do you want to go in there?"

In addition to rotating the merchandise in the store, it's important to change what's in the windows. Doing so will make the store look like it has new things. It's OK to experiment with window displays to see what gets the better response, particularly if the window

designs are changed frequently.

Ideally, a downtown will follow the 10-10-10 rule and have at least 10 specialty retail stores, 10 places to eat and 10 places that are open at night. The last one is usually the most challenging, Stotler said, even though most sales are made between 4 and 7 p.m. Sunday afternoons are the busiest day of the week for shopping, but many businesses close on Sundays, she said.

Members of DCI's Design Committee attended the workshop as a training session. "Our goal with this workshop was to give advice to business owners on how to improve their windows and interior displays, and to train volunteers to be able to help other businesses that may want it in the future," Purdy said.



Greater Chambersburg
CHAMBER
of Commerce
100 Lincoln Way East
Suite A
Chambersburg, PA 17201

PRSR TD STD
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Permit #7
Chambersburg, PA

Advisory Council seeks business partners to help prepare students

What skills do you want your entry-level workforce or postsecondary students to possess when they complete high school? Your suggestions are what high school teachers of science, engineering, technology, and math (STEM) need to know.

An opportunity to share your knowledge of vital skills and actual college and career scenarios applying those skills is waiting for you in the LIU STEM Advisory Council. The council will gather school district, industry, business and higher education partners to identify the gaps in STEM education; shift teacher professional development to include real-world STEM scenarios; and plan a STEM Solutions Fair to give high school students the opportunity to explore real-world STEM problem solving; interact with STEM business, industry and higher education representatives; and learn of Franklin County job and educational opportunities at the STEM Solutions Fair.

If you welcome the opportunity to inspire and better prepare high school students for college and career expectations with your fellow business, industry, higher education, and K-12 education leaders, contact Carrie Soliday, professional development specialist at the Lincoln Intermediate Unit, at casoliday@iu12.org or 717-624-6433.

The two most important learning objectives of the LIU STEM Fair are to increase teacher knowledge of project-based STEM curriculum and to increase students' access to project-based STEM learning that mirrors college and career ready expectations. The LIU will partner with Wilson College, Harrisburg Area Community College, Shippensburg University, local STEM businesses, and local school districts to make the STEM Solutions Fair on May 1, 2013, a community effort.

If participating in an advisory council

does not feel like a good fit for your organization, there are other ways to get involved. Consider loaning equipment for teachers and students to experience college and career STEM during their professional development or at the STEM Solutions Fair; serve as a mentor for a day at the professional development training or STEM Solutions Fair; adopt-a-teacher to cover the school district's substitute teacher cost when teachers attend professional development of the STEM Solutions Fair; provide a "bus pass" to cover district expenses of transporting students and teachers to the STEM Solutions Fair; 5) Donate supplies or funds to purchase materials needed for the STEM Solutions Fair; showcase your STEM business, industry, or college courses at the STEM Solutions Fair; ask about our STEM Design Challenge for 9-12 year olds in June; share this information with another business, industry, or higher education leaders who this may fit better.

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