

# Chamber CHATTER



**MECHANICSBURG**  
CHAMBER OF COMMERCE  
*The Strength of One. The Power of Many.™*

**6.30.22**

6 West Strawberry Avenue, Mechanicsburg, PA 17055 (717) 796-0811 [www.mechanicsburgchamber.org](http://www.mechanicsburgchamber.org)

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## CHAMBER EVENTS

*Watch for Weekly Updates!!*

### July

**12 - Business Women's Networking Luncheon,**  
SEEKING HOST! 11am - 1pm. FREE to Members.

**26 - AM Strategies... for Business Success -**  
**Cumulus Media & Harrisburg Senators** will be our  
guest speakers. - at Buhrig's Gathering Place, 25 E Main  
Street, Mechanicsburg. 8:30am - 10:00am. Sponsored by  
UPMC

**28 - Business Leaders Discussion Group at Holiday**  
**Inn Express**, 5011 Louise Drive, Mechanicsburg. 7:45 -  
9:00am. Members only event.

### August

**9 - Business Women's Networking Luncheon at Orrstown**  
**Bank**, Harrisburg, PA. 11:30am - 1:00pm. FREE for  
members; \$10 for non-members.

**16 - After-Hours Mixer at Mechanicsburg Museum**  
**Association**, 2 W Strawberry Avenue, Mechanicsburg, PA  
17055. 5:00 - 7:00pm. FREE. All are welcome.

RSVP to [info@mechanicsburgchamber.org](mailto:info@mechanicsburgchamber.org)

For a full calendar of chamber and member events,  
visit [www.mechanicsburgchamber.org/events](http://www.mechanicsburgchamber.org/events)



The Mechanicsburg Chamber of Commerce  
office will be closed on Monday, July 4.

**Thank You For Renewing Your Membership!**

LaPerla LLC  
Mother Hubbard's Custom Cabinetry  
Weedman Lawn Care

# AM Strategies... for Business Success

Tuesday, July 26  
8:30am - 10:00am

Looking to do some advertising for your business or service, making some changes or maybe looking to appeal to a new or expanded customer base.

Join us in July for  
**The Eyes and Ears of Advertising”....combining Broadcast,  
Event/On-Site and Digital Advertising for an  
Effective Campaign.**

hear from key professionals and local experts:

***Karen Richards, VP of Sales Cumulus Media, Harrisburg***



**CUMULUS**  
M E D I A



In the Radio business since 1979 starting out on-air, news broadcasting, copywriting and eventually advertising sales.



***Todd Matthews, Senior Corporate Sales Executive,  
Harrisburg Senators***

In advertising sales for 40 years started in radio sales in 1982, spent 27 years in that sector, then made a switch to corporate sponsor sales in 2009.

## Event Location:



Buhrig's Gathering Place -  
25 E Main Street, Mechanicsburg  
Parking Available (any Buhrig lot)  
off Strawberry Avenue  
Complimentary lunch fare included.

Free Event for Chamber Members. Non-Member \$10.00  
RSVP to [info@mechanicsburgchamber.org](mailto:info@mechanicsburgchamber.org)  
or call 717-796-0811

Mechanicsburg Chamber of Commerce presents:

# Business Leaders Discussion Group



**Thursday, July 28**  
**7:45 - 9:00 am**

**Hosted by: Holiday Inn Express & Suites**  
**5011 Louise Drive**  
**Mechanicsburg, PA 17055**

Perfect for:  
-business owners  
-decision-makers  
-management staff

**Bring your questions and business topics and hear what others have to say!**

## MECHANICSBURG MUSEUM

**April 2 - September 17:** "Yesterday.....the 60's"

From dancing the Twist to landing on the moon, remember what we were doing in Mechanicsburg in the 1960's.

**July 9:** GI Joe & Barbie Day - Theme Day (at the Freight Station)

**August 6:** Star Trek Day - Theme Day (at the Freight Station)

Mechanicsburg Museum Association  
2 W. Strawberry Avenue  
Mechanicsburg  
717-697-6088

Hours: Wed. - Sat. Noon - 3pm  
For more details on events, visit

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



# SHEILA FRANK

**JULY**  
7/8 - 7/31

Pop Up - taking place at  
50 W Main St  
Mechanicsburg, PA 17055

Store Hours  
M-F By Appointment  
Saturday & Sunday 11AM-8PM  
(Walk-ins Welcome)



10 S Hanover St, Carlisle, PA

717-960-1000

**Book Now-July 31st for all 2022  
Corporate Meetings**

***Meeting Planners will receive the  
following incentives -  
5000 Choice Privileges Points  
and 20% off Room Rental***

***June & July Meetings will receive an  
additional 10,000 Choice Privileges  
Points for upcoming needs***

**Valid Monday-Friday**

***Breakfast, Lunch,  
Break Packages available***

**Flexible Meeting Space for  
up to 100 ppl**

***Promotion is available  
for all New Inquiries Only***





## YOUNG PROFESSIONALS

# Jul 27th & August 31st

Coffee & Connections

**7:30 AM – 9:00 AM**

Idea Coffee Walden, 121 Walden Way, Mechanicsburg, PA 17050

Drink your morning coffee and make connections all in one place!

Check [www.wsyp.org/events](http://www.wsyp.org/events) for all 2022 events.

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Gettysburg Master Class with Alan Berg CSP is happening on Wednesday,  
**July 27, 2022 - 09:30AM to 5:00PM**



Entertainment

*All-Female*  
DJ COMPANY

at Gettysburg Fire Department Social Hall with tickets starting at  
\$199.00 Master Class: The 4 Steps To More Sales!

No matter what your business does, or sells,  
there are 4 steps to getting more sales:

- 1) Gain their attention
- 2) Get the inquiry
- 3) Have a conversation
- 4) Make the sale

For some, the process is condensed and happens quickly. For others, it takes more time. Where can you improve in your processes and stop losing sales and profits? Is it communicating digitally (email, text, messaging, with Millennials), getting ghosted on messages or closing the sale?

Here are a few things you'll gain by attending this Master Class:

- \*Get your website to convert more leads
- \*Following up – how, when and how often
- \*How to reply to inquiries so you don't get ghosted
- \*Handling common sales objections
- \*Asking for the sale / it's up to you to ask!

**INFORMATION**



FOR THE LIFE OF YOUR BUSINESS

## July 14: Ask an Expert - Retail Strategies that Address Supply Chain, Automated Technology, Social Commerce and More

Supply-chain, digital disruption, evolving customer expectations, retaining employees, modern marketing and inflation are just a few of the many challenges that retail owners are facing in today's times.

In celebration of National Independent retail month, we have dedicated a full hour to answering any question you might have about running a retail business.

Join us for a live Q&A led by retail expert Ritchie Sayner, who will address your important questions using his decades of industry knowledge.

**Chamber Chatter** is published on-line every Thursday.

We encourage member businesses to send us information on sales, promotions, news and events. It is a great way to promote your business or organization.

*Chamber Chatter* advertisements will remain for up to 4 weeks, or as space permits.

If you have something to share, please submit it by Wednesday at noon to [info@mechanicsburgchamber.org](mailto:info@mechanicsburgchamber.org).

**\*\*Chamber Chatter advertising is a FREE member benefit.\*\***

## KIRK M. WISE - SOLO, DUO AND BAND - UPCOMING DATES

### June/July

Fri. 7/1 – Brookmere Wine, New Oxford...  
Kirk & Maura 6-9

Sat. 7/2 – Capt. Bob's Steamed Crabs,  
Railroad...Kirk solo 5-8

Sun. 7/3 – Camp Mountain Creek,  
Gardners... Band 7-10

Mon 7/4 – Paulus Mt. Airy Orchards,  
Dillsburg...Kirk solo 12-3

Fri. 7/8 – Hemauer Brewing, Mechanics-  
burg...Kirk solo 6:30-9

Sat 7/9 – Reid's Cider House, Gettysburg...  
Kirk & Ali Duo 6-9

Sun. 7/10 – Adams County Winery,  
Ortanna...Kirk solo 1-4

Fri. 7/15 – Hook & Flask, Carlisle...  
Kirk & Ali Duo+ 7-10

Sat. 7/16\* – Paulus Mt. Airy Orchards  
Blueberry Festival, Dillsburg ...  
Band 9:30-12:30

For bookings, contact Kirk at  
717-979- 0341, or  
e-mail [wisemotors@aol.com](mailto:wisemotors@aol.com)

### **The Jazz Me Entertainment tour is sponsored by:**

FARNHAM INSURANCE,  
MEMBERS 1st F. C. U.,  
CLASSIC DRY CLEANERS, STUDIO D  
LANDON WISE PHOTOGRAPHY

For complete up-to-date  
schedule, information,  
and addl information go to  
[www.jazzmeentertainment.com](http://www.jazzmeentertainment.com)



Friends of Simpson Library Present:  
***A Night at the Theatre***



Enjoy a night at the Little Theatre of Mechanicsburg  
watching the comical murder mystery,  
Murder on West Moon Street with other library supporters!

**Wednesday, July 13, 2022 at 8:00 pm**  
Doors open at 7:00 pm and seating begins at 7:30 pm

Performance at Little Theatre of Mechanicsburg  
915 S. York St., Mechanicsburg

Tickets are \$18, and the proceeds benefit the Friends of Simpson Library.  
Advance purchase required at Simpson Public Library.



**Cumberland County Recovery Grants**

Cumberland County businesses, non-profits, and municipalities may now apply for Cumberland County Recovery Grants. The funding is available in the form of three grant categories: Mental and Physical Health, Infrastructure, and Business/Non-Profit/Municipality COVID-19 Recovery.

**The grant application window will close on July 1, 2022 at 4:30 PM.**

According to their press release, "a 30% match is required for all grants except for mental and physical health services, which require no match. Applicants can request a needs-based waiver for a portion or all the required match. Waivers will be considered based upon financial need and other criteria."

For more information and to apply, visit <https://www.ccpa.net/5022/Cumberland-County-Recovery-Grants>.



## Four ways small business owners can combat inflation

Inflation is hitting small business owners at an all-time high. It affects the ability of small businesses to provide their products and services to their customers. It also affects the power of these same customers to purchase them.

Combating Inflation is a daunting task for any small business owner. However, each must take steps to do so and ensure their small business continues to operate effectively.

To reduce the effects of Inflation, small business owners will have to think outside the box to develop ways to increase their revenue and decrease overall costs.

**Click here** to see four ways small business owners can combat Inflation



*Meadowbrooke  
Gourds*

**Saturday, July 16, 2022  
3pm-8pm**

### **Meadowbrooke Gourds - Summer Celebration 2022**

Come out and enjoy as Meadowbrooke Gourds celebrates their customers with a day of activities, sales, local craft, food and drink vendors and free music on our lawn. You won't want to miss:

Annual Oops Sale  
Artisan Craft Show  
Live Music  
Food Trucks

Please note: Not all of the vendors that will be attending accept credit card so please bring some cash or visit the ATM inside the retail store.

Also note: Pets are not permitted on grounds for events and they ask that you leave them at home. Thank you for understanding!





## *4th of July Safety*

The 4th of July means patriotism, cookouts and fireworks. You can handle patriotism with the best of them, but a few precautions will help keep you safe around the grill and fireworks.

The 4th of July means patriotism, cookouts and fireworks. You can handle patriotism with the best of them, but a few precautions will help keep you safe around the grill and fireworks.

Family cookouts are fun but they can also be dangerous. Thousands of people are treated for grill related injuries every year. Remember these safety precautions:

- Keep children and pets away. Establish a 3-foot “Kid Free Zone” around your grill.
- Use your grill outdoors only. Keep it away from your home, deck furniture and overhanging branches that might catch fire.
- Remove grease or fat from the grill tray so it does not flame up.
- Never leave the grill unattended.
- Grilling and drinking alcohol don’t mix.

The 4th of July also means fireworks. But sparklers and other fireworks can cause serious injuries. Here are 5 tips for fireworks safety:

- Sparklers cause most fireworks injuries. They burn at high temperatures and can cause severe burns. Do not let small children handle sparklers and dispose of burned out sparklers in a bucket of water.
- Stay away from ground based “sparkler” devices. If one does not go off as expected, douse the device with water before approaching.
- Distance is important at public fireworks displays. Do not get too close to the launch site in case something goes wrong.
- Do not pick up fireworks debris at these displays.
- Just like drinking and driving, fireworks and alcohol do not mix.

While we never plan for injuries, for your convenience, all Patient First neighborhood medical centers are open every day including holidays from 8 a.m. to 10 p.m.



# HIRING

## Sales & Catering Manager

### Qualifications:

To perform this job successfully, the candidate must be able to perform each essential duty above at the highest levels. The requirements listed below are representative of the knowledge, skill, and/or ability required.

- Sales Experience with a minimum of 2 years leadership experience preferably in hotel operations, catering, and special events.
- Must have excellent written and verbal communication skills and the ability to multi-task and prioritize in a deadline-oriented environment.
- Strong commitment to delivering a high level of customer and client service with demonstrated initiative, leadership, and management skills.
- Customer service oriented with the ability to interact with all levels of management
- Must be able to work in a team environment.
- Proficiency in Microsoft Word, Excel, and PowerPoint.
- Must be flexible to work extended hours due to business requirements including nights, weekends, and some holidays.

### Essential Duties & Responsibilities Include, but may not be limited to:

- Assist with increasing market share through effective networking, researching, and business development activities to target, solicit and win new business.
- Convert group and meeting inquiries to sales via fast response time, exceptional sales skills, and diligent client service.
- Demonstrate strong account management fundamentals, including effective entry of all activities in the sales system, tracing next steps, pipeline management and setting future meetings.
- Prepare compelling group proposals, sales materials and contracts that result in sales wins.
- Submit a weekly report to the Director of Sales documenting sales activities, converted business and pipeline progression.
- Provide consultation/advice to clients on all aspects of hotel's facilities and services when proposing and contracting groups and events.
- Complete Banquet Event Orders (BEOs) and resumes for clients and operations departments to communicate specific needs, contracted/agreed-upon details and pricing for the meeting, event, or program.
- Provide detailed information on meeting-specific needs throughout the entire booking process from negotiation through departure.
- Plan, upsell and detail the meeting/function with the client including space requirements, times, equipment, menus, themes/decorations, etc... Complete the contracts, prepare the appropriate paperwork, coordinate with the appropriate areas in the hotel, resolve any issues, complaints, and problems to ensure quality product delivery and customer satisfaction.
- Assist with the planning, organizing and execution of all functions.
- Coordinating with clients, facilities, and culinary staff to ensure an excellent event experience.
- Complete other duties as assigned by the Director of Sales.

Salary: \$45,000/year

Please call Director of Sales at 717-960-1000 x1122 for a confidential chat  
Email Resume to [aconstant@centrehotel.com](mailto:aconstant@centrehotel.com)