

Chamber CHATTER



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

7.21.22

6 West Strawberry Avenue, Mechanicsburg, PA 17055 (717) 796-0811 www.mechanicsburgchamber.org

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SAVE - THE - DATE

Mechanicsburg Halloween Parade

Tuesday, October 11th

7:00pm

Streets of Treats

Saturday, October 15th

10:00am - 2:00pm

Interested in Sponsorship - email
info@mechanicsburgchamber.org

CHAMBER EVENTS

Watch for Weekly Updates!!

July

26 - AM Strategies... for Business Success - Cumulus Media & Harrisburg Senators will share their expertise on "The Eyes and Ears of Advertising". Held 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, PA, 17055 7:45 - 9:00am. Members only event.

August

9 - Business Women's Networking Luncheon hosted by **Orrstown Bank**, 4750 Lindle Road, Harrisburg, PA, 17011. 11:30am - 1:00pm. FREE for members; \$10 for non-members.

16 - After-Hours Mixer hosted by **Mechanicsburg Museum Association** - at the **Freight Station**, 3 W Allen Street, Mechanicsburg, PA 17055. 5:00 - 7:00pm. FREE - All are welcome.

RSVP to info@mechanicsburgchamber.org

For a full calendar of chamber and member events,
visit www.mechanicsburgchamber.org/events

Thank You For Renewing Your Membership!

i9 Sports
Cumberland Stained Glass
Cooks Janitorial Services

Farinelli Construction
George Weaver & Sons Moving & Storage
Kinetic Business by Windstream
SECCO

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 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

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



Randy Whitaker, 15th year as General Manager of the Harrisburg Senators.

Duties include team leadership, general personnel management, marketing and sponsorship sales, traffic direction and on-field dancing. Prior to the Senators spent 20-years with Central PA's ABC television affiliate abc27 in various positions of sales, sales management, marketing and research.



***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
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!

Welcome New Chamber Members

Benecard PBF, 5040 Ritter Road, Mechanicsburg, PA 17055; John Koeppel; 717-480-8336; benecardpbf.com; Health Care

Colorful Encounters, 765 Eppley Road, Apartment C, Mechanicsburg, PA 17055; Betsie McClimans; 717-585-0686; colorfulencounters.com; Art School

Cracker Barrel Old Country Store, 395 Cumberland Parkway, Mechanicsburg, PA 17055; Brad Farley, Brenda Caldwell; 717-766-5113; crackerbarrel.com; Restaurants / Retail

Find Calm Here LLC, 159 Easterly Drive, Mechanicsburg, PA 17050; Deb Schell; 717-644-8712; www.findcalmhere.com; Consultant: Business

Fusion Financial Group of Thrivent, 219 East Main Street, Suite 203, Mechanicsburg, PA 17055; Ron VanSteenacher; 717-254-6433; connect.thrivent.com/fusion-financial-group; Financial Services

Hampden Beauty Supply, 11 North Railroad Avenue, Mechanicsburg, PA 17055; Jae Alexander; 717-736-6421; www.hampdenbeauty.com; Beauty Supplies / Retail

Keystone Bin Cleaners, 3226 Haley Way, Mechanicsburg, PA 17055; Joseph Lowe; 717-884-2329; keystonebincleaners.com; Cleaning & Restoration

Mechanicsburg NYE Wrench Drop, 18 South Market Street, Mechanicsburg, PA 17055; Rick Murray; 717-802-4431; wrenchdrop.org; Non-Profit Organization

Nauss, Anna May & Brad, 10 West Schoolside Drive, Mechanicsburg, PA 17055; 717-512-9628; Residential

New Chamber Members contd....

Premier Martial Arts, 100 Legacy Park Drive, Suite 106, Unit A3, Mechanicsburg, PA 17055; Kourtney Joyce; 717-448-1405; <https://premiermartialarts.com/Mechanicsburg>; Martial Arts

Relax & Ride Carlisle, P O Box 1140, Carlisle, PA 17013; Gary Grant; 717-706-2578; www.relaxandridecarlisle.com; Transportation / Travel/Tourism

Spirit Sound & Light LLC, 92 Konhaus Road, Mechanicsburg, PA 17050; Ryan Bell; 717-462-7225; www.spiritsoundandlight.com; Disc Jockey & Entertainment Services / Building/Construction

Business Women's Networking Luncheon

Tuesday, August 9
11:30 am - 1:00 pm

ORRSTOWN BANK

JOIN US.....

for a light lunch, business networking and to hear from members of the Orrstown Bank team as they share some history of this 100+ year old community bank and the services they continue to provide today

Orrstown Bank is headquartered in Shippensburg, Pennsylvania and has 26 banking offices and 8 loan production centers conveniently located throughout 11 counties in Pennsylvania and Maryland.

Event location:

***4750 Lindle Road
Harrisburg, PA 17111***

This event is free to Mechanicsburg
Chamber of Commerce members and only \$10 for non-members.

RSVP is easy, simply email
info@mechanicsburgchamber.org
or call 717-796-0811

18TH ANNUAL MECHANICSBURG CHAMBER OF COMMERCE GOLF OUTING

FRIDAY, SEPTEMBER 16, 2022



Rich Valley Golf
227 Rich Valley Road
Mechanicsburg, PA 17050

12:00 PM Registration/Lunch & 1:00 PM Tee Time

More info to follow...



WALTERS & GALLOWAY, PLLC
ATTORNEYS AT LAW



WELCOMES TWO ATTORNEYS

MEGAN D. STRAIT

Megan focuses her practice in business and employment law, estate planning, estate administration, and civil litigation. Prior to attending law school, Megan worked for her own family's business for many years.

H. ROBERT FISCHER, III

Bob practices transactional law, which includes assisting people with all aspects of their estate planning, guiding clients through the sale or acquisition of real property, and providing business-minded legal solutions.



[Read More](#)



Eat, Pray, Shop for Abeer Allen

Please join us in raising money for Abeer who is battling a rare form of Liposarcoma and Thyroid Cancer. All proceeds will help Abeer with her medical bills.

Saturday, July 23rd * 9 am- 2 pm
First United Methodist Church
135 W. Simpson St. Mechanicsburg

Vendors!

Gift Basket Raffles!

Food Trucks!

Bake Sale!



MECHANICSBURG WRENCH DROP

July 30, 22
Memorial Park



CORNHOLE TOURNAMENT

REGISTRATION DAY OF EVENT:
STARTS AT 10 AM
\$40 TEAM



COOK OFF

REGISTRATION:
CHILICOOKOFF.COM

PUBLIC SAMPLING 11-3



BAGS FLY 11 AM



"BEST PIE IN MECHANICSBURG"

REGISTRATION: FREE
2 PIE MINIMUM FOR SAMPLING



Contact for Pie, vendor or Food Truck registration
wrenchdrop@gmail.com

Food Trucks & Vendors on site 10-4



SPECIAL GUESTS:



KIRK M. WISE -

SOLO, DUO AND

BAND - UPCOMING DATES

July/August

Fri. 7/22 – The Gettysburger Company
Restaurant & Bar...Kirk & Shawna duo
9-midnight

Sat. 7/23 – Capt. Bob's Steamed Crabs,
Railroad...Kirk & Patrick 6-8

Fri. 7/29 – Capt. Bob's Steamed Crabs, Rail-
road...Kirk solo 6-8

Sat. 7/30 – Liquid Noise Brewery,
Marysville...Kirk & Ali Duo 7-10

Fri. 8/5 – Hemauer Brewing, Mechanics-
burg...Kirk solo 6:30-9

Sat. 8/6 – Flinchbaugh Orchards & Farm
Market, Hellam..Kirk solo 11 – 2

For bookings, contact Kirk at
717-979- 0341, or
e-mail 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



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 for all 2022 events.

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



Owner of a Small Business... Have you heard of...

Sharing the news about PA Business and the launch of CommonGoods

March of 2022 - **the PA Business One-Stop Shop** had launched **CommonGoods** - an online e-commerce directory that connects PA small businesses with PA consumers who want to shop locally while shopping online. The directory features retail businesses with storefronts or other operations in PA that also offer online shopping. Joining CommonGoods is free, and over 100 small businesses have already taken advantage of this great opportunity to tap into the “buy local” movement in PA. As a an owner of a small business, here’s another resource providing an opportunity to reach targeted consumers both locally and throughout the entire state of PA.

MORE INFORMATION

Spirit Dolls

Sunday July 24 2022

1:00 - 3:30 PM

\$45 Per Person

At The Bewitching Moon

245 East Main Street, Mechanicsburg, PA 17055

A Spirit Doll is an intuitively created handmade doll that embodies its own unique qualities. The process of making a Spirit Doll allows you to communicate with the deepest parts of yourself, which can be profoundly healing and transformative.

All materials will be provided.

For more information contact
Betsie McClimans at Colorful Encounters
www.colorfulencounters.com
info@colorfulencounters.com
717-585-0686

COLORFUL ENCOUNTERS

Discover Your Creative Potential





Free Food & Drink (while supplies last)

DJ - South Mountain Entertainment

Meet Fire, Police & EMS

Inflatables

Hosted By: **ZIMMERMAN'S
AUTOMOTIVE
TIRE PROS**
SERVICE | SALES | QUICK LUBE

Location
Sponsor: **AD**
ALLEN DISTRIBUTION
PROMISES DELIVERED

Gold
Sponsors: **KONHAUS**
PRINT & MARKETING

South Mountain
ENTERTAINMENT

Join us for this free family fun evening!

16th Annual Run for Reading Saturday, August 6



Walk, jog, or run for reading at the 16th annual Run for Reading 5K Run/Walk and 1-Mile Fun Run/Walk! This is a great family event, and the proceeds benefit children's programs and services at Simpson Public Library.

REGISTER to RUN



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www.belco.org

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FINANCIAL ADVISORS

GET
LEASING

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MEMBERS 1st
FEDERAL CREDIT UNION

UPMC

M&T Bank



The Driving Force(s) Behind Natural Gas Prices

Natural gas prices continue to experience volatility in 2022, with summer shaping up to be no exception to that trend. The U.S. Energy Information Administration (EIA) expects the Henry Hub price to average \$8.69/MMBtu in Q3 of 2022, which is up from an average of \$8.13/MMBtu in May. Natural gas prices are rising in large part due to three factors: natural gas inventories, LNG exports, and high demand. Let us take a closer look at the contributing factors:

[Read More...](#)



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



NOW HIRING

Loysville Youth Development Center

Please join us at Loysville Youth Development Center for our hiring event on July 27th (1:00pm – 5:00pm) and see the positive impact public service has on our residents!
There will be on the spot interviews and conditional job offers, so please bring two forms of ID!



Available Positions:

- Youth Development Aide
- Youth Development Aide Trainee

Ask a Question
statejobs@pa.gov

Apply Today!
employment.pa.gov

Loysville Youth Development Center
10 Opportunity Drive
Loysville, PA 17047



NOW HIRING

Custodial Worker 1

Do you enjoy performing various tasks to provide a clean, sanitary, and attractive environment? Are you looking for a stable career with excellent benefits? If so, the Department of Human Services at South Mountain Restoration Center has an opportunity for you as a Custodial Worker 1 in Franklin County!



Ask a Question
statejobs@pa.gov

Learn More
employment.pa.gov

View Openings



NOW HIRING

Therapeutic Activities Worker

Are you looking for a dynamic opportunity to impact the lives of many individuals?
Apply today and start your career with the South Mountain Restoration Center!!



Ask a Question
statejobs@pa.gov

Learn More
employment.pa.gov

View Openings



Commonwealth employment is the
KEYSTONE to your FUTURE!

Commonwealth employment is the
KEYSTONE to your FUTURE!



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