

# Chamber CHATTER



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

7.7.22

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

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**News, Events & more!..**

## SAVE - THE - DATE Registration Information Coming Soon!!

**18th Annual Golf Outing**  
**Friday, September 16th**  
**@ Rich Valley Golf**

Interested in sponsorship - email  
[info@mechanicsburgchamber.org](mailto:info@mechanicsburgchamber.org)

## CHAMBER EVENTS

*Watch for Weekly Updates!!*

### July

**12 - Business Women's Networking Luncheon,**  
Virtual Edition, 11:30am - 12:30pm. FREE to Members.

**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, Mechanics-  
burg. 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)

**Thank You For Renewing Your Membership!**

**Northwestern Mutual**

# 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](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**

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

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

**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)



## BLOOD DRIVE

Wednesday, July 20, 2022 | 9:00 AM to 3:00 PM



Trout CPA will host a Blood Drive on Wednesday, July 20th at our Lancaster Office located at 1705 Oregon Pike, Lancaster, PA 17601. All blood donations are used to treat patients at the Lancaster General Hospital, the Women and Babies hospital and the Barshinger Cancer Center.

[Sign Up Now](#)



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.





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

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

Sun. 7/10 – Adams County Winery,  
Orrtanna...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

Thur. 7/21 – Highway Manor Brewing,  
Camp Hill... Kirk solo 6-9

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

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)



## 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.

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**



## 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!



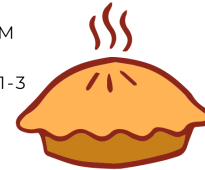
# MECHANICSBURG WRENCH DROP

July 30, 22  
Memorial Park

Chili  
COOK  
OFF

REGISTRATION:  
CHILICOOKOFF.COM

PUBLIC SAMPLING 11-3



"BEST PIE IN MECHANICSBURG"

REGISTRATION: FREE  
2 PIE MINIMUM FOR SAMPLING



**Food Trucks & Vendors on site 10-4**



**SPECIAL GUESTS:**



## 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](http://www.colorfulencounters.com)  
[info@colorfulencounters.com](mailto:info@colorfulencounters.com)  
717-585-0686

## COLORFUL ENCOUNTERS

*Discover Your Creative Potential*





## 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!





## 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...](#)



### 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](mailto:statejobs@pa.gov)

Learn More  
[employment.pa.gov](http://employment.pa.gov)

View Openings



Commonwealth employment is the  
KEYSTONE to your FUTURE!



### 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](mailto:statejobs@pa.gov)

Learn More  
[employment.pa.gov](http://employment.pa.gov)

View Openings



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](mailto:aconstant@centrehotel.com)