



In This Issue:

Book Fair at Simpson Library3

Local businesses are expanding11-13

How the 85% rule can help you succeed at work.....14-15

News, Events & more!

Seeking HOSTS for 2024 EVENTS

- Business Women's Networking Luncheon
 - After Hours Mixer
- Business Leaders Discussion Group

BE A HOST and showcase your business,
service and more...

CHAMBER EVENTS

Watch for Weekly Updates!!

February

29 - Business Leaders Discussion Group -
Location - Mechanicsburg Chamber of Commerce
office, 6 W Strawberry Ave, Mechanicsburg. 7:45 -
9:00am. Members only event.

March

12 - Business Women's Networking Luncheon -
Sponsored by **Sadler Health Center, 5210 E Trindle Rd,**
Mechanicsburg. 11:30am - 1:00pm. FREE member event.

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!

A-1 Party Rent-All
Big Brothers Big Sisters
Borough of Mechanicsburg
Downtown Mechanicsburg Partnership
Freysinger Buick GMC Mazda Hyundai
Giant Food Stores

Malpezzi Funeral Home
Mechanicsburg Learning Center
Chris Moulton
The Mechanicsburg Club
Phyllis Weber
Zimmerman Plumbing & Heating

Mechanicsburg Chamber of Commerce presents:

Business Leaders Discussion Group

Perfect
for:

-business owners
-decision-makers
-management staff

**Thursday, February 29
7:45 - 9:00 am**

**Mechanicsburg Chamber of Commerce office
6 W Strawberry Ave, Mechanicsburg**

RSVP to info@mechanicsburgchamber.org
or call 717-796-0811.

This members-only event is **free** to attend!

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



**Tuesday, March 12
11:30am - 1:00pm**

Business Women's Networking Luncheon

**Sadler Health Center
5210 E Trindle Road
Mechanicsburg**

Join us as we learn of all the great services that Sadler Health Center offers at their newest facility to serve the Mechanicsburg and West Shore area. Get a tour of the new health center that offers primary care, dental care, behavioral health care, lab services, a pharmacy and vision care all under one roof.

Reservations required.

RSVP to info@mechanicsburgchamber.org

Behold His Presence Presents...

BOOK FAIR 2024

FEBRUARY 24, 2024



Join us at Simpson Library on February 24, 2024, from 1:30pm-3:30pm. This book fair is designed to engage readers of all ages, making it a must-visit event. Vendor spaces available. Please contact Linda Donnelly (717) 609-2623 for more information.

Joseph T. Simpson Library
16 North Walnut Street
Mechanicsburg, PA. 17055

A poster for a "JOB AND Government Services FAIR". The word "JOB" is in large white letters, "AND Government Services" is in smaller white letters, and "FAIR" is in large yellow letters. To the right is a portrait of Representative Sheryl DeLozier. Below the title, it says "Representative Sheryl M. DeLozier Invites You to Participate in a Job and Government Services Fair". The date "Thursday, MARCH 14" is in large yellow letters, followed by "10 a.m. to 3 p.m." in white. The location "Mechanicsburg First Church of God Community Center" and address "201 East Green St., Mechanicsburg, PA 17055" are listed. A text box on the right says: "I will be hosting a job and government services fair for constituents of the 88th Legislative District which will, in addition to business and employers, include various state agencies and legislative information booths. If you would like to participate as a vendor and set up a table at this event, please fill out our vendor form at RepDeLozier.com/Events. There is no cost to participate." At the bottom right, an orange box says: "Please call my office at 717-761-4665 for questions and more information."

Representative Sheryl DeLozier will be hosting a job fair and government services fair for constituents of the 88th Legislative District which will, in addition to businesses and employers, include various state agencies and legislative information booths. If you would like to participate as a vendor and set up a table at this event, [please fill out our vendor form here](#).

[If you would like to attend the fair, please click here.](#)

There is no cost to participate as a vendor or attendee. Please call my office at 717-761-4665 for more information.



Constituents of the 88th District are invited to Representative Sheryl Delozier's document shredding event on Thursday, March 21. A previous email incorrectly stated the event was being held on a Saturday.

Safely dispose of up to four boxes/bags at this free event. This service is for individuals only; no businesses, please. Paper clips and binder clips must be removed prior to the event.

RSVPing for this event helps give the shredding company and her staff a headcount, please let her know you're coming by calling 717-761-4665 or visit RepDelozier.com/Events. Shredding will be taken on a first-come, first-served basis at the event.

Seeking HOSTS for 2024 EVENTS

- Business Women's Networking Luncheon
 - After Hours Mixer
- Business Leaders Discussion Group

BE A HOST and showcase your business, service and more...

For more information - on HOSTING AN EVENT
contact the Chamber office at 717-796-0811 or email - info@mechanicsburgchamber.org.

UPMC Kicks-Off “Talk to Us Tuesdays” Recruitment Events



UPMC in Central Pa. hiring teams are inviting community members to any UPMC hospital campus in the region every Tuesday between Jan. 30 and March 26 to learn more about UPMC careers. The “Talk to Us Tuesdays” sessions are offered from 8 a.m. to noon.

Talk to Us Tuesdays is a casual opportunity for clinical and licensed health care professionals to explore rewarding careers at UPMC and learn about UPMC’s Total Rewards package, which is designed to support employees’ total well-being — physically, financially, emotionally and professionally.

No appointment is needed to attend. UPMC is specifically aiming to connect with experienced professionals and current college students studying in the following areas:

- CT, MRI or diagnostic technologist
- Medical laboratory scientist or technician
- Nursing (RNs and LPNs)
- Pharmacy tech
- Respiratory therapist
- Sonographer or echocardiography sonographer
- Surgical technologist

Those interested in speaking with the UPMC hiring team should visit the hospital's main entrance and follow recruitment signage or ask to be directed to the cafeteria.*

Talk to Us Tuesdays Locations

- UPMC Carlisle, 361 Alexander Spring Road, Carlisle
- UPMC Community Osteopathic, 4300 Londonderry Road, Harrisburg
- UPMC Hanover, 300 Highland Ave., Hanover
- UPMC Harrisburg, Brady Medical Building, 205 S. Front St., Harrisburg

* Those attending at the UPMC Harrisburg campus should go to the Brady Building and ask to be directed to the Human Resources Department.

- UPMC Lititz, 1500 Highlands Drive, Lititz
- UPMC Memorial, 1701 Innovation Drive, York
- UPMC West Shore, 1995 Technology Parkway, Mechanicsburg

For more information, contact Emma Hohl at hohlee@upmc.edu, or visit careers.upmc.com to explore all of UPMC's opportunities.

JAZZ ME BAND

KIRK WISE UPCOMING
SOLO, DUO & BAND
PUBLIC DATES

Fri. 2/23 – Reid's Wine & Cider House,
Gettysburg...Kirk Duo 7-10

Sat. 2/24* – Safe Harbour Event,
Carlisle...Full Band 6-10

Tue. 2/27 – Greystone Brew House@
Range End , Dillsburg...Kirk solo/duo 6-9

Fri. 3/1 – Spring Gate Estate, Harrisburg...
Kirk Duo 6-8

Sat. 3/2 – Rotunda Brewing Keg & Eggs,
Annville ...Kirk solo 10-2

Tue. 3/5 – Greystone Brew House@
Range End , Dillsburg...Kirk solo/duo 6-9

Fri. 3/8 – Totem Pole Wine Farm Ranch,
Carlisle...Kirk solo 6:30-8:30

Sat. 3/9 – Hemauer Brewing,
Mechanicsburg...Kirk solo 6:30-9

Tue. 3/12 – Greystone Brew House@
Range End , Dillsburg...Kirk solo/duo 6-9

For complete up-to-date
schedule, information,
and photos go to
www.jazzmeband.com

Bookings: call Kirk at 717-979-0341 or
E-mail wisemotors@aol.com

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



GFWC (General Federation of Women's Clubs) Mechanicsburg

We are inviting local restaurants and businesses to participate in our second annual **"Flavors of Mechanicsburg"**. This event is a benefit for the "Veterans' Grove" that will house homeless veterans in Central PA with 100% of the proceeds going to them. We will be cohosts with the American Legion Post 109 at 224 West Main St, Mechanicsburg, where our event is being held.

This event is also a celebration of the incredible restaurants now open in Mechanicsburg! It's an opportunity for people to explore our local treasures and for you to exhibit your culinary talents. To participate you are asked to bring 250-300 samples of whatever food you would like to feature. And, of course, please bring along marketing materials such as menus, coupons for patrons to return to your location and any other table top brochures/items you would like to display. There will also be a raffle for door prizes and a silent auction, participation is optional.

Date: Sunday, April 7, 2024 12:30pm - 2:30pm

Setup: 11:30pm -12:30pm

Take down: 2:30pm - 3:00pm

If your business would like to participate, please contact Pam Fleck as soon as possible (717-254-6136 or pamfleck13@yahoo.com).

Please consider joining us for this delicious way to support those who served to protect us!



**Big Brothers
Big Sisters®**

OF THE CAPITAL
REGION



BOWL FOR KIDS' SAKE

REGISTER TODAY. IMPACT TOMORROW.

1) Choose a Date.

Saturday, March 23

1:00pm & 3:30pm. ABC West, Mechanicsburg.

Sunday, March 24

2:00pm. ABC West, Mechanicsburg.

Sunday, April 7

2:00pm. 222 Dutch Lanes, Ephrata.

Thursday, April 18

6:00pm. Palmyra Bowling, Palmyra.

Thursday, April 25

6:00pm. Midway Bowl, Carlisle.

2) Register Today.

CAPBIGS.ORG/EVENTS

3) Build your team.

Invite friends, family & coworkers.

4) Raise funds.

Support a Little, a Big & a family.

5) Party!

Bowling. Pizza. Drinks. Raffle prizes.
Inspire children to dream BIG!

CAPBIGS.ORG/EVENTS

(717) 236-0199 • events@capbig.org



IGNITE POTENTIAL!



**Food
Sponsor**



**Event
Sponsor**



The Tide®  Your Soles ~ Their Souls
Shoe Drive Fundraiser

3RD ANNUAL SHOE DRIVE



Scan the QR code to
find drop off locations.



thetide.org/shoes

CONTACT US!

717-264-7288

events@thetide.org

Donate your new or gently
used shoes through March 6th.

GET INVOLVED!

- BECOME A COMMUNITY DROPOFF LOCATION
- PROMOTE SHOE DRIVE AND COLLECT SHOES
- DONATE YOUR NEW/GENTLY USED SHOES

Mechanicsburg Lions Club

4th Annual “We Serve” Golf Tournament



July 12, 2024 @



Calling all men and women who enjoy golf, good food, and fellowship. It's never too early to be thinking about warm weather and golf. This is a save the date announcement to let you know that our 4th annual “We Serve” Golf Tournament will be held on Friday, July 12, 2024. Mayapple Golf Club in Carlisle will be hosting our tournament. We will have an 8am shot gun start with lunch to follow at Fiddler's Bar & Grill at the golf course. So, mark your calendars now and plan to join us for a fun filled day of golf and dining with your friends. Registration forms and more details will be made available in early April.

F&M Trust donates \$2,000 to Safe Harbour as sponsor of annual fundraising challenge

F&M Trust recently donated \$2,000 to Safe Harbour, a not-for-profit organization that provides a continuum of housing services for those experiencing homelessness in Cumberland County.

The donation was part of a fundraising challenge sponsored by F&M Trust in which the bank made an initial \$1,000 contribution to Safe Harbour's annual campaign and agreed to donate an additional \$2,000 when 25 individuals or companies made contributions of \$1,000 or more.

"F&M Trust is committed to supporting the efforts of organizations like Safe Harbour, which provides for our community members in the midst of their toughest times," said Tim Henry, President and CEO of F&M Trust. "It is encouraging to see that so many donors met our challenge, and we gladly make the additional contribution."

F&M Trust is a strong supporter of Safe Harbour, sponsoring the annual campaign and events such as the Shomaker Classic Golf Tournament, Harbour Master Reception, and Night Without a Tux Gala.

Safe Harbour's shelter and supportive services ensure that residents gain the skills and abilities needed to maintain permanent housing and become contributing members of the community.



Safe Harbour President and CEO Scott K. Shewell recently accepted a donation of \$2,000 from F&M Trust President and CEO Tim Henry, F&M Trust Wealth Advisor Adam Hollinger, and F&M Trust Regional Wealth Manager Erin Sunday.

Doceo Expands and Acquires in Baltimore, Maryland

Doceo, a leader in business technology services throughout the MidAtlantic Region, is excited to announce that it has successfully completed the acquisition of Document Essentials. Document Essentials, a technology reseller and service company, founded in 1992 by Brian McMearty, has developed an impressive reputation over its 32-year history.

While providing office technologies to over 1,000 commercial and nonprofit customers, Document Essentials has gained a commendable reputation for reliable, responsive service. Their unwavering commitment to customer satisfaction and stellar track record for growth have made them an integral part of the local business community.

The entire Document Essentials team will remain with the company under Doceo's care and guidance. Document Essentials will continue to operate from its present location at 2605 Lord Baltimore Drive, Baltimore Maryland.

Doceo CEO John Lewis shared his enthusiasm for this latest expansion into the Baltimore market, stating, "We are delighted to welcome Document Essentials into the Doceo family. Their long-standing reputation for impeccable service is a perfect fit for Doceo's service first culture. This acquisition further strengthens our presence in the greater Baltimore Market. It's a market filled with opportunity given the recent ownership changes at Advance Business Systems and Centric."

This Document Essentials acquisition is Doceo's fourth purchase south of the Mason Dixon line. Doceo previously acquired technology resellers in Chantilly, VA (2020), Bel Air, MD (2022), and Frederick, MD (2022).

Doceo currently operates in 5 states, and the District of Columbia, with a network of 13 sales and service locations. To explore the comprehensive solutions Doceo offers, please visit www.mydoceo.com.



ORRSTOWN BANK

Orrstown Financial Services, Inc. and Codorus Valley Bancorp, Inc. Announce a Merger of Equals to Create a Premier Pennsylvania and Maryland Community Banking Franchise

Orrstown Financial Services, Inc. ("Orrstown") (NASDAQ: ORRF), the parent company of Orrstown Bank, and Codorus Valley Bancorp, Inc. ("Codorus Valley") (NASDAQ: CVLY), the parent company of PeoplesBank, A Codorus Valley Company ("PeoplesBank"), announced they have entered into a definitive agreement pursuant to which Codorus Valley will merge with and into Orrstown in an all-stock transaction valued at approximately \$207.0 million, or \$21.31 per share of Codorus Valley common stock, based on the \$24.35 closing price of Orrstown common stock on December 11, 2023.

Transaction Highlights :

- Merger of Equals transaction creating a premier Pennsylvania and Maryland community bank with approximately \$5.2 billion in assets and a market capitalization of approximately \$460 million
- The combined company will have 51 branches serving attractive markets throughout a contiguous footprint in Central and Eastern Pennsylvania and the Greater Baltimore, Maryland area
- Closely aligned corporate cultures and operating philosophies with a continued focus on, and presence in, our combined communities
- Deep commitment to the community banking business model
- Administrative headquarters located in Harrisburg, PA
- Operations center located in York, PA
- Charitable foundations will continue to maintain positive impact on the communities served by each bank for over 100 years
- Strong pro forma profitability and enhanced trading liquidity create significant value for shareholders
- Closing expected to occur in the third quarter of 2024

Thomas R. Quinn, Jr., Orrstown's President and Chief Executive Officer, commented "Orrstown and Codorus Valley share a similar culture, vision and deep commitment to our communities. The partnership of our companies will significantly increase our size and scale, which we believe will not only drive profitability and shareholder value but also benefit our clients, employees and communities through broader product offerings, higher lending limits, an improved customer experience, and increased career opportunities."

Craig L. Kauffman, President and Chief Executive Officer of Codorus Valley, commented "This union marks a significant milestone in our commitment to providing enhanced financial services to our valued clients. Together, we are poised to create a stronger, more resilient institution that will harness the synergies of our combined expertise and resources."

The combined company will trade on the Nasdaq Global Select Market under the Orrstown ticker symbol "ORRF". The combined company will operate under the "Orrstown Financial Services, Inc." name, and the combined bank will operate under the "Orrstown Bank" name.

The administrative headquarters of the combined company will be located in Harrisburg, PA while the operations center will be located in York, PA.

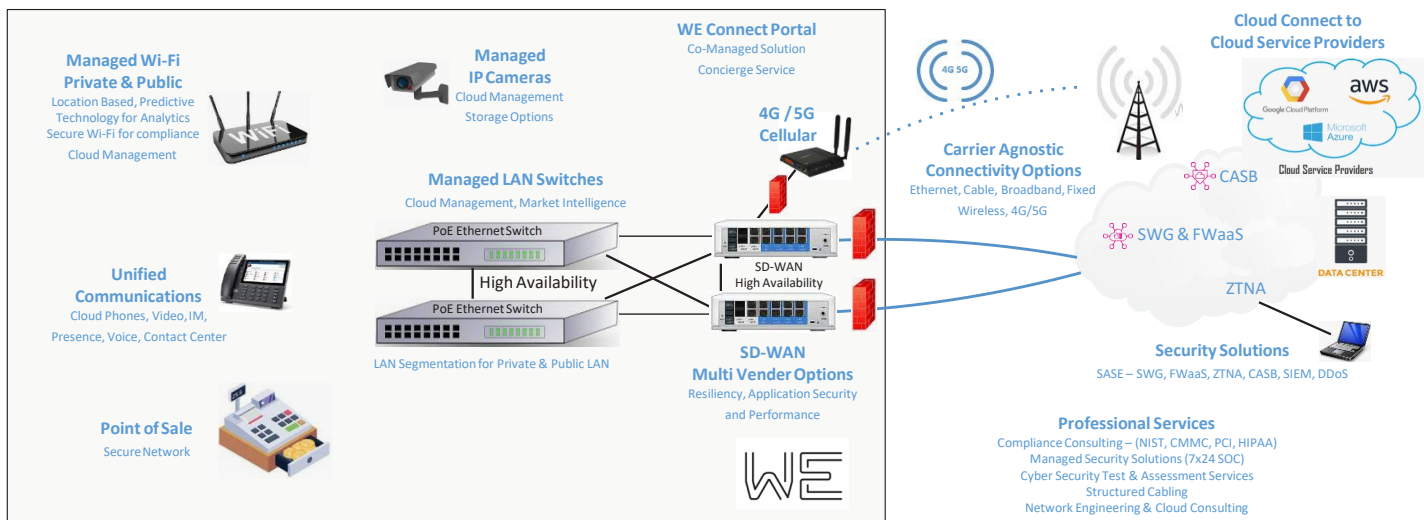
The combined company will serve an attractive, contiguous footprint throughout Central and Eastern Pennsylvania and the Greater Baltimore, Maryland region and will remain committed to serving the communities that each bank has served for over a century.

WINDSTREAM ENTERPRISE



Retail as a Service

Infrastructure as a Service
Customer Administrative Management



Steve Troutman – Senior Solutions Consultant – O: 610-502-6085 – C: 717-497-2002 – F: 610-928-8005 – E: steve@greenstarcloud.io

Contact Steve Troutman for more information

O: 610-502-6085

C: 717-497-2002

Toll Free 1-844-424-7827 Opt. 2

E: steve@greenstar-us.com

W: <https://greenstarcloud.io>

W: <https://greenstar-us.com>

W: <https://gstarmarketing.com>

How the 85% rule can help you succeed at work

It's about working smarter, not harder.

By **Stephanie Vozza** - Fast Company

Running legend and nine-time Olympic gold medalist Carl Lewis was known as a slow starter. He would begin his run at the back of the pack, yet he'd often end up finishing first. While it sounds counterintuitive, Lewis's method was simple and sound, says Suneel Gupta, author of *Everyday Dharma: 8 Essential Practices for Finding Success and Joy in Everything You Do*.

"Start each sprint with a relaxed posture and maintain that stance the entire time," Gupta says. "While other runners would often tense up their faces, scrunch their jaws, and tighten their fists, sapping their energy, Lewis stayed calm and comfortable. Later, he'd swish by them, one by one."

In the sprinting world, Lewis's style became known as **the 85% rule**. The idea is that instead of applying maximum effort, allow yourself to remain loose. This approach frees up awareness, frees up presence, and frees up power—all the qualities we often associate with success. And the 85% rule can help in life, too.

"Many of us have been conditioned to believe that nothing good comes without maximum pressure," says Gupta. "In order to get great results, you need to put the most pressure into a situation as possible. But that mindset has been debunked and not just in sports."

A **study from City University in London** looked at the careers of more than 50,000 employees across industries and found that extra effort measured by hours and intensity did not benefit the career or income for employees and leaders. In fact, there were times where the overtime work and the extra intensity reduced the quality of the output, because it led to more burnout than it did success, says Gupta. Instead, limiting the duration and intensity of work improved output results.

Applying the 85% rule

Working smarter instead of harder makes sense, but how do you do it? The first step is what Gupta calls "effort calibration." When you go into any situation, such as a meeting, presentation, or simply doing a block of work at your desk, ask yourself how much effort and pressure are actually needed to be effective.

"The answer might not be maximum effort," he says. "You might find that it's much less than that. Then calibrate to it. For example, if you're walking into a presentation or a meeting with your team, you may decide to be effective, it's not 100% you need; it's actually 70%."

Expel extra energy

Another step for applying the 85% rule is finding ways to reduce the pressure. Gupta says one effective technique is getting some form of movement or exercise before the event. "Embarrassing as it is, there are a lot of times where you'll see me off to the side before a meeting doing jumping jacks," he admits. "It burns off a little bit of the intensity."

If jumping jacks aren't an option, Gupta suggests putting your hand over your heart and take a few deep breaths. "That can also be a really effective way of dialing it down a little bit," he says.

Walking into the moment with the right calibration of intensity not only benefits you; it helps your colleagues. “How annoying is it when somebody walks into a moment with extra intensity that is not needed in that situation?” he asks Gupta. “It only not only burns out that person; it has a burnout effect on the people around them, as well.”

Fill up your energy tank

In addition to burning off energy, Gupta suggests practicing rhythmic renewal. “Instead of waiting for vacations or long weekends to get periods of rest, high performers take frequent focused breaks every single day,” he says. “The average high performer takes around eight breaks every single day.”

Gupta recommends what the “555 model,” which is working for 55 minutes and taking five minutes of rest. “The break can be anything from sipping a cup of coffee to listening to music or meditating,” he says. “Anything, so long as it’s deliberately non-productive. Each of those five minutes will make the other 55 minutes far more productive, far more creative, far more reflective. You’ll have more energy for yourself and the people around you.”

Rhythmic renewal tends to loosen you up, which also has benefits says Gupta. “Oftentimes, the reason that we feel burned out at the end of the day is because we’ve accumulated all the intensity throughout our day,” he says. “If we can create these little moments of rest throughout the day, you start to shake off some of that extra intensity, and you can bring a much calmer state of focus to each moment throughout the day.”

Calibrate and recalibrate

The 85% rule is easily testable and scalable, says Gupta. After a presentation, meeting, or work session, take 60 seconds to reflect.

“Ask yourself, how much intensity did I bring to that moment? Was that level intensity appropriate? Or do I want to recalibrate in my next moment?” asks Gupta. “If we take 60 seconds or less of reflection after key moments, we will naturally start to recalibrate to the right level of intensity.

“The beauty of it is that it can be a constant experiment in your life. Every day is an opportunity to test something new. When we do that, we start to save our energy.”

About the author

Stephanie Voza is a freelance writer who covers productivity, careers, and leadership. She’s written for Fast Company since 2014, and her byline has appeared in several other leading publications and websites.

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.

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