

eci Insider

A PRODUCTION OF ECIGROUP

JUNE 17, 2022



Experience. Commitment. Integrity.



Save the date!

More details to come...

eciGroup
SUMMER PICNIC

Sunday, July 24, 2022

Greystone Pavilion
303 Golf Club Ave
Dillsburg, PA

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With the recent decline in the stock market, we have had several employees express concerns about their accounts in the eciGroup Fringe Benefit Plan {401(k) and Davis Bacon accounts}.

Mark Bioty oversees our account and recently sat down with Bill to review our plan and discuss where we are heading. Please see the following pages where he consolidated his thoughts for all of our employees.

As always, Mark is also available to talk to all eci employees.

Edward Jones

> edwardjones.com | Member SIPC

Putting market declines in perspective

Investment Strategy Team



When stock prices begin falling dramatically, it can appear that your only option is to sell to limit losses. But we disagree – if you're a long-term investor, the difference between success and failure may be determined by your actions during a stock market decline.

Long-term investors will likely experience numerous market declines through the years. Consider the following table:

S&P 500 stock index declines

	Dip (5% or more)	Moderate correction (10% or more)	Severe correction (15% or more)	Bear market (20% or more)
Number of occurrences	319	99	45	26
Mean number of occurrences per year	3.4	1.1	0.5	0.3
Mean number of days	35	100	186	289
Mean decline (%)	10.8	19.5	28.2	35.6

Source: Ned Davis Research, V3/1928 - V18/2022.

Past performance is not a guarantee of future results. The S&P 500 Stock Index is unmanaged and is not meant to depict an actual investment. Copyright © 2022 Ned Davis Research, Inc. All rights reserved. Further distribution prohibited without prior permission.

Market declines can test the nerves of even the most patient investors. If you own a diversified mix of quality investments, resist the temptation to sell or make changes based on short-term events.

The next time the market has a hiccup, take a deep breath and remember this advice:

- Market declines are normal, frequent and not a reason to sell quality investments.
- Market declines begin and end without warning.
- Market declines provide an opportunity to buy quality investments at lower prices.*
- Market declines return investments to their rightful owners – those who understand why they own what they own.

*Investing in stocks involves risk. You may receive more or less than your original investment when you sell your shares.

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FINANCIAL FOCUS

How can you cope with market volatility?

06/15/2022

These are unsettling times for investors. Even before the geopolitical crisis involving Russia and Ukraine, the financial markets were facing headwinds due to higher inflation, the anticipation of rising interest rates and the continuing effects of the pandemic. As an individual investor, should you take some type of action?

It's helpful to put today's headlines in perspective. While the Federal Reserve is raising interest rates, they are doing so from a point where these rates were at or near historic lows. Also, higher interest rates can be great for savers, who can earn more on their savings. As for inflation, this will ease as supply constraints are resolved and demand is met. And the pandemic's effects, both on our health and on our daily lives, may be fading, though, of course, we all should be cautious when it comes to making predictions about COVID-19.

The Ukraine situation is one more unpredictable event – and one thing that financial

markets dislike is *uncertainty*. Russia is one of the world's largest oil producers, so a conflict that could affect oil prices can have a ripple effect on many market sectors. Until the state of affairs in Ukraine calms down, market volatility may continue.

Even in this context of uncertainty, though, investors shouldn't lose sight of other factors that can affect the investment climate. The U.S. economy has been growing at a fast clip, and corporate earnings – usually a key driver of stock prices – have also been strong.

In any case, instead of reacting to external events – negative or positive – you'll help yourself by pursuing an investment strategy based on your goals and risk tolerance. Sticking to that strategy will be easier if you follow these steps:

- *Take a break from checking your statements.* When the market goes through a rough patch, you may find yourself constantly check on how your portfolio is doing. But this can cause stress and lead you to make unwise decisions. If you don't need this money right now, take a break from looking at your investment statements.

- *Give yourself time to make investment moves.* See if you can wait a certain amount of time – a day, a night or a weekend – before making a significant investment move. This delay can give you time for strong emotions to cool and help you consider whether your decision is in your best interest.

- *Take steps to protect your long term investments.* If you don't really need the money right away, you shouldn't have to worry excessively over the short-term movements of the financial markets. To avoid tapping into your long-term investments, try to build an emergency fund containing several months' worth of living expenses, with the money kept in a low-risk, easily accessible account.

- *Get some help.* When you're facing the ups and downs in the markets, you can benefit from some assistance. A financial advisor can discuss your concerns and illustrate some scenarios that can result if you make certain moves – thereby helping you make better informed decisions.

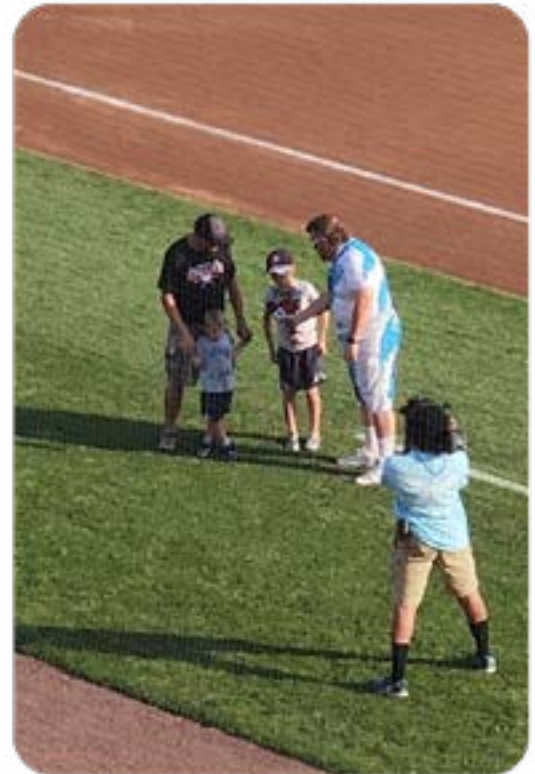
We're living in challenging days. But instead of agonizing over things you can't control, concentrate on those that you can – such as making investment choices appropriate for your needs and capable of helping you meet your goals.

This article was written by Edward Jones for use by your local Edward Jones Financial Advisor.

Edward Jones. Member SIPC.

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HARRISBURG SENATORS GAME



Fulton Bank graciously gave eciGroup tickets to watch the Harrisburg Senators play the Richmond Flying Squirrels on June 16th. At the beginning of the game, Heidi Sauble's sons were asked to start the game off by announcing, "Play ball!"

In attendance at the game was, Bill Eichelberger, Teresa Eichelberger, Ken Horting, Jesse Hauger, Ralph Brown, Greg Bible, and Heidi Sauble.

The evening ended with the Senators winning the game, 2 - 1.

eciConstruction



Ken Horting
Superintendent

"Great job in pushing the project forward Ken. Also, I've never seen anyone communicate project status from the field as well as you do. You should be the standard that every superintendent strives to emulate. It's a pleasure working with you, Dave and the entire ECI team. Thanks."

- **Ned Pelger** (Pelger Engineering and Construction, Inc.)



Springettsbury Township
Progress Video, May 2022

Watch here: <https://www.youtube.com/watch?v=CWGW5IkrseA>

Midstate Mechanical & Electrical is the electrical contractor for the Springettsbury Township project. The project consists of emptying the existing township building and expanding upon it. Once the building is complete, the former police station will be demolished to expand their parking lot. Midstate Mechanical & Electrical is installing electrical service, a generator, fire alarm system, interior electrical, security/access control systems, and parking lot lighting.

The Superintendent of the project is Will Powers and the Project Manager is Jerry Huber.

eciConstruction

SEARCH DENTAL

Search Dental is a brand new 7,375 square foot family dentistry facility located along the Carlisle Pike in Mechanicsburg, Pennsylvania.

The architecture of the building follows a contemporary style with stone and brick veneer, EIFS, and fiber cement siding for exterior finishes. The interior includes a spacious waiting/reception area, offices, operatory rooms, a sterilization area with finishes consisting of vinyl plank flooring, laminated wood wall panels, stained wood wallboards, wood accent trims, wall covers, and painted gypsum.



eci Wireless

MACLAY STREET ANTENNA AND RADIO UPGRADE

Rod Smith was the Superintendent for this antenna and radio upgrade through Samsung for Verizon. Rod's crew switched out antennas and radios, upgrading the aged gear and adding 5G capabilities, and also upgraded the rooftop mounts to accommodate the new load. In these pictures, crane operator Jesse Hauger was on site with eciGroup's crane removing construction debris from the roof in the final stage of the operation. This type of upgrade project typically runs 6-7 days.

The crew onsite:

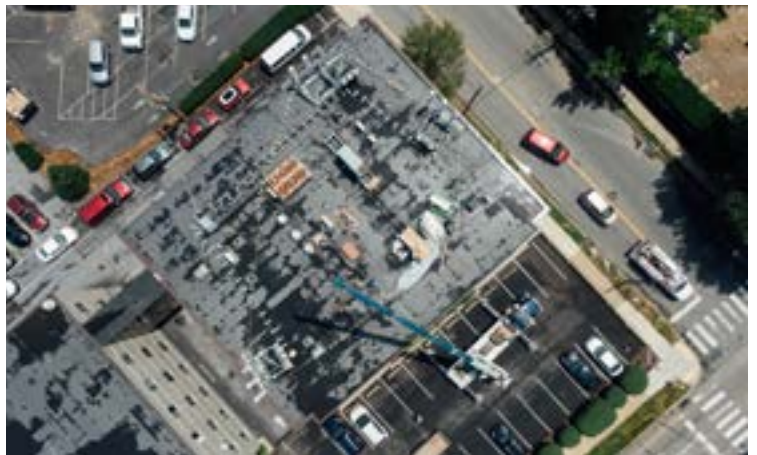
Rod Smith

Travis Watson

Ben Durborow

Marshall Kline

Ed Horn





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“

Obstacles are those frightful things you see when you take your eyes off your goals.

”

SUGGESTIONS

Remember, eciGroup is always looking for ways to improve! You can head out to our website and submit your comments or suggestions in the form at:

<http://www.ecigroup.us/Contact>



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