


Adams County

BUSINESS

May 2018



CINTAS
Outfitting Adams
County Businesses


Gettysburg Adams
Chamber of Commerce



**Working with
Local Media**

BUSINESS BRIEFS

ADVOCACY UPDATE

EVENTS CALENDAR

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- HR Policy creation, assistance and implementation
- Job description review and creation
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Adams County Business is published and produced by



Chartered in 1919, the Gettysburg Adams Chamber of Commerce is Adams County's oldest and largest business organization. The chamber supports and strengthens its members and the Adams County area by promoting diverse economic opportunities through advocacy, building relationships, providing timely information and developing leaders for the future. Nearly 530 local businesses and organizations have made an investment in Adams County through membership.

1382 Biglerville Road, Gettysburg, PA 17325 | 717.334.8151
info@gettysburg-chamber.org | gettysburg-chamber.org

BUSINESS BRIEFS

The **bolded** businesses in Business Briefs are Chamber members. Submit news to news@gettysburg-chamber.org by the second Tuesday of each month for inclusion in the following month's publication.



Adams Economic Alliance recently hired Edward Price to do portfolio management and financial analysis on a part-time basis. Price brings more than 40 years of knowledge and experience, most recently retiring from ACNB Bank. The alliance administers loan programs for small businesses, offered by the Pennsylvania Department of Community and Economic Development.



Adams Economic Alliance announces new board leadership for the Adams County Economic Development Corporation. Michael Cogliano of **WellSpan Gettysburg Hospital** will serve as chair, while **Gettysburg College**'s Peter North will serve as vice chair.



S. Eugene "Gene" Herritt, of Shippensburg, has been elected Pennsylvania's delegate on the National Rural Electric Cooperative Association (NRECA) board. Herritt, a member of **Adams Electric Cooperative** since 1985, was seated at the 2018 NRECA annual meeting in Nashville, Tenn., in February. He will represent Pennsylvania on the national board for two years. Herritt is a Credentialed Cooperative Director and holds both the Board Leadership Certificate and Director Gold Certificate from NRECA. He has served in a leadership capacity on several local boards and with The Grand Lodge of Pennsylvania F&AM. He is currently involved as a member of the Shippensburg University Council of Trustees.



Jessica L. Aquiler, financial advisor with CUNA Brokerage Services, located at **Belco Community Credit Union**, has been recognized by her peers as a Woman of Distinction. The honor recognizes female financial advisors for their superior performance and extraordinary efforts in promoting financial security. As part of her recognition, Aquiler will participate in a national mentoring program where she will mentor and develop resources for female advisors who are new to the industry.

Destination Gettysburg recently completed a survey of 1,225 people, and more than 90% of respondents visited Gettysburg and wanted to return. Visitors noted they love our history, the town and surrounding areas, and the countryside, especially the wine. Suggestions for improvement include: need for a wider variety of retail offerings ranging from low cost to high end; later retail hours; more restaurants and menu offerings and additional kid-friendly and family-friendly non-history activities. Many respondents noted crowded sidewalks in the evening, accommodation rates that keep rising, lack of parking, traffic and the town and battlefield are too busy. Destination Gettysburg encourages businesses to think about these comments and look at ways to develop new experiences to engage existing visitors and attract new visitors.

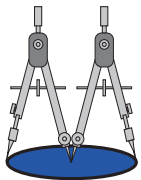


DOCEO Office Solutions has hired Kim Cregan as a technology consultant for its growing sales team. She will educate and provide office solutions to York County businesses and nonprofits, including multifunction printers, desktop printers, wide-format systems, hardware/scanning systems and document management software. Cregan brings more than 20 years of sales and customer experience to DOCEO and holds a bachelor's degree in business administration from Mansfield University.



The **Gettysburg Adams Chamber of Commerce** recently hired Debra Sites as membership representative on a part-time basis. In her new role, she will meet with and recruit prospective chamber members. Sites retired in 2016 from ACNB Bank after 25 years, most recently serving as vice president and business banking officer. She was named Volunteer of the Year by the chamber in 2013 because of her active involvement on committees, at events and in recruitment of new members.

Chris Stein has arrived as the acting superintendent of **Gettysburg National Military Park** and Eisenhower National Historic Site. He will serve in this position until



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mid-July 2018. Stein currently serves as chief of heritage areas and partnerships in the National Park Service Midwest Region and previously served as superintendent at St. Croix National Scenic Riverway, National Park of Samoa, Nez Perce National Historical Park (acting) and held a number of other key leadership roles within the NPS. Stein is known for his skill in building public and private partnerships to assist the park service in its work.



Gettysburg National Military Park recently recognized two employees with incentive awards. Caitlin Brown was recognized for special projects and programs supporting the interpretation and education division. Bill Weaver was recognized for leading excellence in the maintenance division and for rebuilding features in the Gettysburg National Cemetery Lodge.

Cumberland County-based **Giant Food Stores** unveiled plans to spend \$70 million over the next two years to build new stores and fueling stations in Pennsylvania, as well as remodel existing stores. The grocery chain will also build three additional gas stations, bringing the total number owned to 103 stations. Giant, which is part of Netherlands-based Ahold Delhaize, has 171 stores in Pennsylvania, Maryland, Virginia and West Virginia. The chain employs more than 30,000 people.

Over the next two years, students from the Medical Assisting Certificate Program at **HACC, Central Pennsylvania's Community College**, will have the opportunity to apply for a UPMC Pinnacle Workforce Development Medical Assisting Scholarship established by UPMC Pinnacle. UPMC Pinnacle is donating up to \$80,000 per year for two years to the HACC Foundation to provide up to 20 scholarships per academic year at \$4,000 per scholarship. Students may use the funds for tuition, fees, books and/or program expenses.

Mister Ed's Elephant Museum & Candy Emporium owners Isaac and Nicole Bucher have been invited to participate in a fudge forum as part of the Sweets & Snacks Expo, the largest candy and snack trade event in the nation, held in Chicago. The pair will join a panel of fudge retailers and manufacturers in an idea exchange, discussing industry trends and opportunities. Mister Ed's makes about 18 tons of fudge each year in more than 100 flavors.

Smith Elliott Kearns & Company LLC has successfully completed an independent quality review of its accounting and auditing practice by the Peer Review Committee of the American Institute of Certified Public Accountants. Peer reviews are required for membership in the AICPA and by the state of Maryland Board of Public Accountancy and are conducted every three years. They are especially relevant with the ongoing scrutiny of the quality of audit work conducted by the accounting profession. SEK&Co received the highest rating possible on its peer review, which puts it in an extremely elite group of CPA firms.

Following a long history of collaboration for the benefit of their communities, Summit Health and **WellSpan Health** are pursuing an affiliation that would bring together the talents and strengths of both organizations to improve health across central Pennsylvania. The governing boards for both organizations approved a Memorandum of Understanding under which Summit Health would become a part of WellSpan Health's nonprofit, community-based system of care. The next steps include a period of formal due diligence, the development of a definitive agreement and regulatory review.

The **Thrivent Community – Southern Commonwealth** recently hosted Strike for Hope, an afternoon of bowling in support of Project Hope, a mentoring program for youth in, or formerly in, foster care in Adams County. Nearly 50 participants came out to bowl and learn more about mentoring and supporting at-risk youth in the community. In lieu of a registration fee, participants brought donations of small household items for the Independent Living Program at **Adams County Children & Youth Services**.

Youth Advocate Programs Inc. was selected as the Mental Healthcare Giver of the Year by *Central Penn Parent's* 11th annual Healthcare Heroes awards program. The program recognizes excellence, promotes innovation and honors the efforts of individuals and organizations making significant positive impacts on the quality of healthcare in central Pennsylvania.

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MEMBER SPOTLIGHT

JED WARNER, DRIVER AT CINTAS YORK

Tell us about your business.

Cintas provides highly specialized products and services to more than 900,000 customers that range from independent auto repair shops to large hotel chains. We are the industry leader in providing uniform programs, entrance and logo mats, restroom supplies, promotional products, first aid, safety, fire protection products and services, and industrial carpet and tile cleaning. There are more than 400 facilities in North America.

Since 1929, when “Doc” Farmer began his family business, a key to our success has been a culture that encourages meaningful, respectful relationships between the company and our employee-partners and the commitment to always do what’s right. This spirit of teamwork, camaraderie and trust has become our most important competitive advantage and is a cornerstone of Cintas.

What are your primary responsibilities?

I work at the York location as a driver and have been with Cintas for 14 years. I service our customers regularly with uniforms, mats and other products. My route includes about 25-30 customers each day in the Gettysburg and Spring Grove areas. I take care of my customers and like to address any concerns they might have on the spot. At the end of the day, it’s important to me that I treat my customers the way I want to be treated.

What motivates you to jump out of bed every morning?

My own well-being and that of my dog, Pork Chop. I really love meeting new people, building relationships with my existing clients and learning new things. My job is pretty flexible, so I’m able to spend time getting to know my customers, and that’s important.

What business challenges keep you awake at night?

Making sure everything is correct for my customers, and if needed, getting issues fixed quickly.

How does Cintas York give back to the local community?

Cintas regularly donates money, goods, services and time to organizations and causes who need their support. Our management team volunteers at various locations in the area, like serving food at homeless shelters and doing outside work for local customers.

When you’re not working, where in Adams County do you like to spend your time?

I spend a lot of time in Gettysburg. I like to eat at customer restaurants, play flag football at the Y and enjoy time at the local bowling alley.

BIZ BUZZ

Cintas was recently a major sponsor of the chamber’s Taste of the Town event. The company not only provided a staff person to help plan the event on the committee, they also provided top prizes for the Top Local Celebrity Chef ALL-STARs competition. The winning chef, Andy Ernst from the Wyndham Gettysburg, received a kitchen floor deep clean, 10 bistro aprons and five signature chef coats with embroidery (valued at \$2,000). The three runners up can have two restrooms cleaned and outfitted with paper towels, toilet paper, soap and air fresheners and one month of service (valued at \$550). The People’s Choice winner, Biggerstaff’s Catering, received \$150 in merchandise from Cintas’ extensive catalog and \$50 in merchandise for the passport basket winner.



ADVOCACY UPDATE

NEW INITIATIVE TO EXPAND BROADBAND ACCESS GOVERNOR TOM WOLF



High-Speed Internet access is essential to growing our economy, expanding educational opportunities for our children, increasing access to modern healthcare, and improving the safety of our communities. For Pennsylvania to succeed we must close the digital divide ensuring every citizen and business has the access it needs to connect to the ever-expanding digital world in which we live and work. The Pennsylvania Broadband Incentive Program will offer up to \$35 million in financial incentives to private providers bidding on service areas within Pennsylvania in the Federal Communications Commission's upcoming Connect America Fund Phase II Auction. The FCC's CAF-II auction will use competitive bidding process to award nearly \$1.98 billion of subsidies to those providers interested in providing broadband and services in rural areas in a nationwide auction. Pennsylvania's incentives will help bidders in the Commonwealth become more competitive in their bids to win a share of this federal support. The auction presents an opportunity to attract investment in much of Pennsylvania's rural areas and to provide service to many unserved residents, businesses and farmers. The Wolf Administration is dedicated to ensuring that every Pennsylvanian has access to high-speed internet by 2022.

SENATE PASSES BANKING REFORM BILL U.S. SENATOR PAT TOOMEY



The U.S. Senate recently approved the *Economic Growth, Regulatory Relief and Consumer Protection Act*. This bill is the result of years of bipartisan work, untold number of hearings and an extraordinary amount of testimony.

I have personal experience and bias in this space. Having worked with a great group of men and women, we launched a community bank back in 2005 and it was an amazing experience. But when we launched, I was shocked to learn how heavily regulated a small, tiny startup brand new community bank was. Then Dodd-Frank came along several years later and made things much, much worse. Way over prescriptive, way too much discretion and power in the hands of regulators, a terrible trickledown effect whereby extensive regulations that were meant, reportedly, to constrain large financial institutions, in fact also imposed huge costs on small banks.

We've gotten to the point where arguably small banks are now too small to succeed. Thirty years ago we had 14,000 banks in America, today we have fewer than 5,000. Before the financial crisis, before Dodd-Frank came along, we used to routinely launch, on average, over 100 banks per year across America. It's a very ordinary thing for a group of business folks to come together and decide they were going to launch a bank to serve their community. It's a great thing when people do that, because it introduces new competition, new choices, new access to capital. In the last several years, we've had five new banks start up in America.

Our legislation is going to improve the overall regulatory environment, and at the same time it's going to make improvements for consumers. This is a constructive step in the right direction, but it is a modest step forward. Much more needs to be done if we're going to have a safe but robust competitive financial system that is capable of fueling the economic growth that our country is capable of.

LANDOWNER LIABILITY BILL SET FOR SENATE VOTE STATE REPRESENTATIVE DAN MOUL



My legislation to expand protections for landowners who open their land for public recreational use at no charge is scheduled for a vote in the state Senate in April. House Bill 544, which passed by a unanimous vote in the House in December, encourages landowners to open their land and water areas to the public for recreational purposes such as hunting, fishing, hiking and boating. The bill would expand protections for landowners from liability when they allow free, public use of their land for recreational activities undertaken for exercise, education and pleasure, including snowmobiling, ATV and motorcycle riding. We are fortunate here in Adams County to have a lot of farmland, trails and open space that could be available to the public for recreational use, but landowners who permit free public use should not be held liable if someone gets hurt on their land.



WORKING WITH YOUR LOCAL MEDIA

ALEX HAYES, EDITOR | GETTYSBURG TIMES

It is an extremely rare day that I wake up in a bad mood or groan about having to go to work. With my iPhone usually always clipped to my belt, I never get a true day off, but no complaints here.

Sounds insane, right?

Not if you have what I consider the best job in the world – connecting the community through the local newspaper. The *Gettysburg Times* is not only one of a few newspapers that can say it still publishes six days a week but we also still print in-house. Not only is the press still running on Fairfield Road, but we recently upgraded it to include more color options.

We owe our success to our readers. Thank you! You prove our worth by reading and sharing your news. The *Times* staff tries to be very present in our community, but we cannot be everywhere.

Here are some tips on getting your news shared and other insights into your local newspaper.

- 1 If we do not know about it, we cannot cover it. Sounds like a simple concept but at least once a week someone asks me why we did not cover a special event. Most of the time it is because no one told us it was happening. If you would like to have your event covered, call me. The sooner you let me know about it, the more likely I am to send a reporter or photographer.
- 2 Citizen journalists are a huge asset to our newspaper. If you are at an event that you forgot to tell us about,

grab that smart phone and take a picture. If used correctly, most smart phones take photos that can be published in the *Times*.

- 3 Adams County has 34 municipalities, six public school districts, county government and countless quasi-governmental bodies such as sewer authorities and rec boards. We have three full-time reporters and a few correspondents. We cannot be everywhere. If you know your local governmental body is discussing an issue that should receive some ink and we normally do not have a reporter at its meetings, call me.

- 4 Gettysburg Times reporters live here, work here, worship here and play here. We love our community and are honored to have the responsibility to share



IMPRESS WITH YOUR NEXT NEWS RELEASE

MAKE A STATEMENT WITH YOUR HEADLINE.
It's what keeps editors reading the rest of your release.

LEAD WITH CONFIDENCE.
Keep your first paragraph compelling, simple and short.

WHO, WHAT, WHY, WHEN AND WHERE?
The beginning of your release should answer these important questions, no exceptions.

BE A STORYTELLER.
Make your release come to life using quotes, statistics and any other factual backing. Be careful to not editorialize.

GET CONNECTED.
You've written a great release, now make it easy for media to follow up with your contact info.

SEND IT TO THE RIGHT PEOPLE.
The chamber can share a media list with you, up-to-date with local media contacts.

its stories every day. That is not a responsibility we take lightly. We strive for accuracy but we are also human. Sometimes mistakes occur but we never intentionally try to sensationalize an issue or falsely report.

- 5 Advertising in your local newspaper is the best way to reach your biggest customer base – your neighbors. The audience consists of people who want to enrich our community and one of the best ways to do so is to support local businesses.
- 6 The *Gettysburg Times* is a multi-platform newspaper. Every reader has his or her favorite way to read us – print, online or e-edition – and we will continue to give you those options six days a week for many years to come. Breaking news is often shared as it happens on GettysburgTimes.com and our Facebook page.

I hope that gives you some insight as to what the *Gettysburg Times* is all about and how we can be your partner. If you have any questions, concerns or story ideas, call or email me any time. Plus I love having the opportunity to discuss my job and your newspaper with civic and social organizations.

Alex J. Hayes is the Gettysburg Times managing editor. Contact him directly at ahayes@gettysburgtimes.com or 717.253.9413.



Liberty Mountain Resort

Mother's Day Brunch

Sunday, May 13
11am - 3pm


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We're not typical electric utility workers. We work for a local not-for-profit cooperative. The 32,000 member-owners in Adams, Cumberland, Franklin, Perry and York counties are our top priority. We do what it takes to keep the lights on and help our members save energy. Adams Electric Cooperative: Owned by Those We Serve. To learn more, visit adamsec.coop.

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Sixeas Premier Marketing

10-19 Years

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Johnson, J. Keith
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Sites Realty Inc.
Susquehanna Style Magazine

5-9 Years

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Papa John's Pizza

1-4 Years

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CONTACT



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carries@gettysburg-chamber.org
717.334.8151



Jennifer McCleaf

Membership & Events Director
jenniferm@gettysburg-chamber.org
717.334.8151

CHAMBER EVENTS

MAY 3

Senior Self Improvement Awards Breakfast | 7:30 a.m.
Adams County Tech Prep

MAY 8

Adams County Business Content Deadline

Executive Committee | 7:30 a.m., Chamber Office

MAY 10

Legislative Committee | Noon, Gettysburg Eddie's

Ribbon Cutting: Miss Pat's Teapot Museum | 4 p.m.
Mister Ed's Elephant Museum & Candy Emporium

MAY 16 – REGISTRATION OPEN

Awards Breakfast | 7-9 a.m.
Cross Keys Village – The Brethren Home Community
\$17/member | gettysburg-chamber.org

MAY 17 – REGISTRATION OPEN

Membership Mixer | 5-7 p.m., Colony House Furniture
FREE | gettysburg-chamber.org

MAY 23 – REGISTRATION OPEN

Member Appreciation Picnic | 11:30 a.m.-1:30 p.m.
Adams Electric Cooperative Pavilion
FREE | gettysburg-chamber.org

MAY 24

Board of Directors | 7:30 a.m.
Adams Electric Cooperative Inc.

MAY 28

Chamber Office Closed

COMMUNITY EVENTS

MAY 4

First Friday Gettysburg Style
"Oh Momma! Happy Mother's Day"
gettysburgretailmerchants.com

MAY 5

Tire Collection | 8 a.m.-1 p.m.
Adams County Ag and Natural Resources Center
717.337.9827

MAY 6

Make A Wish Truck Convoy for Wishes
Battlefield Harley-Davidson

MAY 10

Building Stronger Nonprofits Through Better Financial
Management by Smith Elliott Kearns & Co
7:30 a.m.-noon | Eisenhower Hotel
sek.com

MAY 12

Pre-Mother's Day Lunch | 11:30 a.m.
Hickory Bridge Farm
717.642.5261 | hickorybridgefarm.com

MAY 17-20

Gettysburg Bluegrass Festival
Granite Hill Camping Resort
717.642.8749 | gettysburgbluegrass.com

MAY 19

Gettysburg Garden Club's Spring Plant Sale
Gettysburg Fire Department | 8 a.m.-2 p.m.
gettysburggardenclub.com

Gettysburg Outdoor Antique Show | 7 a.m.-4 p.m.
Lincoln Square | 717.253.5750

The Famous G.A.R. Bean Soup Sale | 10:30 a.m.
717.339.9047 | hgaconline.org

MAY 25-JUNE 10

Joseph and the Amazing Technicolor Dreamcoat
Totem Pole Playhouse | 2 p.m. and 8 p.m.
888.805.7056 | totempoleplayhouse.org

MAY 26

Gettysburg BBQ Festival | Noon-6 p.m.
Gateway Gettysburg Complex
301.259.1991 | gettysburgbbqfestival.com

MAY 28

Memorial Day Parade and Ceremonies | 2 p.m.
Lefever Street, Gettysburg
717.334.6274

You are cordially invited to a

Tea Party

during the next

Membership Mixer

Thursday, May 17 | 5-7 p.m.
Colony House Furniture, Gettysburg



Mix and mingle with the local business community in a relaxed atmosphere, as you enjoy the hospitality of Gettysburg's favorite furniture store. Enjoy tea, coffee and sandwiches from Ragged Edge while you meet friendly staff and peruse beautiful furniture. Plus enter to win door prizes: \$50 gift certificate, \$100 gift certificate, bedding and a luxury mattress.

Kindly RSVP
gettysburg-chamber.org

28TH ANNUAL LOYALTY WALK & 5K Run



Join the Adams County SPCA for half-, one- and three-mile walks and 5K run on Gettysburg's historic battlefields. The event is held in memory of Sallie, the bull terrier mascot of the 11th PA Volunteers. Sallie faithfully guarded her wounded and dead at the Battle of Gettysburg until she was found and returned to her unit, a hero.



SATURDAY, MAY 12
Gettysburg Area Middle School

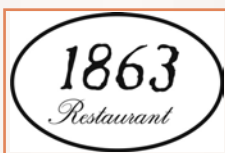
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Schedule

8:30 AM 5K Run Begins (Must Pre-Register Online)
9 AM Walk Registration & Pledge Turn-In (Prizes for Top Pledges)
9:30 AM Dog Costume Contest with Prizes
10 AM-NOON Walk Anytime
10 AM-NOON Live Music from "Jazz Me" Band
AND MORE! Balloon artist, face painter, specialty gift vendors and food for purchase



Mother's Day Brunch



Sunday, May 13, 2018

11:30 a.m. - 2:30 p.m.

Adults: \$40 Children (ages 6-10): \$18 Children (ages 5&under): Free

Taxes & Gratuity Additional

Reservations Required

717-339-0020 x6019 or gburginfo@interstatehotels.com



OUT AND ABOUT



Adams County Career Fair
March 15 | Gettysburg College



Adams County Career Fair
March 15 | Gettysburg College



Adams County Career Fair
March 15 | Gettysburg College



Legislative Luncheon
March 23 | Gettysburg Hotel



Legislative Luncheon
March 23 | Gettysburg Hotel



Legislative Luncheon
March 23 | Gettysburg Hotel



Membership Mixer | March 16
Youth Advocate Programs



Membership Mixer | March 16
Youth Advocate Programs



Membership Mixer | March 16
Youth Advocate Programs



Taste of the Town | April 8
Liberty Mountain Resort



Taste of the Town | April 8
Liberty Mountain Resort



People's Choice Award Winner: Biggerstaff's Catering

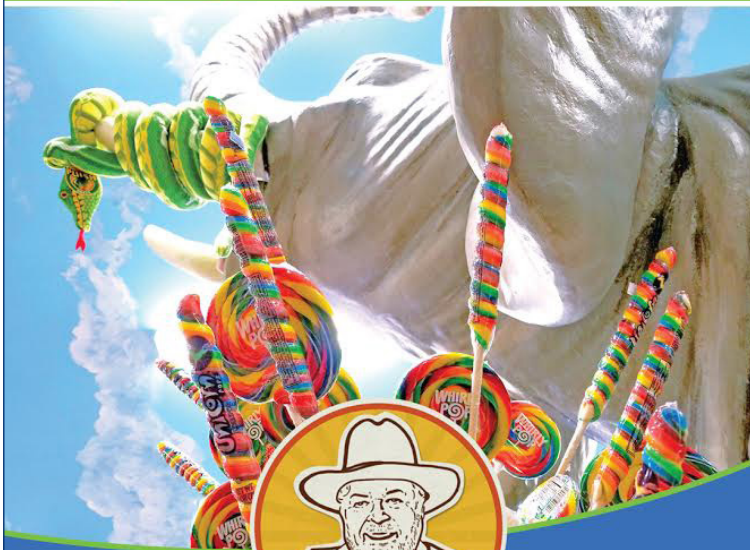


Taste of the Town | April 8
Liberty Mountain Resort



Top Local Celebrity Chef ALL-STAR'S Winners:
Chef Andrew Ernst, Wyndham Gettysburg
"Mister Ed" Gotwalt, Retired Businessman

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