

Adams County

BUSINESS

August 2018



*Creative
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Board & Brush*



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**UNIFIED ENERGY ALLIANCE
WILL SHOW YOU HOW**

BUSINESS BRIEFS

ADVOCACY UPDATE

EVENTS CALENDAR

Well Prepared.

**WellSpan welcomes Dr. Richard Howard,
now providing advanced specialty heart care
at WellSpan Gettysburg Hospital**



Richard Howard, MD
Interventional Cardiologist

At WellSpan Health, we want to help you reach your goals, and being healthy is how you get there. So if your heart's health is standing in the way, trust the experts of WellSpan Cardiology.

We are pleased to welcome Dr. Richard Howard to our team of leading heart specialists at WellSpan Gettysburg Hospital. Dr. Howard's skills strengthen our diverse cardiovascular services in Gettysburg that include preventive cardiology, diagnostic services, electrophysiology and cardiac rehabilitation. Backed by central Pennsylvania's most comprehensive health system, the specialists of WellSpan Cardiology understand that improving your health can improve your life over time.

**Let's take this journey together.
Learn more at WellSpan.org/NPA
or call (800) 840-5905.**



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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.



Michael Feathers, operations coordinator at **Adams Electric Cooperative** recently completed the Robert I. Kabat Management Internship Program (MIP) offered by the National Rural Electric Cooperative Association (NRECA) at the University of Wisconsin – Madison. The six-week series of workshops guides participants through all facets of the electric utility industry, including the many changes occurring around the nation. Feathers joined the cooperative in 1996. He has served as operations coordinator at Adams Electric Cooperative since 2016.



Eric Altice, a journeyman first class lineman at **Adams Electric Cooperative**, recently completed the National Rural Electric Cooperative Association's (NRECA) supervisory certificate program in State College, Pa. Altice joined the cooperative in 2007 as a first-year apprentice in the operations department. He moved through the ranks annually until he attained the level of journeyman first class in 2014.



Tiffany L. Jacinto (top) and Judy L. Yaw (below) have joined **ACNB Bank** in the position of Community Banking Manager in Adams County. In this role, they are responsible for welcoming customers to their respective offices and fulfilling customers' needs for banking products and services, building relationships with the local community and managing the office staff. Ms. Jacinto is the Community Banking Manager for two ACNB Bank offices in Gettysburg. Ms. Yaw is the Community Banking Manager for ACNB Bank's Littlestown Office.



Congratulations to the following fellow chamber member businesses who have been listed in the Central Penn Business Journal's Top 50 Fastest Growing Companies: **ACNB Corporation, Core Design Group, LLC, DOCEO Office Solutions, LLC, Graphcom Inc., and Schmuck Lumber**. The Top 50 Fastest Growing Companies program identifies the region's most dynamic companies that have made significant contributions to the strength of our local economy. Nominated companies are ranked according to revenue growth over a three-year period, with both dollar and percentage increases taken into consideration. This ranking formula leads to recognition of both large and small companies. Their rankings will be revealed in September.

Adams Regional Emergency Medical Services received the American Heart Association's Mission: Lifeline EMS Bronze Plus Award for implementing quality improvement measures for the treatment of patients who experience severe heart attacks. Every year, more than 250,000 people experience an ST elevation myocardial infarction (STEMI), the deadliest type of heart attack caused by a blockage of blood flow to the heart that requires timely treatment, according to the release.

"**Adams Intel**," an extensive collection of Adams County data, research and information, is now available online as a microsite within the **Adams Economic Alliance** website, AdamsAlliance.org. The project was developed by the Alliance in partnership with technology firm Localintel. "Adams Intel is quite possibly the largest interactive collection of Adams County data and market research ever assembled, in order to support existing Adams County businesses and entrepreneurs," says Robin Fitzpatrick, Alliance President.

Misfit Interactive, LLC is proud to announce a new partnership with The Patricia Green Group, LLC, a professional award-winning PR agency that has represented clients from around the world. Misfit Interactive, LLC, founded in 2014, is a small business web design and online digital marketing agency based in Gettysburg, PA. Crystal Groves stated "Our combined talents will allow us to provide an agency approach to make sure our clients have an experience like no other."

Tiny homes are all the rage and **Gettysburg Construction** has finished their model. Stop by to see it, you can place an order for your own to be built on your site or on wheels to be moved to any location. It is functional with one bedroom and full kitchen. Contact Becky for a showing at 717.334.2101 or visit their website at gettysburgconstruction.com.

Save the date for the **ARC of Adams County's** annual dinner dance featuring the Fabulous Hubcaps on September 22, 2018. Dinner, dancing, silent auction held at the Eisenhower Hotel and Conference Center from 6 pm until 11 pm. For more information go to <http://www.arcadamspa.org> or 717.677.8487

HACC, Central Pennsylvania's Community College, received notification on June 21, 2018, that the Middle States Commission on Higher Education fully reaffirmed the College's accreditation through 2026. The Commission's action affirmed compliance with the standards and commended the College for the quality of the self-study. For a full report, please refer to HACC's Statement of Accreditation Status on the Middle States website. The College's next self-study review will occur in 2026-27.



Smith Elliott Kearns & Company, LLC is pleased to announce two promotions in their Hagerstown, MD office. Alex P. Courtney and Brianne R. Dickinson were both promoted to

Senior Associate. Alex provides individual and business tax preparation, accounting services, and financial statement preparation services. Brianne provides audit services to non-profit and for-profit entities, as well as ERISA audit services.

Adams Electric Cooperative promoted four linemen in the engineering/operations department during the month of June. Bradley Varner advanced to journeyman first class in the Shippensburg District. He started as a trainee for the co-op in 2011. Gary Hodges was promoted to third year apprentice in the Gettysburg District after passing a series of skills tests. He started with Adams as a second-year apprentice in 2017. Daniel Leonard, of New Oxford, earned his advancement to journeyman first class in the York District. He began as a trainee in 2011. Tyler Miller advanced to journeyman second class at the York District. He started with Adams as a first-year apprentice in 2014.

MEMBERSHIP MIXER
Thursday, August 16 | 5-7 P.M.
1338 Biglerville Road, Gettysburg

Adams Electric Cooperative, Inc.
A Division of Eversource Energy

Join us for end of summer fun with games, picnic food and drinks. Mix and mingle with the local business community as you learn about community projects and involvement with the Adams County Community Foundation.

Register at gettysburg-chamber.org

BRIENNA RICHELLE *Photography*



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MEMBER SPOTLIGHT

ERICKA & ZACHARY LEASE, OWNERS | BOARD & BRUSH CREATIVE STUDIO

Tell us about your business.

Board and Brush is a DIY creative studio specializing in handmade wooden signs and decor. We offer our customers, crafty or not, the experience of making a piece of decor that they create, take home and hang proudly.



As business owners, what motivates you to jump out of bed every morning?

The freedom to do what we love keeps us motivated. We love the opportunity to help people enjoy a three hour vacation from life's daily stresses.

How do you stay engaged with the trends you see in your industry?

On the first of each month, we have new releases that go live on our website and social media pages. They are based off the current trends and styles and complement the current season.

What business challenges keep you awake at night?

Growing and reaching more people, realtors, companies and corporations. We recently implemented daytime workshops to give mom's groups, teachers, retirees and companies the flexibility to attend a workshop or host a corporate team building events during the day.

Do you have any advice for new business owners?

Partner with the Chamber and local individuals who are pillars in the community. Build as much awareness as possible about your brand. Make sure everyone knows what your company is and what you do. And, keep those lasting relationships by giving back to the community that helped you succeed.

What leadership advice would you offer to other business and organization leaders?

Lead honestly and transparently. Own your mistakes, then learn and move forward from them. Make sure every individual on your team feels valued and appreciated.

As someone doing business in Adams County, how does the Chamber help you?

The Chamber keeps us up-to-date on the current events in the local area. The Chamber connects the community to business and provides helpful demographics and statistics to target new customers.

As a business in Adams County, how do you give back to the local community?

Board & Brush donates heavily to the community. We often donate items and gift cards for silent auctions and events. We love seeing organizations succeed! We give so they reach their goals!

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

We love downtown Gettysburg area restaurants, our favorite ice cream spot and visit the local shops. In the winter, skiing and snowboarding at Ski Liberty are a must!



BUSINESSES URGED TO WEIGH IN ON OVERTIME CHANGES

GENE BARR | PA CHAMBER OF BUSINESS AND INDUSTRY

A 30 day extension has been granted for the general public and employers to submit comments to the Independent Regulatory Review Commission regarding proposed changes to Pennsylvania's overtime eligibility rules, which were unveiled a few weeks ago by the state Dept. of Labor and Industry. Commenters now have until Wednesday, Aug. 22 to analyze the impact these rule changes would have on their business and provide their views to state regulators. The PA Chamber had coordinated a coalition letter requesting the extension.

The changes include a wage threshold for "exempt status" that is more than double the current rate set by the federal government. There would also be significant revisions to so-called "duties tests," which are also used to determine eligibility. Finally, the rule would establish an automatic update to the salary threshold every three years beginning in 2023. PA Chamber members are encouraged to learn more about the full impact of these proposed changes by visiting our website .



PROMOTING A STRONGER , EFFECTIVE WORKFORCE

PA SENATOR RICH ALLOWAY

Strong revenue growth over the past several months helped the General Assembly create a state budget for Fiscal Year 2018-19 that held the line on taxes and made significant new investments in some of the highest priorities of our community. The plan cut more than \$270 million from Governor Wolf's original spending request.

In order to help promote a stronger and more effective workforce, the budget increases spending for education at every level, from pre-K through higher education. An additional \$60 million was also dedicated to school safety for equipment, training and violence prevention programs so students can learn in a safe environment. One of the most important parts of the budget was the inclusion of \$30 million in new funding for career and technical education. There is a growing demand for skilled labor positions throughout the Commonwealth, and this funding will help position young people to fill the careers of tomorrow.



PA ECONOMY TURNING AROUND

PA REPRESENTATIVE DAN MOUL

After years of holding the line on state spending, the Commonwealth is on firmer financial ground than it was a few years ago when it was facing a \$2 billion deficit. This past year, revenues rose, optimism was high and state lawmakers were able to increase or restore funding to some key line items.

The 2018-19 budget held state spending below the rate of inflation. It contained no new taxes or fees and, for the first time since 2006, it sets money aside in the Rainy Day Fund. It invests record levels of funding in preK-12 education. It also increases funding for higher education and the departments of Agriculture, Environmental Protection and Veterans Affairs. I am hopeful Pennsylvania has turned the corner and we are on our way back to economic prosperity.





SAVE ON YOUR BUSINESS ENERGY BUDGET

UNIFIED ENERGY ALLIANCE

Unified Energy Alliance (UEA) can help you to get the best energy rate for your business.

We know that opening sentence can put the average business owner on guard. Many have been burned by pushy telemarketers and the pesky rate pushers who have no understanding of the energy industry and little foundation for the contracts they propose.

UEA is nothing like the entities that nearly scream "proceed with caution."

- We've got a decade-plus long track record of success to point to.
- We've got a well-delineated process that we walk our customers through.
- We support our clients for the entire length of their energy contracts, to ensure accurate billing and program management all at NO COST or FEES to you.
- We grow your comfort level by assigning an experienced energy consultant and expert support team to each customer account.

The UEA Process

Let's take a look at the UEA process that helps you garner the best price and achieve the most peace of mind with your electric service.

- 1) In-Depth Research - we analyze your existing accounts, supplier contracts and past invoices to get a solid understanding of your usage patterns and needs.
- 2) Competitive Pricing - We then secure bids on various platforms from pre-qualified suppliers. Since we've done this for so many customers, we're well-trained in what to look for and how to best maximize your savings. Some clients are best served with a reverse auction platform, and some make out better with a traditional RFP approach.

Whatever the direction it takes to get there, we know how to create an extremely competitive time-sensitive environment where suppliers step up to compete for your company's business.

3) Experienced Recommendation - Once we sift through those competing bids, we make a well-reasoned recommendation rather than just leaving you with a jargon-filled list of choices.

4) We Handle the Negotiations - After you make a choice you're confident with, our team at UAE will:

- negotiate the most favorable terms for you,
- ensure that agreed upon terms are put in contract form, and
- facilitate the signing of the energy contract (note: we never sign for our clients, or accept payment. Those decisions and actions are always yours).

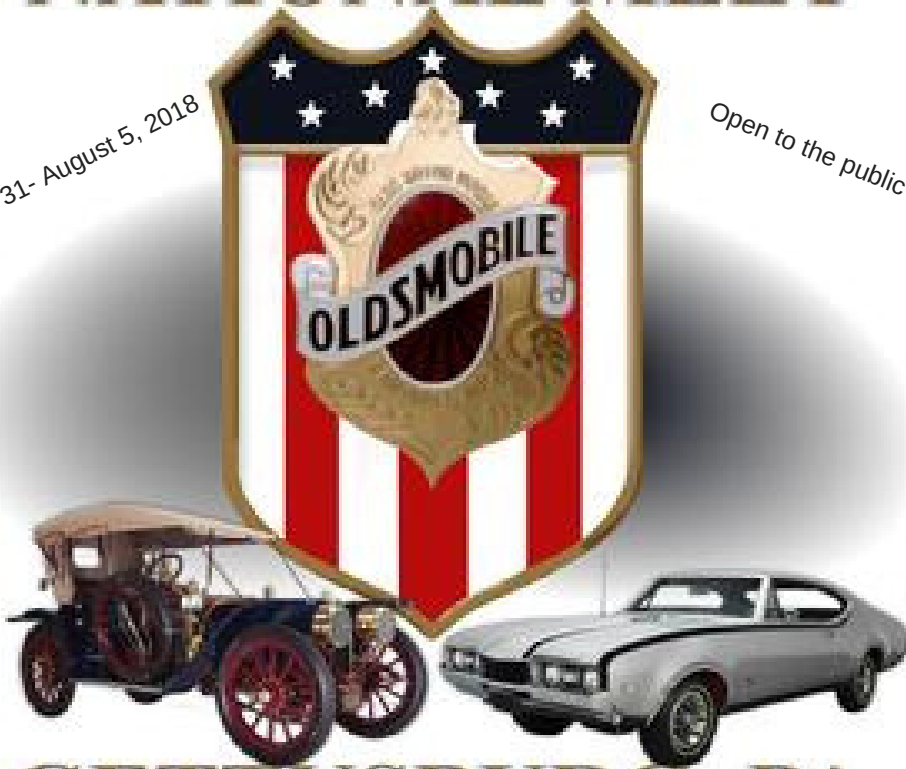
5) Ongoing Service - Once the decision is made, you're on your own, right? Nope. We know that ongoing support is important to maintain cost-effectiveness and confidence with service. Signing an energy contract is easy, but monitoring suppliers and addressing concerns as soon as they arise is what separates us from the competition. We want to help you protect your assets after you have signed on the dotted line. Our proactive approach enables you to capitalize on energy savings opportunities in real-time, and avoid exposure to unforeseen risk.

Our customers love the experience we bring to the table on their behalf, and the know-how to get the best price. How can we help you to achieve better pricing for your energy budget? Please give us a call at 855.894.0200, or visit unifiedenergyalliance.com today

NATIONAL MEET

July 31- August 5, 2018

Open to the public



GETTYSBURG, PA



Planning a car show?



For more information call:
Suzanne Curtian
717-339-0020 x6033

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SEPTEMBER 8-9

Gates Open 11 a.m. | Sampling Noon-6 p.m.
Gateway Gettysburg Complex



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Cooperative, Inc.
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Get tickets at GettysburgWine.com

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Kim Tuhy
1311 Biglerville Road
Gettysburg, PA 17325
717.334.8165
ktuhy@arfm.com
appleridgefamilymedicine.com
Health & Human Services----Physicians

bare Skin Care & Laser Center

Theresa Haggerty
3130 Grandview Plaza
Hanover, PA 17331
717.637.0267
contact@bodiesbybare.com
bodiesbybare.com
Services----Medical Spa

Center of the Arts

Faith Thomas
1919 Emmitsburg Road
Gettysburg, PA 17325
717.549.2979
centeroftheartsstudio@gmail.com
centerofthearts.net
Arts & Recreation----Dance Studio

GRIT Marketing Group

Abby McGinnis
283 West Mason Avenue
York, PA 17401
717.885.0014
julie@creategrit.com
creategrit.com
Services----Marketing

Paramount Senior Living at Chambersburg Road

Seth Reid
6375 Chambersburg Road
Fayetteville, PA 17222
717.352.2721
sreid@paramountsl.net
Health & Human Services----Retirement Communities

PennCares Support Services

Deborah Allen
788 Cherry Tree Ct.
Hanover, PA 17331
717.632.5552
dallen@penncares.org
penncares.org
Services----Associations & Organizations

The Blessing Shop

Erika Bingaman
777 Baltimore St., Bldg. 114
Gettysburg, PA 17325
717.398.2438
blessingshopgbg@gmail.com
Shopping & Dining----Retail

Total Tech Solutions LLC

Jeffrey Baum
100 Buford Ave., Ste. C
Gettysburg, PA 17325
717.334.0181
jeff@totaltechsolutionsllc.com

MEMBER RENEWALS

20-29 Years

C.D. Cain Auto Parts, Inc.
McDonald's
Norma L. Calhoun, CPA

10-19 Years

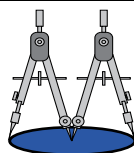
Boles Metzger Brosius & Walborn PC
Celebrate Gettysburg Magazine
Edward Jones-Erik Hendricks, AAMS
F. X. Smith's Sons Co.
Gettysburg Bicycle & Fitness, Inc.
Gettysburg Regional Airport/SARAA
L & H Mechanical & Electrical Services, Inc.
Living Hope Presbyterian Church
Quality Eicholtz
SMB Associates
St. Francis Xavier Catholic School
The York Water Company
Thomas, Jean
TREYSTA technology management
Visiting Nurse Association of Hanover & Spring Grove

5-9 Years

Cumberland Township
Foursquare Church Gettysburg
Pella Corporation
Reid's Orchard, Inc.
Super 8

1-4 Years

Farnsworth House Inn
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Tulpehocken Spring Water & Mountainside Coffee
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717.334.8151



Jennifer McCleaf

Membership & Events Director
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CHAMBER EVENTS

AUGUST 2

Lunch & Learn: Your Financial Wellness
Kristine Witherow, Harvest Investment Services
gettysburg-chamber.org

AUGUST 16

Membership Mixer 5-7 p.m., Adams Electric Cooperative
FREE gettysburg-chamber.org

SEPTEMBER 8-9

Gettysburg Wine & Music Festival

Bill Drury is a man with a passion.
He's on a mission to help **YOU** create lifetime customers.



FACT: 96% of unhappy customers never complain about discourtesy, but 91% of them will never buy again from a business that offended them.

FACT: Customers who encounter poor service tell an average of 11 other people about their bad experience.

FACT: 68% of customers who stop doing business with a company do so because of perceived indifference -- nobody cares.

FACT: Courting new business can cost of to 5 times more than strengthening relationships with current clients.

Register today for

A PASSION FOR SERVICE OCTOBER 25

The Inn at Herr Ridge

Contact the Chamber
717.334.8151
gettysburg-chamber.org

COMMUNITY EVENTS

AUGUST 1-4

Friends of the Library Book Sale
adamslibrary.org

AUGUST 3

UPMC Pinnacle Hanover Golf Tournament
hanoverhospital.org/donate/annual-golf-benefit

AUGUST 4-5

Peach Festival
holllabaughbros.com

AUGUST 9

Hilton Garden Inn Open House
717•334•2040

AUGUST 10-12

Gettysburg Rocks
gburgrocks.com

AUGUST 10-26

A Year with Frog and Toad
Gettysburg Community Theatre
gettysburgcommunitytheatre.org

AUGUST 16

Mamie Eisenhower Lunch Hickory Bridge Farm
hickorybridgefarm.com

AUGUST 17

Golf Fore Kids Sake
bbbsyorkadams.org

AUGUST 16-18

Gettysburg Summer Blue Grass Festival
gettysburgbluegrass.com

AUGUST 21-26

The Queen of Bingo Totem Pole Playhouse
totempoleplayhouse.org

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Angela Ahrendts



T.D. Jakes



Simon Sinek



Sheila Heen



David Livermore, Ph.D.



Dr. Nthabiseng Legote



Erwin McManus



Danny Meyer



Rory Vaden



Rasmus Ankersen



Strive Masiyiwa



John C. Maxwell



Carla Harris



Danielle Strickland

**Lineup subject to change*

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willowcreek.com/summit

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Gettysburg, PA**

<https://foursquarechurch.info/summit2018/>



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OUT AND ABOUT



Membership Mixer | Adams County SPCA, June 28



Membership Mixer | Adams County SPCA, June 28



Membership Mixer | Adams County SPCA, June 28



Membership Mixer | Adams County SPCA, June 28



Cash mob at Winter Gardens in New Oxford



County Connections | June 7
Adams Economic Alliance, 25 years



County Connections | June 7
Barley Snyder Attorneys, 1 year



County Connections | June 7
Hockley & O'Donnell Ins. Agency, 30 years



County Connections | June 7
Typical Life Corporation, 1 year



County Connections | June 7
Pa Chamber Insurance, 15 years



County Connections | June 7
Gettysburg Community Theatre, 5 years



County Connections | June 7
Unified Energy Alliance, 1 year



OUT AND ABOUT



County Connections | June 7
Harvest Investment Services, 1 year



County Connections | June 7
Project Gettysburg/Leon, 10 years



County Connections | June 7
Board & Brush, 1 year



County Connections | June 7
Buddy Boy Winery, 1 year



County Connections | June 7
PNC Bank, 30 years



County Connections | June 7
APM Building Materials, 20 years



County Connections | June 7
Tevis Energy, 1 year



County Connections | June 7
Knouse Foods Cooperative, Inc., 35 years



County Connections | June 7
Penn State Cooperative Extension, 20 years



County Connections | June 7
Cumberland Township, 5 years



County Connections | June 7
Holiday Inn Express & Suites, 1 year



County Connections | June 7
GBC Church, 1 year



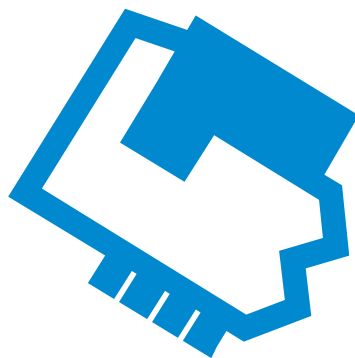


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For more information, contact the PA Chamber Insurance Service and Support Department at 877.463.9891 or service@pciinsurance.com

