Promoting & Facilitating Charitable Giving

Insurance Advisors Rather Than 'Sales People'



Respect, Gratitude & Listening



²5

Small Business - BIG IMPACT





2017-2018 Campaign

Home Association of

Littlestown Veterinary

McSherrystown Moose 720

New Oxford Antique Center

Staub, Riggs & Collins

Under the Horizon

The Village Book & Table

Weikert's Livestock, Inc.

Zeigler Brothers, Inc.

McSherrystown

L&K Storage

Mike's K.A.R.S.

2017-2018 Campaign **Small Business Donors**

Adams County Nursery

Bergdale Insurance

Carvers Business Machines

C.E. Williams, Inc.

Codori Memorials, LLC

CRS Insurance

Delisos Pizza

Quality Eicholtz

Garryowen Irish Pub

Gastley's Moving & Storage

Gettysburg Endonontics

Henry O. Heiser

Hollabuagh Brothers, Inc



"Little warms the heart like giving does. To give to the United Way helps SO many people - from those with Autism, to little ones getting ready to learn to so much more! And 99% of the donation stays in our county. Please consider donating to the United Way!" ~Kay Hollabaugh, Hollabaugh Brothers, Inc.

United Way works every day with nonprofits, government, businesses, volunteers and donors, creating opportunities for families to succeed. We are committed to finding solutions to problems by focusing on the three things that we all need for a good life – a high-quality EDUCATION that leads to a stable job, INCOME that can support a family through all of life's stages, and good HEALTH, safety and well-being.

Our goal for the Small Business BIG IMPACT Challenge is to bring 100 Adams County small businesses together to raise \$10,000 toward our overall campaign goal of \$260,000. Join other area businesses by contributing a minimum of \$100 and receive:

- Window decal that says you support our community through United Way.
- Promotion of your business through our Facebook page.
- Logo and link to your business from on our website at uwadams.org.
- Special recognition in our e-newsletter that reaches more than 1,700 readers.

☐ Yes, I want to Invest in Adams County by donating \$100 today!	
Name	Company
Address	_ City/State/Zip
Phone	_ Email
Website	

Make check payable to United Way of Adams County and return by DECEMBER 31, 2018:

P.O. Box 3545, Gettysburg, PA 17325 To donate online go to www.uwadams.org Questions? Call us at (717) 334-5809

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IN THIS ISSUE

- **Business Briefs**
- Member Spotlight: Adams County Community Foundation
- Member Spotlight: CRS Insurance, Inc.
- Guest Article: More Than Sunday: Faith in the Workplace - Rev. Dr. Mark Englund-Krieger
- Advocacy Update
- **Events Calendar**
- Out and About

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.

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BUSINESS BRIEFS

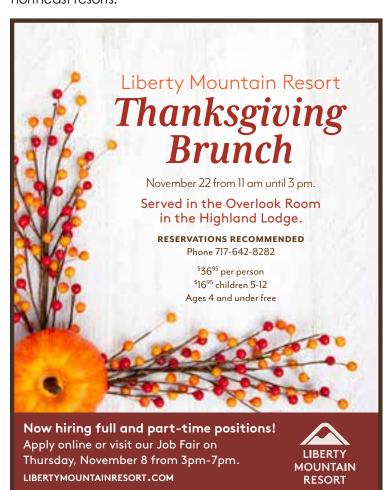
The **bolded** businesses in Business Briefs are Chamber members. Submit news to news@gettysburg-chamber.org by the second Tuesday of each month for inclusion in the following month's publication.



ACNB Bank promoted Kevin L. Cook to Vice President/Residential Mortgage Lending Sales Manager and Patrick O. Sease to Vice President/Treasury Management Manager. Cook has more than 35 years of experience with ACNB Bank and will now be responsible for overseeing the team of residential mortgage loan originators that serve customers throughout south central Pennsylvania and northern Maryland. Sease began his banking career with ACNB Bank in 2004 and will now oversee the Treasury Management staff and function with responsibility for the development and

implementation of products and services to help business customers manage their finances.

Roundtop Mountain, Liberty Mountain and Whitetail Resort were sold to ski resort company, Peak Resorts. Peak Resorts owns and operates 14 other similar resorts in the Midwest and Northeast. All current employees and management teams will stay in place. Pass holders at Liberty, Roundtop and Whitetail who already decided to buy or renew a season pass for the 2018-2019 season will be able to upgrade to the Peak Pass and enjoy all of Peak's northeast resorts.





WellSpan Health selected Dr. Roxanna L. Gapstur as the next president and CEO. Gapstur begins on January 2, 2019 and will be taking the place of Dr. Kevin Mosser who is retiring after more than 30 years in the health system. Gapstur was selected based on her experience and her leadership in a large

health care organization. Gapstur is a senior vice president for HealthPartners which is a part of Park Nicollet Methodist Hospital in Minnesota where she spent a year as president. She helped the system grow and develop strategies to improve and pay for healthcare.

Virtual Learning at **HACC** and the College's Workforce Development and Continuing Education Division are partnering to offer a series of online workforce development courses. They include: Computer and Technology, Healthcare and Medical, Hospitality, Manufacturing, Professional Business Skills, Public Safety and Emergency Management. Current course listings are found at onlinewfd.hacc.edu.



A/V Solutions celebrates **Solutions** 15 years in business and the continuation as a

third generation family business. They provide professional audio, video, surveillance, and control solutions.

The Central Pennsylvania Transportation Authority rabbittransit, in partnership with its 501(c)(3) 3P Ride, Inc., is announcing their service area is one of ten communities nationwide to receive a Getting Ready to Innovate Planning grant from the National Aging and Disability Transportation Center (NADTC). The grant of \$18,597 will be used to expand mobility options through technology. rabbittransit plans to identify mobile apps that are currently in use and evaluate usability and relevance for the community. The process will include focus groups to gain an understanding of the needs and wants of potential user groups in the community and to identify barriers that may prevent significant adoption of the process.



Gettysburg Day Spa now uses "Farm House Fresh, Deliciously Grown Skin Care" products that are vegan, aluten free and are either certified organic or use up to 100% naturally derived ingredients. These products smell as delicious and divine as they are authentically crafted with organic fruits, vegetables, herbs, and small batch liquors from across the U.S. The items range from facial skin care to body care for at home use.

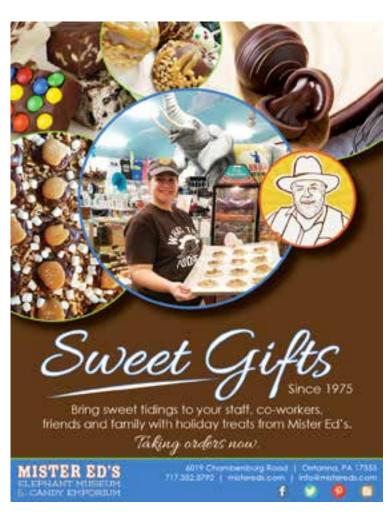
An after school program for individuals ages 8-21 with disabilities and other special needs has been created by The Easterseals Western and Central Pennsylvania After School Programs. The program will be held from January to May 2019 on Tuesdays and Thursdays at **Under The** Horizon from 3 p.m. to 6 p.m. Learn more and register at www.easterseals.com

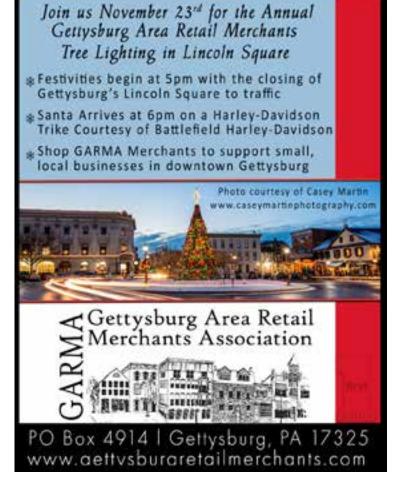
Barley Snyder opened an office in downtown Gettysburg about one year ago and is now expanding which will more than triple the size of its office in the Adams County seat. The expansion in Gettysburg allows the hiring of additional attorneys and staff at the office at 123 Baltimore Street. The move has come shortly after longtime Gettysburg attorney Robert L. McQuaide joined the firm. McQuaide has moved to the new office on October 15. He adds a new, local aspect to Barley Snyder's current success in Adams County.



The chamber recently cut the ribbon on the newest location of Tevis Energy at 690 Old Harrisburg Road, Gettysburg. Their quality fuels are not limited to heating oil, Tevis Energy provides high quality fuels, on-road diesel, off-road diesel, biodiesel, gasoline, kerosene, and #2 fuel oil.







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Tell us about your business.

The Adams County Community Foundation was created to promote and facilitate charitable giving and to build a permanent endowment that will invest in the communities of Adams County forever, Each year, donors help us grow that endowment, The Fund for Adams County. We also work with individuals, families, and businesses to help them create their own charitable funds within the Community Foundation so they can support what is most important to them. We also produce The Giving Spree, Adams County's annual day of Giving. This year, 80 nonprofits will welcome more than one thousand donors on November 8, 2018 from 4-7 p.m. at the Gettysburg Area Middle School, to help us raise hundreds of thousands to benefit Adams County.

What are your primary responsibilities?

My primary responsibilities are to ensure our values: accountability, transparency, confidentiality, compassion, inclusiveness, and excellence are an integral part of our day to day operations. Our core work centers on philanthropic advising and charitable fund administration.

How do you stay engaged with industry trends?

We plan for and make the time to stay engaged. The Community Foundation field is incredibly collaborative and we take advantage of that openness. We are active members of statewide and national networks that focus on the organization and our individual responsibilities. We're also careful to listen to our community of donors to gauge whether industry trends resonates with them.

What motivates you to jump out of bed every morning?

Philanthropic advising is, all at once, meaningful, exciting, and healing. Helping people create and give shape to their charitable legacy is a gift that always inspires.

Do you have any advice for new business owners?

Invest in people first, technology second.

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

Find a way to incorporate endowed community philanthropy into your business plan. It's good for business; it's good for the community, and it feels good.

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

We help people create the charitable legacy they want for the communities they love. It's our business to give back to the local community.

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

If you can't find me in the office, look for me at the pie counter at Hollabaugh's, with friends at the Gettysburg Rotary, or attending one of Adams County's harvest festivals.



Tell us about your business.

CRS Insurance, Inc. is a firm of proven professionals; caring and conscientious people, the kind you can depend on. We are committed to maintaining a high standard of excellence in all that we do and to establishing a firm relationship of mutual trust and service with each of our clients.

What are your primary responsibilities?

For almost 50 years we have been Adams County's independent insurance agents. We sell Erie Insurance and are bonded messengers with the PA Department of Transportation providing Adams County with notary, tag and title services. The second generation has already been working here for nearly 30 years.

How do you stay engaged with industry trends?

We set ourselves apart by providing exceptional service and being insurance advisors rather than 'sales people.'

What motivates you to jump out of bed every morning?

The team at CRS Insurance has years of insurance experience allowing us to offer the proper solution to your insurance needs. Knowing what questions to ask will allow us to make sure you have the protection you expect while taking the time to make sure you understand the coverage you have. As a family owned business, we connect with our clients building long term relationships.

Do you have any advice for new business owners?

Adams County is a great place to do business because it is growing but the communities always maintain the small-town feel. There is something special about communities that support each other, just like the Gettysburg Adams Chamber does.

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

The Chamber has been a great source of networking and has always been very supportive of our efforts to grow our

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

We try to donate to and sponsor all organizations and school activities that ask for our support. It's difficult because there are so many worthy causes. We also organized and ran the Stacy Hobbs Memorial Benefit for three years and we can proudly say it raised \$70,000 that was split evenly between Pink Out and the Adams County Breast Cancer Coalition.

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As a pastor, I am always interested in encouraging our people to live a full and meaningful life with deep commitments to Christian faith. This is much more than attending our church's Sunday worship services and being involved in the programs and ministry of our congregation. Ideally, our people inculate their Christian faith into every aspect of their lives. Of course, this should include our work lives. People with full-time professional positions spend an enormous amount of time, passion, and energy at work. As a pastor, I hope that the life of faith which we promote and nurture at church also seamlessly flows into our work lives. Here are some ways to make that happen:

RESPECT

I believe that as soon as we begin to discuss ways our Christian faith moves into our public and professional lives, we need to talk about respect for difference. We need a solid and heartfelt foundation of respect for all the people with whom we work, interact, and relate regularly. In a culture like ours with such deep freedom, there is a mind-boggling diversity of expressions of religions, faith, and moral commitments. Simply consider how many different styles, approaches, and tones to our common Christian faith. Many of these differences are profound. Importantly, people are also free to have no faith or religious commitments. This also deserves respect. Respect for difference is a tone, a presence, and a deep authentic commitment that comes from our heart and soul.

GRATITUDE

Meaningfully saying, "thank you" is a powerful statement. The ability to say, "thank you," is recognizing opportunities for thanking others and most of all, living with an attitude of gratitude will enhance all our personal relationships particularly at work. I like to preach that "thank you" should always be our first prayer. It is important not to be cute and trite about it. Gratitude is a way of looking at the world which seeks

to recognize and appreciate the contributions of others. Gratitude builds teams, encourages relationships and creates a tone of mutuality and acceptance.

ACTIVE LISTENING

A wise Sunday school teacher I had when I was a young boy often said, when she wanted our class to sit still and listen, that God created us with two ears and one mouth. That means, we should listen twice as much as we speak. We need to listen first. We all have experienced the power of simply being heard of another person who took the time and made the concentrated effort to listen. The basis of pastoral counseling and also of professional therapy is active listening. Let the preachers preach on Sunday morning in church. At work all week, we should commit ourselves to deep, active listening. Listening is a learned skill we must practice. Can you work with someone if you do not truly, deeply, authentically listen? There is a paradox here: the better we learn to listen, the more significant will be our words when we speak.

What would happen if people of faith made a heartfelt, lasting commitment to respecting others, living with gratitude and active listening? As I write this, it feels in part that these ideas are basic and elementary. Are not these things we learned in kindergarten? But, sadly it seems we did not learn them very well. Our culture and especially our public and political life has deteriorated to the point where these ageless teachings-respect, gratitude, and listening- have been trampled by our bickering and derisive rancor. Maybe we need a restart, a renewal, a reboot. Try it today at your work: a renewed commitment to respect, gratitude, and listening.

We're not typical electric utility workers. We work for a local not-for-profit cooperative. The 32,000 memberowners 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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ADVOCACY UPDATE

KEEPING DEADLY FENTANYL OUT OF THE U.S. PA SENATOR TOOMEY

Fentanyl Imports Act would make American foreign aid contingent upon a recipient country cooperating with U.S. drug enforcement efforts relating to fentanyl. Under this, a fentanyl-producing nation would lose access to the Export-Import Bank and be ineligible for other U.S. taxpayer-subsidized aid if it fails to cooperate with the U.S. on narcotics control. "The opioid and heroin epidemic has become increasingly lethal in part due to the widespread presence of illicit fentanyl," said Toomey. "Fentanyl can be fifty times as potent as heroin, just a tiny amount of this dangerous substance can kill a person, including first responders who may be inadvertently exposed to the drug when responding to an overdose victim or a crime scene. For the sake of our communities and the safety of law enforcement, countries like China must stop illicitly exporting fentanyl and improve their drug enforcement efforts now." "Like many places across the country, Alabama is in the midst of a substance abuse and overdose crisis, in part because of dangerous synthetic drugs like fentanyl," said Jones. "Fentanyl not only harms those who use it, but it also poses a serious threat to our first responders should they be exposed. This legislation is another smart step to stop illicit fentanyl from being transported across our borders and into our communities." This requires the State Department to identify in its annual report on narcotics trafficking those countries that are major producers of fentanyl. This is in place for countries that are major sources of heroin, cocaine, and methamphetamine.

U.S. Senators Pat Toomey and Doug Jones (D-Ala.) are proposing new penalties on foreign countries

that overlook drug kingpins who export deadly fentanyl to the U.S. The bipartisan Blocking Deadly

CELEBRATING SMALL BUSINESSES PA REPRESENTATIVE DAN MOUL

As a state representative, I have had the pleasure of attending numerous grand openings and ribbon-cutting ceremonies for small businesses in our area. While this may seem a minor part of what I do, it is certainly not trivial. Small businesses create most of the jobs in this Commonwealth and should be celebrated, encouraged and given every opportunity for success. In Harrisburg, I work to pass business-friendly legislation aimed at easing the way for new and existing businesses, as well as attracting and keeping these important job creators – both large and small. I have supported reforms aimed at cutting job-crushing government red tape and burdensome regulations while maintaining important health and safety measures. In

government red tape and burdensome regulations while maintaining important health and safety measures. In addition to important workers' compensation reforms, I supported the Small Business Tax Fairness package to permit tax deferrals in certain like-kind exchanges, an expense deduction for the cost of certain business property, and a one-stop shop for permitting. These bills, which are now awaiting Senate action, are just a sample of the work I do on behalf of Pennsylvania businesses, and the reason the National Federation of Independent Business recently presented me with its Champion of Small Business Award.

SMALL BUSINESS ADVANTAGE PROGRAM PA SENATOR ALLOWAY

Small Business Ombudsman's Office website.

Grant funding for energy efficiency and pollution prevention projects for small business owners and farmers are still available from the Pennsylvania Department of Environmental Protection (DEP) through the Small Business Advantage Grant program. "This grant was created with small businesses and farmers in mind. There are tremendous monetary savings available to Pennsylvania's small business entrepreneurs by installing energy efficient equipment, such as LED lighting, and Energy Star rated HVAC and boilers," said Secretary Patrick McDonnell. "Pennsylvania farmers can also benefit from this grant by receiving support for undertaking projects to help them divert sediment and nutrient runoff from our waterways." "The Small Business Advantage grants are a tremendous opportunity for farmers to continue their stewardship of the land," said Pennsylvania Department of Agriculture Secretary Russell Redding. "Better soil retention, cleaner water, and a healthier environment benefit all Pennsylvanians, and I encourage farmers to take a look at their own operations to see where one of these grants could help out." Pennsylvania-based small business owners with 100 or fewer full-time employees are eligible for the grants. Projects must save the business a minimum of \$500 and 25% annually in energy consumption, or pollution related expenses. Natural resource protection projects are exempt from the minimums, however the projects must be able to quantify sediment and nutrient reductions into nearby waterways. Businesses can apply for 50% matching funds for equipment or materials, up to \$9,500, when adopting energy-efficient or pollution prevention equipment or processes. Applications are considered on a first come, first served basis, and will be accepted until fiscal year 2018-19 funds are exhausted, or April 12, whichever occurs first. The complete grant application package is available by visiting the DEP



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20-29 Years

Bermudian Springs School District Gettysburg Concrete Co. Giant Food Stores Hanover Concrete Co. Kenworthy Funeral Home, Inc. Laslow's Pharmacy Musselman Greenhouses Union Drummer Boy

10-19 Years

Adams County SPCA Alexander's Plumbing & Pumps, Inc. Borough of Arendtsville Bridges Golf Club Commuter Services of Pennsylvania Confederate Woods Veterinary Hospital, Inc. Lady & Taylor Body Shop, Inc. Land Conservancy of Adams County Misty Meadows Cabinetree Rotz & Stonesifer Schmitt's Interiors, Inc. Scott, Carolyn Smith & Company Stock and Leader Tom Knox Tire & Auto, Inc. Weikert's Livestock, Inc.

5-9 Years

Bar-Ray Products, Inc. Granite Hill Camping Resort O'Rorkes TrueNorth Wellness Services

1-4 Years

Barley Snyder Attorneys at Law
Doceo
Fresh Boutique
Global Equipment Excavating & Contracting, Inc.
Lower Marsh Creek Presbyterian Church
Retire Cents
ServiceMaster Cleaning & Restoration
The Intersection Church
Under the Horizon
Youth Advocate Programs, Inc.

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CHAMBER EVENTS

NOVEMBER 7 - REGISTRATION OPEN

99th Annual Meeting | 5:30 p.m. The Links at Gettysburg

NOVEMBER 13

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

NOVEMBER 15 - REGISTRATION OPEN

Membership Mixer | 5-7 p.m., The Outlet Shoppes at Gettysburg

FREE | gettysburg-chamber.ora

Thanksgiving Day | Chamber Office Closed

NOVEMBER 23

Chamber Holiday | Chamber Office Closed

NOVEMBER 24

Small Business Saturday

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

DECEMBER 6

Holiday Jackpot Raffle Party | 5-7 p.m. Wyndham Gettysburg

SAVE THE DATE - 2019 MIXERS

Aura Integrative Medicine & Misfit Interactive

FEBRUARY 21

Transitions Healthcare

Southern Commonwealth Associates-Thrivent Financial

APRIL 18

Gettysburg Foundation

MAY 16

ACNB Bank

JUNE 20

Beyond All Boundaries & V&F Multi Service

Paramount Senior Living at Chambersburg Road

Adams Electric Cooperative, Inc.

SEPTEMBER 19

Comfort Suites

OCTOBER 17

Adams County SPCA

NOVEMBER 21

The Lodges at Gettysburg

COMMUNITY EVENTS

NOVEMBER 2

Hoffman Homes for Youth Annual Gala hoffmanhomes.com

NOVEMBER 3

Adams County SPCA Gala adamscountyspca.org

NOVEMBER 4

Gettysburg Battlefield Marathon presented by YWCA of Gettysburg & Adams County ywcagettysburg.org

NOVEMBER 8

Adams County Community Foundation Giving Spree adamscountycf.org

NOVEMBER 16-17

The President's 16th Annual Remembrance Day Dinner & Ball remembrancedayball.com

NOVEMBER 17

Remembrance Day Parade suvcw.org

NOVEMBER 19

Dedication Day at Soldiers National Cemetery lincolnfellowship.wildapricot.org

NOVEMBER 22-24: DECEMBER 1.8.15

A Civil War Christmas at the Shriver House Museum shriverhouse.org

NOVEMBER 23

Christmas Tree Lighting Event on Lincoln Square, Gettvsbura gettysburgretailmerchants.com

NOVEMBER 23-25

East Berlin Log House Craft Show ebhpspa.org

NOVEMBER 30-DECEMBER 1

Gingerbread Celebration & Holiday Mart adamsarts.org

DECEMBER 1

A Gettysburg Christmas Festival including various events in and around Gettysburg gettysburg-chamber.org



Facing Today's Challenges with Hope

Mark Blanchard is the Executive Director of Cumberland Valley High School. He is a member of West Shore Evangelical Free Church in Mechanicsburg where he serves as the chair of the Board of Elders and the lead teacher for his Sunday morning class.

Listen in on this faith-based message of hope for business leaders facing the challenges of today's culture and its loss of moral compass.





ADAMS COUNTY COMMUNITY

PRAYER BREAKFAST

Wednesday, November 14

7 a.m. Breakfast & Registration | 7:30 a.m. Program Refectory at United Lutheran Seminary \$15/person | Register at gettysburg-chamber.org by November 7

Membership Mixer

Thursday, November 15 | 5-7 p.m.
Held in the Food Court at

The Outlet Shoppes at Gettysburg 1863 Gettysburg Village Dr., Gettysburg, PA 17325



Enjoy a showcase of shopper's favorites accompanied by beer, wine, prize drawings, and fun as you mix and mingle with the local business community. Find out about holiday shopping and a magical holiday experience showcasing thousands of lights, Santa Claus, and more!

Register at gettysburg-chamber.org



Holiday Jackpot
RAFFLE

THURSDAY, DEC. 6 | 5-7 P.M. WYNDHAM GETTYSBURG

\$1.000 GRAND PRIZE Plus 2-\$500 and 10-\$100 Prizes







Tickets

\$50 includes a raffle ticket and entry for two to raffle party with heavy hors d'oeuvres. Only 299 tickets available.

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OUT AND ABOUT



Membership Mixer | September 20 Hollabaugh Bros., Inc.



Membership Mixer | September 20 Hollabaugh Bros., Inc.



Membership Mixer | September 20 Hollabaugh Bros., Inc.



County Connections | October 3 Smith & Company, 10 Years



County Connections | October 3 Southern Commonwealth Associates-Thrivent Financial, 15 Years







County Connections | October 3 S.T. Heller-Author, 1 Year



County Connections | October 3 U & F Multi-Service, 1 Year



County Connections | October 3 Scaringi Law, 1 Year







County Connections | October 3 Musselman Greenhouses, 20 Years

Under The Horizon



Ruth's Harvest received a \$500 donation from the Gettysburg Adams Community Prayer Breakfast. Pictured here are members of the planning committee: Chamber president Carrie Stuart, Tony Beckett, Dave Waterman, Brian Woolsey and Pastor Mark Chester.



County Connections | October 3 Penn State Mont Alto, 20 Years



County Connections | October 3 C.E. Williams Sons, Inc., 45 Years



County Connections | October 3 Gettysburg Regional Airport, 10 Years

County Connections | October 3 Smith & Company, 10 Years



In lieu of a traditional Cash Mob, attendees of the October 3 County Connections Program donated food items for Blessing Boxes. This program, organized by Under the Horizon and A/V Solutions, serves the Upper Adams community to help eradicate hunger.



Gettysburg Rocks, an organization that supports Four Diamonds, received \$1,000 for support with music acts. Pictured are: Chamber President Carrie Stuart, Gettysburg Rocks organizer Rob Simon and Chamber event director Jennifer McCleaf.

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OFFICE HOURS

Monday-Friday, 8:30 a.m.-4:30 p.m.



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