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BUSINESS

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IN THIS ISSUE

- 04 **Business Briefs**
- 07 Advocacy Update
- 08 Member Spotlight:

Laura Goss, executive director Adams County Library System

- 09 Out & About
- 10 Ambassador Spotlight: Sarah Dull, general manger/director of sales
 - Comfort Suites
- 11 Community Events
- 12 Guest Article: Communicating with Customers Through the Pandemic Sarah Dull, general manger/director of sales Comfort Suites
- Chamber News 13

ADAMS COUNTY BUSINESS IS PUBLISHED AND PRODUCED BY



Chartered in 1919, The Chamber of Gettysburg & Adams County 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.



David L. Maaskant, CPA, CVA, member of **SEK. CPAs & Advisors**. has been recognized as one of the 40 Under Forty by the National Association of Certified Valuators and Analysts (NACVA) for 2020. Individuals were nominated for the 40 Under Forty recognition program by their peers, and the NACVA selected 40 of those

nominees that exemplify the brightest emerging leaders in the profession. Selected honorees demonstrate the motivation, courage, and drive needed to lead the industry's next generation and are recognized for both past accomplishments and their contributions to come. David joined SEK in 2016 and was admitted as a Member of the Firm in 2019. As a lead member of the firm's Business Valuation Team, he performs thorough, quality valuations for a variety of purposes. In addition to valuations, David provides tax, accounting, and consulting services.



Barley Snyder partner David J. Freedman has been named to the Pennsylvania Bar Association's new COVID-19 Task Force. Freedman is one of 19 members of the task force, which was created to monitor COVID-19 developments as they impact the legal profession, which brings together attorneys from across the state to share

their thoughts and advice on how the legal profession can rebound from the COVID-19 pandemic. The task force also intends to serve as a resource to address member concerns, to develop programs and to disseminate information. Freedman is a member of Barley Snyder's Employment, Education, and Immigration practice groups. He also is a member of the firm's Hospitality and Food and Agribusiness industry groups. In both 2015 and 2018, the Pennsylvania Immigration Resource Center named him its "Pro Bono Attorney of the Year."

Mediation Services of Adams County recently certified three new mediators: Dorothy Huete, Mental Health Counselor at St. Ignatius Loyola Church; Pastor Rick Smith, Gettysburg United Methodist Church and Craig Ormsby, retired Magisterial District Judge in Blair County. Ellie Cleaver, Janet Powers and Mary Kay Turner served as trainers for the 22-hour course. A similar course will be offered in Spring 2021.



C.S. Davidson, Inc., an employee-owned consulting engineering firm, is pleased to welcome Jessica M. Fieldhouse, AICP as the newest project manager. She is a graduate of Bloomsburg University with a Bachelor of Arts degree in Geography, with emphasis on Urban and Regional Planning and also participated in post-graduate

studies at Temple University in their Community and Regional Planning Program. In her new role, Fieldhouse is responsible for providing land use planning expertise

to municipal clients throughout Central Pennsylvania. Her responsibilities include the preparation of comprehensive plans, zoning ordinances, and subdivision and land development ordinances, guidance on general land planning issues, as well as services associated with grant funding and applications.

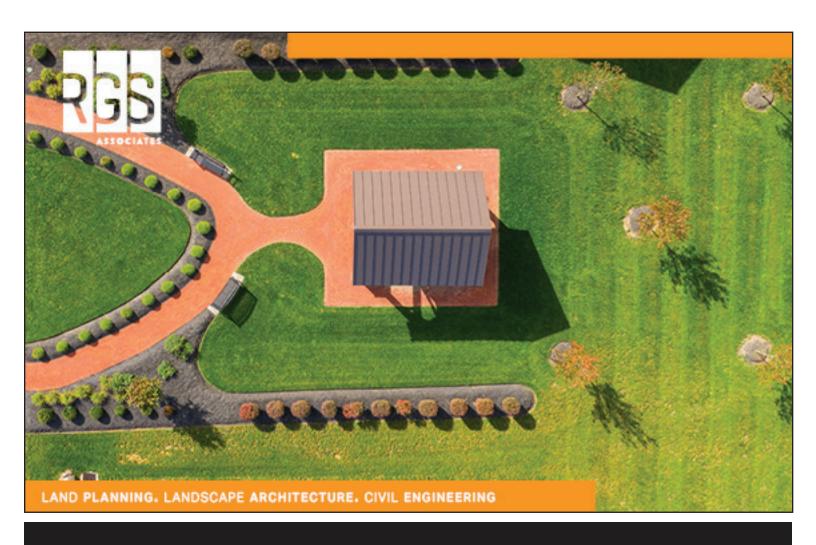


OSS Health welcomes two new specialists to their practice. James W. Klunk, DO, is an Orthopaedic Spine Surgeon with special expertise in adult spinal degeneration and deformity. Dr. Klunk utilizes the latest and most advanced technologies in robotics and navigation,

motion preservation, and minimally invasive techniques to return patients to a healthy, active lifestyle. Ernesto Levy, MD, Rheumatologist comes to OSS Health with a special interest in inflammatory rheumatological conditions and will offer committed and comprehensive Rheumatologic care, consistent with the highest standards in the field.

A new, concentrated group at Barley Snyder will handle the legal needs of transportation companies throughout the Mid-Atlantic states. The firm announced it has assembled a Transportation, Distribution & Logistics Industry Group to pool together the knowledge and experience of Barley Snyder's attorneys and the resources of the firm to provide support to the burgeoning industry throughout the region. Central Pennsylvania has established itself as a nationally known hub for the transportation industry because of its close proximity and easy highway and rail access to the Mid-Atlantic's biggest cities and populations. Those factors have led to companies building distribution and logistics warehouses throughout the region near highly traveled roads like interstates 76, 78, 81 and 83, which provide quick and simple access to New York City, Philadelphia, Pittsburgh, Baltimore, Washington, D.C., and the entire Mid-Atlantic region.





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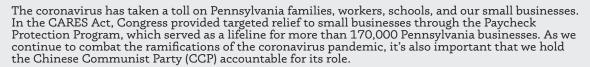
Learn more at WellSpan.org/OccHealth



ADVOCACY UPDATE

SUPPORTING PENNSYLVANIANS AND HOLDING CHINA **ACCOUNTABLE**

CONGRESSMAN JOHN JOYCE (R-PA 13TH DISTRICT)



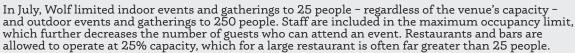


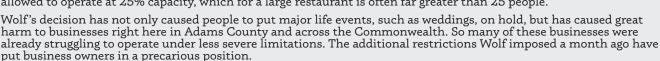
The CCP's cover-up of the coronavirus outbreak cost American lives and livelihoods. On the China Task Force, we are developing solutions to bolster our national security, end the CCP's overreach into our technology, and strengthen our supply chains. As the only doctor on the task force, I am committed to moving the manufacturing of key medicines and equipment back to America – and away from China. By taking action, we can create family-sustaining jobs for our workers, strengthen our economy, and ensure that Americans are never again beholden to the CCP.

Thank you for your partnership as we combat this pandemic and get Pennsylvanians back to work. By working together, we can keep our community - and our nation - on the road to recovery.

RESTRICTIONS ON VENUE BUSINESSES NEEDS TO BE LIFTED **REPRESENTATIVE TORREN ECKER (R-193)**

If you know anyone who is engaged to be married, you have probably heard that the wedding was put on hold due to the decreased capacity limits Gov. Tom Wolf placed on businesses that host events, such as weddings.





I believe these businesses can operated safely and responsibly by following health and safety guidelines. That is why I co-sponsored a bill to allow them to safely operate at 50% capacity. Under the legislation, venues, caterers, and other businesses would still need to adhere to social distancing standards per the recommendations of the Centers for Disease Control and Prevention.

I look forward to this legislation being introduced and hope it is swiftly taken up by the House.

HOUSE TAKES AIM AT TRANSPORTATION FUNDING SHORTFALLS REPRESENTATIVE DAN MOUL (R-ADAMS)

The House Transportation Committee is currently considering a package of bills stemming from the House Transportation Task Force, formed in 2019 to address our transportation funding needs. In its report, the task force outlined the reasons for shortfalls in our transportation funding streams and produced a series of recommendations to address these deficiencies.

Since 2012, about \$4.5 billion has been transferred from the Motor License Fund to the Pennsylvania State Police, leaving insufficient funding for transportation infrastructure projects that would be paid out of the fund. Despite passage of Act 89 of 2013, which increased the state's gas tax to fix our crumbling roads and bridges, the tax has failed to raise the revenue anticipated due to low gas prices and greater auto fuel-efficiency.

Another significant change occurred with Act 44 of 2007, which required the Pennsylvania Turnpike Commission (PTC) to transfer \$450 million annually to PennDOT for transportation capital needs. This forced the PTC to finance the debt payments, sharply increase tolls and the PTC's debt load - now at \$13 billion. When the turnpike's obligation to PennDOT drops to \$50 million in 2022, it will create a large funding gap in the General Fund.

Legislation now before the committee stems from task force recommendations and focuses on generating reliable funding sources to provide for our current and future transportation infrastructure needs. To learn more, visit pahousegop. com/transportation.







MEMBER SPOTLIGHT

LAURA GOSS, EXECUTIVE DIRECTOR
Adams County Library System

Tell us about your business.

The Adams County Library System (ACLS) has been in business since 1945; this is our 75th year! The ACLS provides free public library access and services to the residents of Adams County. These services include a popular materials collection, access to reliable information and high-speed internet. All branches of the Library System offer programs for all ages that will connect people to opportunities that enrich their lives.

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

The library staff are all involved in continuing professional education, both to further knowledge and to learn about services other libraries are providing. We attend trainings, workshops and conferences and are avid readers of library literature, including our favorite, book reviews! In PA, the

Office of Commonwealth Libraries and the Pennsylvania Library Association offer us support and education. Librarians are always eager to share knowledge, so many of us ask and answer questions through statewide library listserves.

What motivates you to jump out of bed every morning?

The opportunity to provide free public library services to the community is what makes us jump out of bed each morning! We look forward to greeting old friends and welcoming new ones to the library, whether they are visiting for business, information or pleasure!

Do you have any advice for new business owners?

Are you a new business owner? Then visit the library! We have business resources available, including subscription databases, free internet access and Wi-Fi as well as meeting rooms with audiovisual capabilities that can be reserved for your business meetings and board retreats. If you or your employees need assistance with computer programs or digital devices, contact us! Our trained staff can also teach Tips & Tricks for Microsoft Word, Excel, Publisher, and more. We'd be happy to personalize a presentation for your group.

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

The Chamber of Commerce keeps us connected to businesses and organizations throughout the county. We use that input to provide services that meet the needs of the community.

What do you think has contributed to your business reaching this milestone anniversary?

Although libraries have changed over the last 75 years, the ACLS is still the community center opening gateways for exploration with information services, programs for lifelong learning, and recreational reading, listening and viewing! We're still the place with the books, but now you can also read, listen and learn through our virtual branch 24/7, when it works for your busy schedule. We welcome your visit to any of our branches throughout Adams County or make a virtual visit at www.adamslibrary.org!

BIZ BUZZ

It's been 75 years since Adams County's first public library opened. Although the way we access and use information has completely transformed during that time, the mission remains the same: to provide residents with materials and information services for formal and lifelong learning, enrichment and pleasure.



As your library's materials have moved from card catalogs to online databases, from print to microfilm to digital publications, its community role has shifted, too. The library that once

served as an oasis of information is now here to help you navigate today's deep, shifting sea of available resources. At the heart of all six branch locations are librarians, who are here to help you connect with the information you need, in the format you want.

Branch Locations:

Gettysburg Library - 717.334.5716 | Jean Barnett Trone Memorial Library of East Berlin - 717.259.9000 Carroll Valley Library - 717.642.6009 | Harbaugh-Thomas Library - 717.677.6257 Littlestown Library - 717.359.0446 | New Oxford Area Library - 717.624.2182

OUT & ABOUT



Ribbon Cutting August 19 | Scott & Co. Fine Jewelers Photo credit: Darryl Wheeler, Gettysburg Times



Membership Mixer August 20 | Adams Electric Cooperative, Inc.



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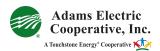
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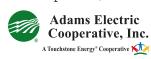




Membership Mixer August 20 | Adams Electric Cooperative, Inc.



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AMBASSADOR SPOTLIGHT

SARAH DULL, GENERAL MANAGER/DIRECTOR OF SALES Comfort Suites

Tell us about your role at Comfort Suites.

My role contains a little bit of everything! I do training, interviewing, scheduling, HR, payroll, laundry, housekeeping, breakfast attendant, front desk, sales anything that needs to be done to help the property run smoothly. The general manager of any property should be able to step in wherever needed.

What can we find you doing when you're not at work?

Spending time with my kids, cleaning/organizing (this helps me de-stress) or shopping at Hobby Lobby.

How has the pandemic impacted you at work and at home?

Work, yes. The hospitality industry has been drastically affected by this. Since my husband and I both work in this industry, it has made an impact for not only my job, but his also.

What is something about you (a fun fact) that not many people know?

Room design and home decorating is a passion of mine. If I were to ever leave the hospitality industry, I would more than likely pursue a career with interior design. This is a newer hobby - within the last 5 years, but it brings me so much joy.

What made you interested in the hospitality industry?

I started out on the culinary/restaurant side of things. I had a passion for restaurants. As I grew professionally after college, my course changed. I love how diverse hospitality is. You never have the same day twice. There is always something new to learn.

Who inspires you and why?

My kids. They are the light of my life. They get me through some really tough days. It's so nice to come home to them.

If you had to eat one meal every day for the rest of your life, what would it be?

Medium rare steak, loaded baked potatoes and grilled asparagus.

What do you love most about your job?

Something that I have recently learned to love... which is the challenge. This job challenges me and pushes me to be better, to do better. I feel like I have grown more as a professional in the last year and half as a General Manager than I have since I graduated college in 2011.

COMMUNITY EVENTS

SEPTEMBER 4

Land Conservancy Annual Art Auction Virtual Event BiddingOwl.com/LCAC

SEPTEMBER 10

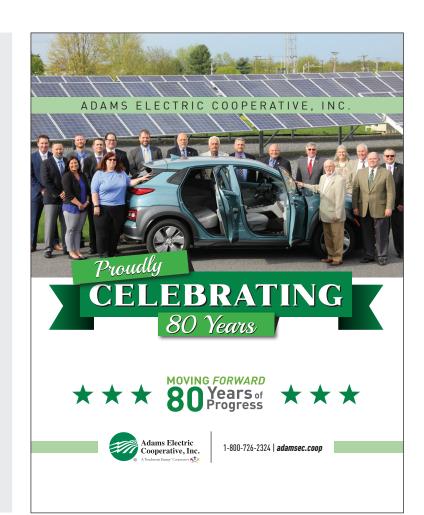
Tee It Up FORE the Arts | Noon The Links at Gettysburg 717.334.5006 | adamsarts.org

SEPTEMBER 19

Ladies' Autumn Bounty Tea | Noon Hollabaugh Bros. Inc. 717.677.8412 | hollabaughbros.com

SEPTEMBER 26

Gettysburg Outdoor Antique Show 7 a.m.-4 p.m. Downtown Gettysburg gettysburgretailmerchants.com







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COMMUNICATING WITH CUSTOMERS THROUGH THE PANDEMIC

SARAH DULL, GENERAL MANAGER/DIRECTOR OF SALES Comfort Suites

Have you had to adapt the way you approach customers and what you say to them? How do we tell our customers about the changes we have in place due to Covid-19? How can we help it come across in a positive way, and that it isn't being done to take amenities away from them, but to keep them safe?

Thankfully, most customers are very understanding and courteous about the amenity or policy changes due to Covid-19, the majority of which are out of our control. But what about the patrons that aren't? How should we as business leaders approach this so that it still will reflect positively on Adams County as a whole?

There are a few basic processes and extra steps that we have put in place to make sure that all of our bases are covered.

First, make sure that all amenity, hour, policy and overall changes are reflected on all your web platforms and social media outlets. Are you not allowed to offer something anymore, but it's still listed on your website? Have your hours been modified for extra sanitation procedures but it's not updated on your Facebook? If customers know what to expect before even coming in, all the better. Not everyone will see this, but it will cover a good bit of your patrons. Make sure to think about 3rd party pages as well, like the Chamber listing you have online.

Second, make sure to have all your staff on the same page. Put a sample script together or a list of bullet points that need to be covered with customers or guests. This way, everyone will be delivering the same information and there won't be any confusion. At our property, our staff has been instructed to take control of the narrative. If we control the conversation and address the policy changes outright, our guests receive the information better.

Third, professional looking signage. Make sure to have ample signage on doors, elevators, and heavily accessed public spaces. We for example have signs on the main doors, elevator, stairwell doors, public bathrooms, and in the breakfast area. We also have larger signs in the lobby requesting that all guests wear masks.

Lastly, make sure you are showing the actual changes that are taking place. You can tell your patrons you are doing extra sanitation until you are blue in the face, but until your customers see your staff out and about actually doing it, it won't carry as much weight. Make a sanitation list for each shift, have everyone timestamp and initial once complete, and keep the records on file. Our guests really appreciate when our staff are out and about wiping things down and keeping public spaces safer for them.

I know that most of these things seem basic, but coming from a hotel perspective, and someone who is talking to visitors daily, I know that there are some businesses in town that haven't implemented these steps into their day to day operations. Guests ask us where to go and what to do. When they come back and something in town isn't quite what they remember, or what they were expecting, it's mentioned to

Even if you do everything correct and follow the rules to the best of your ability, we can't make everyone happy. That being said, if we collectively do our best with this, it will be noticed. Customers that see the extra effort, will remember, and they will come back.

I'm sure I can speak for most people by saying, navigating this pandemic has been one of the hardest things we have had to do - constant changes and a daily roller coaster of emotion. Let's take this challenge and use it as an opportunity to make us stronger and more unified as a community. If you see a fellow business having issues with how to handle this, offer assistance. Keep the community working together and fighting for the same goal - bringing business back.

We need to remember that Adams County will get through this and come out stronger because of it.

CHAMBER EVENTS

SEPTEMBER 1

Member Appreciation Picnic | 11:30 a.m.-1:30 p.m., pavilion at Adams Electric Cooperative

SEPTEMBER 2

Raffle Committee Meeting | 1:30 p.m.

SEPTEMBER 8

Executive Committee Meeting | 7:30 a.m.

SEPTEMBER 10

Governmental Affairs Committee Meeting | 12 p.m.

SEPTEMBER 16 - REGISTRATION OPEN

Curated Connections (virtual mixer) co-hosted by Home Instead Senior Care and VNA of Hanover/Spring Grove 9 a.m.

SEPTEMBER 21

Awards Committee Meeting | 1 p.m.

SEPTEMBER 23

Ambassador Committee Meeting | 11:30 a.m.

SEPTEMBER 24

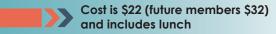
Board of Directors Meeting | 7:30 a.m.

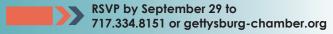


Join us for

at Thirsty Farmer Brew Works Tuesday, October 6 11:30 a.m. Registration

Noon Program & Anniversary Recognitions







NEW MEMBERS

Taylor's Greenhouse LLC

Kurt Taylor

265 Fairgrounds Rd. Biglerville PA 17307 717.677.7471 taylorsgreenhouse@gmail.com taylorsgreenhouse.com Agribusiness----Greenhouses/Nurseries

Zen Business

Ross Buhrdorf

702 San Antonio St. Austin, TX 78701 outreach@zenbusiness.com zenbusiness.com/form-llc/pennsylvania/ Business & Industry----Business Services

MEMBER RENEWALS

20-29 YEARS

Henry O. Heiser, III, Attorney-at-Law **UPMC** Hanover Gettysburg Area School District

10-19 YEARS

Adams County Historical Society Ragged Edge Coffee House, LLC The York Water Company SpiriTrust Lutheran Home Care & Hospice, Inc. Strayer, Charles "Skip" Project Gettysburg-Leon Aflac Lincoln Leadership Institute

5-9 YEARS

Howard, Betty Cumberland Township Jones, PhD, Walton PJ Martin Engineering

1-4 YEARS

Farnsworth House Inn The Brafferton Inn Scaringi Law Lyle R. Pitner State Farm Agency







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OFFICE HOURS

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

