

ADAMS COUNTY

NOVEMBER  
2019

# BUSINESS



**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

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*Succeed*



BUSINESS BRIEFS

ADVOCACY UPDATE

EVENTS CALENDAR

# Among the nation's most **Well** prepared hospitals in caring for stroke.

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WellSpan York Hospital is certified as a Comprehensive Stroke Center by the Joint Commission – a designation awarded to only 3% of registered U.S. hospitals. We are honored that this organization recognizes the skill of our physicians, nurses and other clinical staff members in caring for the most complex conditions.

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For more information about the signs and symptoms of stroke, visit **[WellSpan.org/Stroke](http://WellSpan.org/Stroke)**.



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ADAMS COUNTY BUSINESS IS PUBLISHED AND PRODUCED BY



**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

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](mailto:news@gettysburg-chamber.org) by the second Tuesday of each month for inclusion in the following month's publication.



**New Hope Ministries** proudly announced the opening of their 7th Center in Littlestown, PA on September 11, 2019, with an open house and dedication. Since July 2016, New Hope

began operating a once-a-month mobile program at Barts Centenary United Methodist Church and now have a permanent center at 1113 Frederick Pike that is open every Wednesday from 9 a.m. until 4 p.m. to serve residents in the Littlestown community. The Littlestown Center can be reached at 717.848.0885. New Hope provides a food pantry, crisis assistance and employment programs.



The **HACC Foundation** recently provided funding for key projects at HACC, Central Pennsylvania's Community College. The HACC Foundation, a nonprofit organization

that raises private contributions in support of HACC for student scholarships, innovative academic programs, state-of-the-art training equipment and modernized facilities, approved more than \$172,000 for projects at the College. This funding is made possible through generous contributions from individual and organizational donors. To learn more about the HACC Foundation, please visit [haccfoundation.org](http://haccfoundation.org). To contribute to the HACC Foundation, visit [hacc.edu/GiveNow](http://hacc.edu/GiveNow).



**The Adams County Community Foundation** provided a \$25,000 grant to the HACC Foundation in support of the Gettysburg Campus Fund for Excellence in Mechatronics. The fund for excellence supports the purchase of an additional state-of-the-art robot for the Robotics Lab at the Gettysburg Campus of HACC, Central Pennsylvania's Community College. The robot will allow the Gettysburg Campus to offer industrial robotics classes.

**The Outlet Shoppes at Gettysburg** is excited to announce the Polo Ralph Lauren Factory Store is set to open November 1. The iconic American designer brand will be situated between Claire's and Justice.



On September 18, 67-year old Ric Baxter, MD visited **SpiriTrust Lutheran® Home Care & Hospice** in Chambersburg, one of many stops on his Don't Wait bike tour across the state.

Baxter's stop in Chambersburg is part of an 800-mile trans-Pennsylvania solo bike trip that began and will end at St. Luke's University Hospital Network's (SLUHN) Hospice House in Saucon Valley. Throughout the month of September, the SLUHN hospice and palliative medicine specialist and Emmaus resident has been visiting hospice facilities, family, friends and public institutions, many in out-of-the-way places, taking an urgent message to the people he meets along the way: Don't Wait to enjoy those things you've been putting off, or you may never achieve them. Baxter bikes around 80 miles a day to spread his message to the hospice community.

**The Land Conservancy of Adams County** recently helped preserve Jeff and Deborah Seibert's historic stone farmhouse on about 144 acres in Hamilton Township. The Seibert's realized a conservation easement would maintain the beauty and wildness of their property for themselves and for future generations. The Seibert's said "working with the Land Conservancy staff was a pleasure" and they are now considering preservation of an additional property to continue protecting the landscape and wild creatures of Adams County.



**TREYSTA LLC** is pleased to announce that John George, Sr. has been promoted to President of the company. John has over 20 years of experience in the IT Services industry. His new role will focus on leading the day to day operations of TREYSTA along with continuing his prior role overseeing the Sales and Marketing function of the company. In addition, TREYSTA has officially become a SOC2 Certified Service Organization. They have committed to regular audits to ensure they are meeting the five trust principles- Security, Availability, Processing, Integrity, Confidentiality, and Privacy. TREYSTA's compliance is extended to all services they provide.



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## MEMBER SPOTLIGHT

**BRYAN CHERRY**

*C.A.R.E. Property Services, Celebrating 10 years*

### **What business challenges keep you awake at night?**

I wake up every night/morning at 2 a.m. pondering the jobs our team members are on. I am always wondering if there is something I could be doing to make their job easier or run smoother. I also wonder if we are engaging enough with our clients/customers. Customer satisfaction is always on all of our minds. Our tagline is "We're The Only Call You Need" and we stand behind that!

### **Do you have any advice for new business owners?**

Set goals, make them realistic and never quit. You're going to make mistakes. We're all human! It's a challenge to own and run a business, but the risk versus reward is so fulfilling. Surround yourself with good people, keep them trained properly and know your employees and their families. Engage with them about life and not always about work.

### **As someone doing business in Adams County, how does The Chamber help you?**

The Chamber brings many opportunities to not just business owners, but new residents in the area. We've received many phone calls from new residents who have been referred by The Chamber and have turned into repeat business. We all benefit from being able to socialize with each other and showcase our business with others in The Chamber. What better referral than a direct referral from someone you know and do business with as well.

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

Being able to help the people in the area that myself and our employees grew up in makes Adams County a great place to do business. What better way to help people out in their time of need who have helped mold us into the adults we are today. We sponsor local events, charity events and volunteer whenever we can. We also host events at our office. In May we did "Adulting 101" with the Hanover Area Young Professionals. It gave us a chance to put tools in the hands of young men and women who might not normally have the chance or are too nervous to use them. What an awesome event!! We also offer continuing education classes to Realtors in Adams & York Counties completely free of charge.

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

It all depends on the season. During the winter, the family and I head to Liberty Mountain. The other 3 seasons we really just enjoy being outside. Anything from golfing at The Bridges, hiking around the Gettysburg Battlefield, Saturday nights at Lincoln Speedway, or dining at one of the many awesome restaurants and Sunday's on our deck admiring the Adams County countryside!

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

I honestly believe it's been the luck of finding great employees to surround ourselves with who love what they do! Without our employees, we'd never have made it this far.

## BIZ BUZZ

C.A.R.E. Property Services specializes in Mold Remediation, Water Mitigation, Fire Restoration, Energy Solutions & General Contracting. The business is one of the few companies in Adams County who specializes in emergency services for fire, water and mold. C.A.R.E. Property Services is available 24/7, 365 days a year. The C.A.R.E. Property Services business mission is to be there for you in your time of need. They are celebrating their tenth year of being in business.



# ADVOCACY UPDATE

## TOOMEY SEEKS TO REFORM U.S. SUGAR PROGRAM

U.S. SENATOR PAT TOOMEY



U.S. Senator Pat Toomey (R-Pa.) is renewing his bipartisan effort to rein in America's flawed sugar program and save taxpayer dollars.

This fall, Senator Toomey introduced the Fair Sugar Policy Act of 2019.

"The current sugar program is a bad deal for American consumers and federal taxpayers. It is time to reform this corporate welfare program that hikes food costs for families and threatens thousands of well-paying jobs in Pennsylvania," said Senator Toomey. "I thank Senator Shaheen and Representatives Foxx and Davis for their hard work as we advance this bipartisan bill to rein in our government's flawed sugar policies and save taxpayer dollars."

Specifically, the Fair Sugar Policy Act of 2019 would:

- Lift restrictions on the domestic supply of refined sugar.
- Reduce taxpayer liability for loan forfeitures when sugar processors decide not to repay their USDA loans.
- Ensure that the impact on consumers, manufacturers, and farmers is taken into account when the USDA administers the sugar program.
- Bring market forces into the U.S. sugar market.

## TAX RELIEF FOR AGING PENNSYLVANIANS

PENNSYLVANIA SENATOR DOUG MASTRIANO (R-33)



I am finalizing legislation that would eliminate property taxes for senior citizens that meet income, residency and age thresholds.

After talking to senior citizens on fixed incomes throughout our community, I am convinced it is imperative to help these struggling Pennsylvanians, who should be able to enjoy their golden years. Property taxes continue to skyrocket, and our senior citizens should not have to fear losing their homes. They have already contributed to the Commonwealth's tax base for decades.

According to the Pennsylvania State Data Center, PA ranks fifth among the 50 states with its population age 65-plus (2.2 million) and seventh by percentage (17.8 percent).

My "Tax Relief for Aging Pennsylvanians" would eliminate property taxes imposed by a political subdivision on residents that:

- are age 65 or older,
- are a resident of Pennsylvania for 10 years or more, and
- have an annual household income of \$40,000 or less.

I am also a co-sponsor of Senate Bill 76, the Property Tax Independence Act. The bill would eliminate school property taxes for all citizens, and fund education with other state revenues.

Until we achieve complete school property tax elimination, we should provide immediate relief to seniors, who are hit the hardest by this outdated levy.

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Join us November 29<sup>th</sup> for the Annual Gettysburg Area Retail Merchants Tree Lighting in Lincoln Square

- \*Festivities begin at 5pm with the closing of Gettysburg's Lincoln Square to traffic
- \*Santa Arrives at 6pm on a Harley-Davidson Trike Courtesy of Battlefield Harley-Davidson
- \*Shop GARMA Merchants to support small, local businesses in downtown Gettysburg

Photo courtesy of Casey Martin  
www.caseymartinphotography.com

**GARMA** Gettysburg Area Retail Merchants Association

PO Box 4914 | Gettysburg, PA 17325  
www.gettysburgretailmerchants.com

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## Annual Business Leadership CONFERENCE

**Thursday, November 21, 2019**  
**Grand Ballroom at the Gettysburg Hotel**  
**9:00 a.m. – 2:30 p.m.**

**Four dynamic educational sessions for as low as \$109\***

Program Agenda:

- 9:00-9:30 – Registration/continental breakfast
- 9:30-10:30 – Session 1: Winning Colors, What is your Communication Style lead by the Warrior JROTC
- 10:45-11:45 – Session 2 : WWII Leaders in Gettysburg: Their Stories, Their Styles by Antigoni Ladd, Tigrett Leadership Academy (Stevens Room)
- 11:45-12:15 – Lunch
- 12:15-1:15 – Keynote: Stop Ignoring Your Leadership's Check Engine Light by Judy Morley, Intuitively Speaking
- 1:30-2:30 – Session 3: Handling Aggressive Customers by Leslie Elsner Bell, Granite HR Consulting
- 9:00-3:00 – Vendor Village will feature a variety of businesses sharing their products and services to help you succeed in yours! From HR needs, to technology, you can find the service you need.

\*Member pricing only

**REGISTER BY CALLING 717.334.8151**

# KEEPING YOUR BUSINESS RELEVANT!

Featured Writer | Kate Epstein | AgChoice Farm Credit



**DOES YOUR BUSINESS NEED TO GROW?**



**WHAT IS GROWTH?**



**WHY DOES A BUSINESS NEED TO GROW?**



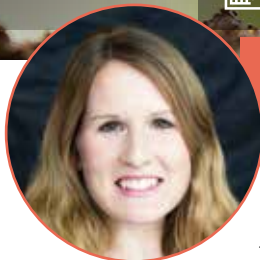
**HOW DO SUCCESSFUL BUSINESS OWNERS ACHIEVE GROWTH?**



**HOW MANY OF YOU, AS OWNERS, TAKE A RAISE EACH YEAR?**



**WHAT IS YOUR PLANNING PROCESS?**



## GUEST ARTICLE

KATE EPSTEIN

*AgChoice Farm Credit*

### Does your business need to grow?

Yes! For businesses to remain relevant, they need to grow and evolve. Let's explore why growth is important.

### Why does a business need to grow?

In most businesses, raw material and other inputs tend to increase in cost from year to year. Employees want raises. Technology advances require increased investments in our businesses. Capital assets (land, equipment, trucks, etc.) tend to increase in price and eventually, need replaced. The capital we purchase is usually a step up from what we are replacing; for example, we replace a smaller tractor with a higher horsepower tractor. The bottom line is that these purchases tend to increase our cost of production on an annual basis.

### How many of you, as owners, take a raise each year?

Most of you would probably tell me that you don't take a raise. However, does your cost of living increase? Yes, cost of living increases each year. Your family living costs change as your employees' costs. Food, clothes and family needs tend to increase, and if you don't take more out of your business, your lifestyle will decrease. Business growth is like breathing to each of us. If we stop breathing, we die. If your business stops growing, the business will become unhealthy and will eventually die. Does this mean you must get bigger? That depends on your definition of growth, so let's define growth.

### What is growth?

One definition from Webster's is "an increase, as in size, number, value or strength." This means we don't necessarily need to get larger to grow our businesses.

Growth can come from:

- Higher prices
- Greater per unit output (milk per cow, yield per acre, etc.)
- Lower debt (less outlay)
- Greater efficiencies creating better net margins
- Combinations of these items

Obviously, expanding is a form of business growth. You can diversify to expand, or maybe increase the scope and scale of the core business. The goal is to grow the income of your business at a faster rate than the cost of production, providing funds for living, retirement, alternative investments or even expanding. It's easy

to tell you, "You must grow." It's not as easy to do it. So, how do business operators successfully achieve growth on a regular basis?

### How do successful business owners achieve growth?

I could over-simplify it and say, "They run their operations as businesses."

To run an operation as a business, I see successful owners:

- Planning
- Managing
- Controlling the controllable
- Maintaining a positive attitude

The successful, most profitable operations spend time planning. They don't develop their plans and put them on a shelf. Successful operations look at planning as a process. The key to the process is evaluating and adjusting, which keeps the planning process as an ongoing cycle.

### Planning process

A written plan doubles the chances of success. If we don't manage the plan, or spend time managing the business, the plan is hard to implement and adjust. The successful operations I work with spend time on management. Management is not the day-to-day chores. Instead, it is the time spent monitoring the employees, listening to issues, reviewing regulations, writing plans, evaluating the finances, setting goals and looking at other facilities. Those activities are not always fun for business owners, but they must be done to keep plans on track and businesses growing.

Successful managers know what they can control. By focusing on controllable items, they spend their time on what makes a difference in growing businesses and implementing game plans. These successful operators don't do it all themselves; they have a team of key advisors who become essential parts in supporting the manager/owner in controlling the controllable items.

Finally, a trait of successful business owners is a positive attitude. Even when times are tough, good business plans and positive attitudes can keep the business growing and moving forward. These positive attitudes can be infectious and help both employees and vendors.



2019



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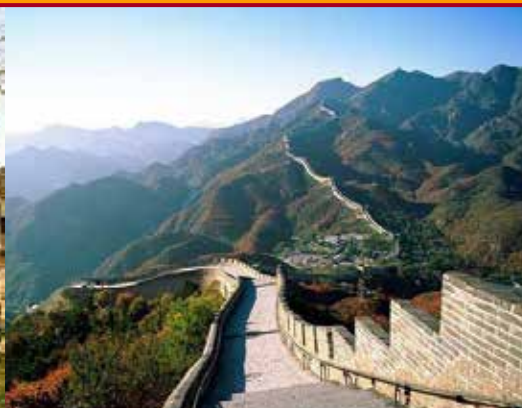
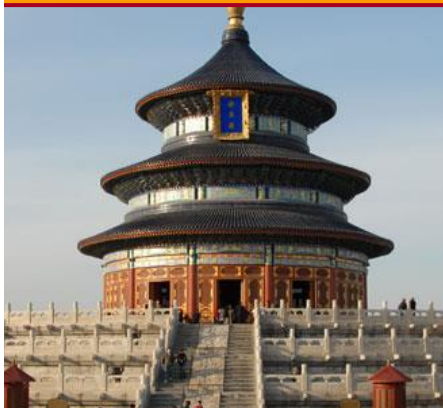
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**Day 1 – Dulles International Airport (IAD)/Beijing**

Free shuttle bus service starts from Gettysburg. Check in at IAD International Airport for an afternoon flight to China.

**Day 2 - Beijing**

Arrive in Beijing, the Capital of China by midnight. You will be met at the airport by your tour guide and transferred to the hotel.

**Day 3 - Beijing**

Visit the **Tian An Men Square**, the largest square in the world, and the **Temple of Heaven**, built in 1420 A.D., where the emperors prayed to the heavens for a good harvest.

Sightseeing today will continue with a tour of the **Palace Museum**, also known as the **Forbidden City**, home of 24 emperors with a total space of 9,999 rooms, and the **Summer Palace**, featuring the Long Corridor with painted gallery, Kunming Lake and Longevity Hill, Seventeen Arch Bridge and the Marble Boat.

**Day 4 - Beijing**

Tour bus excursion to the **Great Wall**, the 4,000 mile long and 2,000 year old construction is said to be the only man-made structure visible by the naked eye from the moon. Visit the **Ming Tombs**. One of the 13 Ming Emperors' Tombs is fully excavated and open for exploration.

**Day 5 - Beijing/Shanghai/Suzhou**

Fly to Shanghai, followed by a bus trip to Suzhou for the **Lingering Garden**, **Tiger Hill**, **Hanshan Temple** and the **National Embroidery Institute** to see silk embroidery, a local craft with thousands of years of history. Dinner this evening will include a show featuring traditional Chinese music.

**Day 6 - Suzhou/Hangzhou**

Morning tour bus excursion to **Hangzhou** for a visit to the **Economic Development Zone** and the centuries-old **Lingyin Temple**, featuring a 64.3 foot high camphor-wood carving of Buddha.

**Day 7 - Hangzhou/Shanghai**

Morning boat cruise on **West Lake** with relaxing stopover at jewel-like pagodas and tea houses. Afternoon tour bus trip to Shanghai.

**Day 8 - Shanghai**

Visit the **Yu Garden**, a maze of marvelous pavilions, ponds, rocky works and overarching trees. Also visit the **Bund**, Shanghai's famous waterfront park. Tour the **Pudong Economic Development Zone**.

**Day 9 - Shanghai/Beijing/IAD**

Morning for free. The afternoon flight will depart by 1:30pm for IAD where you will arrive at 10:30am on the same day. Shuttle bus to Gettysburg.

- Price reflects double occupancy
- Add \$200 to see Terra-Cotta Warriors at Xi'an
- Free business conference for interested passengers
- Free shuttle bus on departure day and return day
- \*Member price starting March 1, 2020, add \$100

- Add \$500 for single occupancy
- Valid passport and visa required (not included)
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- \*Member price through February 29, 2020
- \*Non-members, add \$300

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# OUT & ABOUT



Membership Mixer  
September 19 | Comfort Suites



Dunkin' held a ribbon cutting in conjunction with their grand opening celebration at the end of September.



Membership Mixer  
September 19 | Comfort Suites



Members of The Chamber of Gettysburg & Adams County, New Oxford Area Chamber of Commerce and Hanover Chamber of Commerce recently celebrated the 50th anniversary of the H.A.R.T. Center.



Membership Mixer  
September 19 | Comfort Suites



Meet & Greet Luncheon with Senator Mastriano  
October 10



Meet & Greet Luncheon with Senator Mastriano  
October 10



Membership Mixer  
September 19 | Comfort Suites



Meet & Greet Luncheon with Senator Mastriano  
October 10



Meet & Greet Luncheon with Senator Mastriano  
October 10





Liberty Mountain Resort  
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# CHAMBER EVENTS

## NOVEMBER 6 - REGISTRATION OPEN

100<sup>th</sup> Annual Meeting | 5:30 - 7:30 p.m.

Dobbin House Tavern

## NOVEMBER 12

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

## NOVEMBER 14

Governmental Affairs Committee | Noon,

Gettysburg Eddie's

## NOVEMBER 21 - REGISTRATION OPEN

ACBiz Con | 9 a.m. - 2 p.m., Gettysburg Hotel

Membership Mixer | 4 - 6 p.m., The Lodges at

Gettysburg

## NOVEMBER 28-29

Chamber Office Closed for Thanksgiving holiday

## DECEMBER 12 - REGISTRATION OPEN

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

The Upper Crust

## DECEMBER 24-JANUARY 2

Chamber Office Closed for Holidays

# COMMUNITY EVENTS

## NOVEMBER 7

Adams County Community Foundation

Giving Spree

Gettysburg Area Middle School | 4 - 9 p.m.

[adamscountycf.org](http://adamscountycf.org)

## NOVEMBER 16

Night at the Museum

Gettysburg Heritage Center | 6 p.m.

[gettysburgmuseum.com](http://gettysburgmuseum.com)

## NOVEMBER 19

Dedication Day

Soldiers National Cemetery | 10:15 a.m.

[lincolnfellowship.wildapricot.org](http://lincolnfellowship.wildapricot.org)

## NOVEMBER 22-23

The President's 16<sup>th</sup> Annual Remembrance Day

Dinner and Ball

Gettysburg Hotel | 5:30 p.m.

[remembrancedayball.com](http://remembrancedayball.com)

## NOVEMBER 23

Remembrance Day Parade

Middle Street | 1 p.m.

[suvchw.org](http://suvchw.org)

## NOVEMBER 28

Thanksgiving Buffet

1863 Restaurant | 11:30 a.m. - 2 p.m.

[1863restaurantandlounge.com](http://1863restaurantandlounge.com)

## NOVEMBER 28

Thanksgiving Brunch

Liberty Mountain Resort | 11 a.m. - 3 p.m.

[libertymountainresort.com](http://libertymountainresort.com)

## NOVEMBER 29

Christmas Tree Lighting Event

Lincoln Square | 5-7 p.m.

[gettysburgretailmerchants.com](http://gettysburgretailmerchants.com)

## NOVEMBER 29-NOVEMBER 30

Five Christmases At The Shriver House | 4, 6

or 8 p.m.

[shriverhouse.org](http://shriverhouse.org)

## NOVEMBER 29-DECEMBER 1

East Berlin Log House Craft Show

The Log House, East Berlin | 10 a.m. - 4 p.m.

[ebhpspa.org](http://ebhpspa.org)



*Membership* **MIXER**

**Thursday, November 21**  
**from 4-6 p.m.**

at THE LODGES  
at *Gettysburg*  
685 Camp Gettysburg Rd.  
Gettysburg, PA

**Casino and Cocktails**  
"Deal me in, you bet it will be a  
good time!"  
**Casino games with Lodge Bucks.**  
**Winner receives an overnight stay**

**RSVP by Nov. 7 to:**  
**[Gettysburg-chamber.org](http://Gettysburg-chamber.org)**

## NEW MEMBERS

### **Adams Cumberland Pharmacy**

#### **Leti Ro**

3463 Biglerville Rd.  
Biglerville, PA 17307  
717.677.8144  
ed.maff@acpharmacy.net  
acpharmacy.net  
Health Services----Pharmacies/Dispensaries

### **Back Alley Axe**

#### **Josh Keeney**

123 Baltimore St.  
Gettysburg, PA 17325  
717.334.0844  
backalleyaxe@gmail.com  
backalleyaxe.com  
Arts & Recreation

### **Dunkin'**

#### **BJ Patel**

863 York Rd.  
Gettysburg, PA 17325  
717.600.5780  
bjpatel07@gmail.com  
Shopping & Dining----Restaurants

### **Granite HR Consulting, LLC**

#### **Leslie Elsner Bell**

280 Granite Run Dr., Ste. 300  
Lancaster, PA 17601  
717.556.1068  
lbell@granitehrconsulting.com  
granitehrconsulting.com  
Business & Industry----Business Services

### **Jean Grubesky**

59 Clearview Ln.  
Biglerville, PA 17307  
717.476.0851  
comet303@gmail.com  
Individual Members

### **The Upper Crust**

#### **Linda Atiyeh**

19 York St.  
Gettysburg, PA 17325  
717.549.2444  
info@theuppercrustpizzas.com  
theuppercrustpizzas.com  
Shopping & Dining----Restaurants

### **Your Chef Cooks for You**

#### **MaryAnn Best**

P.O. Box 284  
Biglerville, PA 17307  
717.357.5027  
youchefcooksforyou@gmail.com  
youchefcooksforyou.com  
Events & Meetings----Personal Services

## MEMBER RENEWALS

### **20-29 YEARS**

McDonald's  
Kenworthy Funeral Home, Inc.  
Gettysburg Concrete Co.  
Hanover Concrete Co.  
BB&T  
Adams Rescue Mission, Inc.

### **10-19 YEARS**

Lady & Taylor Body Shop, Inc.  
St. Francis Xavier Catholic School  
Hoffman Homes for Youth  
Adams County SPCA  
Ragged Edge Coffee House, LLC

### **5-9 YEARS**

O'Rorkes  
Bar-Ray Products, Inc.

### **1-4 YEARS**

Redbud House Kitchenwares  
The Arc of Adams County  
Beef Jerky Outlet  
Buddy Boy Winery & Vineyards  
Hutchison, Rosemary  
Global Equipment Excavating & Contracting, Inc.  
Keller Williams Keystone Realty  
The Beveled Edge Marble and Granite, Inc.  
Atlantic Foot & Ankle Specialists



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an invitation to a VIP reception.

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**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY



1382 Biglerville Rd. | Gettysburg, PA 17325  
717.334.8151 | FAX 717.334.3368  
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www.gettysburg-chamber.org

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