

ADAMS COUNTY

SEPTEMBER 2021

BUSINESS



THE CHAMBER
GETTYSBURG & ADAMS COUNTY

Going Once, Going Twice,
SOLD



BUSINESS BRIEFS

ADVOCACY UPDATE

EVENTS CALENDAR



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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 by the second Tuesday of each month for inclusion in the following month's publication.



Angela L. Quigley, CPA, Manager at **SEK, CPAs & Advisors** has been selected as a Forty Under 40 recipient for 2021. Honorees, chosen by the *Central Penn Business Journal* editors, were selected based on professional accomplishments, community service, and commitment to inspiring change. Quigley joined SEK in 2010 and provides tax services, financial statement preparation, bookkeeping, and Sage 50 consulting services for clients ranging from small, family-owned businesses to multi-state corporations. In addition to her client responsibilities, she volunteers much of her time outside of the office to various local organizations. She was a 2014 graduate of Leadership Franklin County and was named 2019 Alumni of the Year, where she currently serves as a mentor for the program and alumni chair.

TREYSTA technology management has been selected as one of the technology industry's top-performing providers of managed services by the editors of Channel Futures. For the past 15 years, MSPs from around the globe have submitted applications to be included on this prestigious and definitive listing. The Channel Futures MSP 501 survey examines organizational performance based on annual sales, recurring revenue, profit margins, revenue mix, growth opportunities, innovation, technology solutions supported, and company and customer demographics. Managed services providers that qualify for the list must pass a rigorous review conducted by the research team and editors of Channel Futures that rank applicants using a unique methodology that weighs financial performance according to long-term health and viability, commitment to recurring revenue and operational efficiency.



Chrissy Davis Jones, Ed.D., has been named vice president of student affairs and enrollment management at **HACC, Central Pennsylvania's Community College**. Davis Jones has worked in higher education, specifically community and technical colleges, for over 20 years with

16 of those years focused on developing, restructuring and implementing student success-related programs. Davis Jones earned a doctorate degree in education with an emphasis in higher education administration from the University of North Texas in Denton, Texas; a master's degree in social work at the University of Denver in Denver, Colorado; and a bachelor's degree in social work with a minor in African American history at the University of Wyoming in Laramie, Wyoming.



Armstrong



Strickland



Myers

As **Barley Snyder's** client base and workload continues to increase, the firm has added additional attorneys and staff to its growing roster of professionals. Ambria Armstrong joined the firm in early August as part of the firm's Business Practice Group. She is an experienced mergers and acquisitions attorney and is a graduate of William & Mary Law School. Armstrong is also a former summer associate at Barley Snyder. Josh Strickland is a paralegal with nearly five years of legal experience after he graduated from Franklin & Marshall College. He joined the firm in mid-July, and is working in the firm's Immigration Practice Group. Cheryl A. Myers is a paralegal with nearly two decades of legal experience that she will use in the Barley Snyder Litigation Practice Group and the Health Care Industry Group.



As the 115th anniversary approached, the Board and

organizational leadership of **The Manufacturers' Association** identified an opportunity to update its logo, visual identity, and website to reflect a renewed commitment to professional training and apprenticeships, and highlight the image of modern manufacturing. They hope its new brand will connect with a new generation of professionals—giving them the chance to learn specialized skills and pivot into high-paying and rewarding careers. After all, the organization exists to ensure that critical knowledge is preserved, expanded, and shared with the manufacturing professionals of tomorrow.



Angela J. Boswell has been promoted and named as the new community banking manager for the New Oxford office of **ACNB Bank**. She began her career in banking 17 years ago when she joined the organization as a part-time teller. She has served as the community banking supervisor at the North Hanover office for the past 14 years. A native and current resident of Hanover, she is a graduate of York County Vo-Tech.



Ashley L. Cooley is the new community banking manager for three locations of **ACNB Bank** including the Arendtsville office, Biglerville office and Bendersville office. She began her career in banking more than seven years ago when she joined the organization as a teller and, most recently served as the

community banking specialist for the Biglerville office. After graduating from Dover Area High School, Cooley earned an Associate of Science in Nursing from Harrisburg Area Community College prior to pursuing her career in banking. She resides in Biglerville with her husband, Marc, and their three children.



Sheila J. Fleischer, **ACNB Bank** assistant vice president, is the new community banking manager for the North Gettysburg office. She joined ACNB Bank in 2017 as a community banking specialist at the East Berlin office and has eight years of banking experience.

Fleischer most recently served as community banking manager for the New Oxford office. She is a graduate of Central Dauphin Senior High School and earned a Bachelor of Arts in Organizational Management from Eastern University. She lives in Gettysburg with her husband, David.



Ryan M. Coccagna, CPA at **Rotz & Stonesifer, P.C.** has been promoted to manager.

Coccagna was hired as a senior associate in March of 2019 and in the past two years has proven to be a valuable asset to the firm. He works mainly with medium to large-sized businesses and individuals to provide tax preparation, bookkeeping services, financial statement preparation and consulting and advisory services. Although he works with clients across all industries, his primary areas of focus are in construction and warehouse logistics. He earned his Bachelor of Science degree in Accounting from Saint Francis University and later went on to obtain his Master of Accountancy from Auburn University.

Riggle & Associates is now Riggle Wealth Group.



In 2019, the firm's financial advisors made the decision to transition from a single, majority stakeholder, into a member owned firm. Today, Riggle Wealth Group is jointly owned by each of the firm's four financial advisors — Andrew D. Riggle, Brent Clabaugh, Robert Miller, and Jacob Lawrence. This transition will help solidify that Riggle Wealth Group will be here to advise and protect your legacy for years to come. Please visit our new website to learn more and call us anytime.

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MEMBER SPOTLIGHT

LARRY SWARTZ, AUCTIONEER

Tell us about your business.

We have been in the auction business for approximately 12 years. It is a “second career” after spending 25 years in the business world. I enjoy the challenges and rewards of being self employed.

Our business’s mission is to assist individuals or families with auction services as they experience a life change. This change might be financial, loss of a family member, moving to a new location, downsizing, etc.

We have 3 key values that support our business:

Integrity, Customer focused, and Striving for Excellence

What are your primary responsibilities?

I am a sole proprietor auction company. I am involved in all aspects of an auction, from meeting with a potential client, setting up the sale, hauling items and finally being the auctioneer on sale day.

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

Networking is critical in any business to staying abreast of trends. I belong to the PA Auctioneers Association and attend their conferences. It is a great format for auctioneers to share with each other

What motivates you to jump out of bed every morning?

I enjoy helping people. The auction business is really about helping individuals or families. Most folks that have a need for an auction, it is a result of a life change. These situations are never easy, but hopefully I can assist them and help the process to become smoother

What business challenges keep you awake at night?

Trying to forecast where the auction industry will be in another 5 to 10 years. Will the online auctions continue to grow? Will we reach a point where the live auction disappears in favor of another selling format?

Do you have any advice for new business owners?

It can be both lonely and demanding for new business owners. No matter what business you are engaged in, it is critical to have a peer group. Find other business leaders that can offer support and suggestions. It is always beneficial to develop a working relationship with a financial lender. It also takes a team to be successful. Develop the talent around you and help others to reach their goals. Networking is critical to developing contacts across different businesses in your local area.

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

While we get so caught up in making budgets, keeping the bills paid, remember that great leaders are transformational leaders. They are sharing the company vision, listening and building relationships with employees. One of my favorite quotes that I refer to on leadership:

“Leadership is not just being an intellectual leader, leadership is about leading with the heart.”

Indra Nooyi, former CEO of Pepsi

In addition, leadership involves attitude. How is your attitude? Enthusiasm is contagious with both employees and customers.

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

I assist several non profit organizations in providing auction services for their benefit auctions.

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

My retreat from the auction business is our small farm just on the edge of Arendtsville. The scenery of northern Adams County is spectacular and it is a great community to be a part of. I always joke that my therapy after a hard day at work is spending a little time on one of my green tractors!



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- Separation Agreements
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ADVOCACY UPDATE

MAKE YOUR VOICE HEARD REPRESENTATIVE TORREN ECKER (R-193)

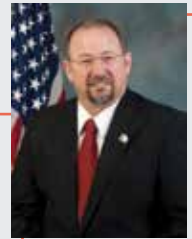


Every 10 years, information collected through the U.S. Census determines the number of congressional representatives each state is entitled to, based on population. States are responsible for redrawing the geographic area of their congressional districts to ensure equal and fair representation, commonly referred to as redistricting.

To make the congressional redistricting process transparent, the House State Government recently kicked off a series of hearings to receive input from residents on the congressional redistricting process. Next month, the committee will be in our area to hold a hearing locally. The hearing will be held York College's West Campus Community Center, 441 Country Club Road, on Wednesday, Oct. 13, at 4 p.m. Residents who want to provide in-person testimony at the hearing can register to do so at www.PaRedistricting.com.

Those who cannot make it to the hearing can still provide feedback via several user-friendly online tools. They can submit boundaries of their communities of interest, comment on the current congressional map and submit written testimony by going to www.PaRedistricting.com. These innovative online tools bring the redistricting process to you to ensure your voice is heard. I hope everyone will take advantage of this opportunity to be part of the process.

HELP FOR PA BUSINESSES, WORKERS REPRESENTATIVE DAN MOUL (R-33)



The Pennsylvania Department of Labor and Industry (L&I) recently announced the state's unemployment rate declined for the fifth consecutive month. Now at 6.6%, PA still has a way to go to beat the national average of 5.4%. To help Pennsylvania workers gain new job skills and increase their job prospects, L&I is providing more than 5,000 virtual job training programs through PA CareerLink and SkillUp PA. The training is free and includes such fields as accounting and finance, clerical, customer service, human resources, information technology, marketing, project management and more. Information is available at pacareerlink.pa.gov. Workers and employers are also encouraged to reach out to their local PACareerLink® office.

Two grant programs were recently announced to help PA businesses. L&I announced \$12.5 million in funding for projects to support the growth of registered apprenticeships and pre-apprenticeships through the PAsmart program. The goal is to bring together employers, educational institutions and workers to create a pipeline of skilled workers who are learning while they earn a wage. Grant applications are due by Oct. 13. For additional information, visit <https://www.dli.pa.gov/.../Work.../grants/Pages/default.aspx>. The Pennsylvania Department of Environmental Protection (DEP) also announced that \$1 million in Small Business Advantage Grants is now available to small businesses and farmers who want to improve their operations through energy efficiency, pollution prevention and natural resource protection. Matching grants of up to \$5,000 are available to employers with 100 or fewer full-time employees. For details, visit www.dep.pa.gov/smallbusinessadvantagegrants.

RELIABLE ENERGY ADAMS COUNTY COMMISSIONER JIM MARTIN



The majority, if not all our readers regard "RELIABILITY" as essential from employees to equipment. When it comes to electrical power generation and distribution, reliability is essential. For power generation and distribution to be reliable, it must be top priority in all facets of the network and grid.

The lack of reliable power in Texas and California should draw our attention to the result of misplaced priorities. Keep in mind that reliable power is not a top priority with certain legislators and special interest groups. Reliability will not come from this consortium's push to decarbonize the grid with solar and wind power.

Sustained economic stability and growth must have reliable energy to support industrial and commercial operations. Additionally, if we enjoy our quality standard of living, unreliable power leaves us in the dark and often without water. We are also left with many inoperable appliances and medical devices we depend upon. Let your legislators know that reliable energy needs to be a top priority and to protect us from being trapped by dependence on solar and wind. By the way, it takes more energy to produce solar and wind equipment than the energy they produce, is that efficient?



MARKETING TO YOUR OLDER CUSTOMER

Oliver Hazan, V. P. of Sales and Marketing

Cross Keys Village-The Brethren Home Community

With disposable income and shopping time on their hands, older adults can be a prime segment on your spectrum of consumers. However, seniors have distinct preferences when it comes to style and content in communication. If your product or your services are of interest to older adults, you might want to consider the following best practices as you develop material and strategies.

Older adults' eyesight is, on average, not as sharp as that of the younger crowd. You should therefore select font styles that are easy on the eye, and ensure proper contrast between the color of your text and that of your background. Similarly, the music on your radio spots shouldn't crowd the voiceover.

Your senior consumer's formative years came at a time when brands earned loyalty through a clear message, not necessarily a clever one. Popular contemporary trends such as quirky concepts or loose grammar will as likely irritate seniors as they will engage them. Likewise, the navigation on your website should be straightforward. When it comes to contacting you, older adults will still favor the telephone over your web-based forms: don't hide that phone number, and have a live person on the line.

The creative minds on your team or at your agency are probably the same age as your older consumers' children or grandchildren. Without meaning to, they may think of age as an illness or a handicap, and counter this with a campaign concept that "old people can be as good as young people if they use our product." Add a stock photo of grandma on a motorcycle or grandpa on the

dance floor and you could end up with a demeaning message that your senior consumer will fail to connect with. In order to stay clear of ageist clichés, do not hesitate consulting a real older adult in the creative stages of your work. Your selection of stock photography is of the greatest importance: It should reflect your target audience's idealized view of themselves rather than some young person's idea of aging.



OUT & ABOUT



Poker Ride | August 7



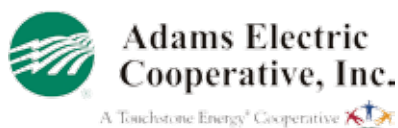
Poker Ride | August 7



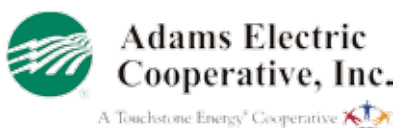
Poker Ride | August 7



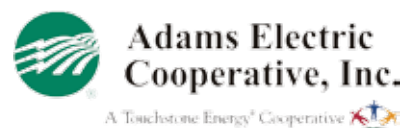
Membership Mixer | August 19
Adams Electric Cooperative, Inc.



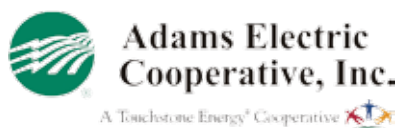
Membership Mixer | August 19
Adams Electric Cooperative, Inc.



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Membership Mixer | August 19
Adams Electric Cooperative, Inc.



Ribbon Cutting | August 18
Gettysburg Montessori Charter School

CHAMBER EVENTS

SEPTEMBER 6

Office closed for Labor Day

SEPTEMBER 9

Governmental Affairs Committee | 11:30 a.m.,
Gettysburg Eddie's

SEPTEMBER 11 & 12

Gettysburg Wine & Music Festival | 11 a.m.-6 p.m.,
Gateway Gettysburg Complex

SEPTEMBER 14

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

SEPTEMBER 16--REGISTRATION OPEN

Membership Mixer (hosted by OSS Health) | 4-6 p.m.,
ABC Battlefield

SEPTEMBER 22

Ambassador Committee | 11:30 a.m., Blessing
Restaurant Gettysburg

SEPTEMBER 23

Board of Directors Meeting | 7:30 a.m., Chamber office

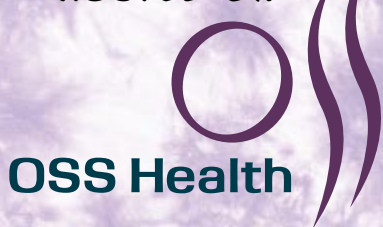
SEPTEMBER 23--REGISTRATION OPEN

Webinar: The World of Retirement Plans in partnership
with Kampstra Wealth Management | 2 p.m.

THE CHAMBER

Membership Mixer

HOSTED BY:



SEPTEMBER 16, 2021

at Appalachian Brewing Company - Battlefield

*Join us to learn about Dr. Jackson and
Dr. Klunk seeing patients
at the Gettysburg Location.*

Raffle Basket Giveaway
Refreshments and Drinks Provided

RSVP by 9/9 to 717.334.8151

COMMUNITY EVENTS

SEPTEMBER 11

Women's Power Breakfast: The Power of Grace
7:30 a.m.

The Markets at Hanover
ywcahanover.org

SEPTEMBER 11

Red, White and Brews | 6-10 p.m.

The Markets at Hanover
rootsforboots.com

SEPTEMBER 16

Adams County Builders Assoc. Golf Tournament
11:30 a.m.

The Bridges Golf Club
Adamscountybuilders.com

SEPTEMBER 19

30th Annual Heritage Festival | 12-5 p.m.

Gettysburg Rec Park

ywcagettsburg.org

SEPTEMBER 24-26

Fall Open House

Battlefield Motorcycles

battlefieldharley-davidson.com

SEPTEMBER 25

Bouncing Back Birthday Bash | 5 p.m.

YWCA Gettysburg & Adams County

ywcagettsburg.org

SEPTEMBER 25

54th Annual Outdoor Antique Show | 7 a.m.-4 p.m.

Lincoln Square

gettysburgretailmerchants.com

SEPTEMBER 25-26

40th Annual Pippinfest | 9 a.m.-4 p.m.

Fairfield

pippinfest.com

*Mix diamonds and denim, jewels and jean jackets, cocktail dresses and
cowboy boots, for an evening of great food, friends and fun to benefit
the children at Hoffman Homes for Youth!*



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& Blue Jeans
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Friday, November 5th

Wyndham Gettysburg
6:30PM | \$75 Ticket
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Questions? Contact Alicia Stanley at astanley@hoffmanhomes.com or call 717-359-7148 x4500

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Gettysburg, PA 17325

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keystoneinnpa.com

Tourism----Accommodations

MEMBER RENEWALS

20-29 YEARS

Gettysburg Area School District

Gettysburg National Military Park Museum & Visitor
Center/Gettysburg Foundation

Hoffman Homes for Youth

Lake Heritage Property Owners Association, Inc.

Littlestown Foundry, Inc.

McDonald's

Penn State Mont Alto

Village Beverage Mart, Inc.

Visiting Nurse Association of Hanover & Spring Grove

10-19 YEARS

Capital Blue Cross

Foursquare Church Gettysburg

Land and Sea Services LLC

Lincoln Leadership Institute

Monumental Photography

Optimist Club of Gettysburg

SEK, CPAs & Advisors

Steve Rice Law

Super 8 by Wyndham Gettysburg

Wide Open Communications

5-9 YEARS

Event Central

iNet Technology Group

1-4 YEARS

Amblebrook Gettysburg/CCD Rock Creek LLC

Apple Ridge Family Medicine

Brown and Brown of PA

GBC Church

Griffith Plumbing Services, LLC

Holly Purdy, Assoc Broker/Owner/Realtor at RE/MAX
of Gettysburg

NextEra Energy

PennCares Support Services

Taylor's Greenhouse

The Intersection Church

TNT Underground Contracting Inc.

ZenBusiness

SAVE THE DATE!



A program where business connections
are made and celebrated.

Wednesday, October 27

Harbaugh-Thomas Library in Biglerville

8:30 a.m. reg./breakfast | 9 a.m. program

Sponsors:



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Contact Stephen Schutte with any questions at
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