



August 2020



July's 3rd Saturday in the Square

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Greetings!

Hello from the Chamber!

Home owning comes with joys: building family memories around the Christmas hearth, game nights with friends, and planting seeds and watching a garden come to life. Home owning also has its trials: leaky roofs, dripping drains and electrical conundrums. I recently sold my four-bedroom house because, to put it simply, it was taking the starch out of me. With lawn care, leaky gables, and finicky appliances, it was time to pass it on to the next energized homeowner.

No sooner was the ink dry on my settlement documents, than the Chamber building chimed in for attention. In one week's time, the dehumidifier overflowed, the phone and internet died, and the upstairs apartment kitchen sink was left running, dropping the front office ceiling onto the floor. Our building committee rallied and quickly put everything back in order. (Thanks to Chamber members: **Eagle Construction** for replacing the ceiling tiles; **Certsys, LLC** for quickly realigning our computers, and **T&B Cleaning** for steam-cleaning the carpet from a bad, mucky brown back to its beautiful ocean blue.)

Business owning also calls for the brave of heart! You don't quit if something floods - you clean up the mess and go on. When your connections break down, you do what you need to do to get your systems back online. And when the sky seems to be falling, by the grace of God, you put your shoulders back, take a deep breath and do the next thing that needs to be done. I am in admiration of all of the G-ACC members who daily do the next thing, who face the challenge of the moment, and keep on keeping on. Kudos!

Valerie Meyers

Upcoming Events

August 15 & September 19



**3RD SATURDAYS
IN THE SQUARE**

**Vendor
Application
[HERE](#)**

August 20



SPONSORED BY
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TRUST**

AUGUST 20 --- 9AM
**FCADC
ECONOMIC
UPDATE**
LIVE ON-LINE PRESENTATION
**REGISTER HERE
BY AUGUST 18**

October 9, 2020

[Register HERE](#) [Oct. 9, 2020](#)



**GOLF
TOURNAMENT**

[Sponsorship
Opportunities HERE](#)

FRANKLIN COUNTY LEGISLATIVE BREAKFAST

**THURSDAY
OCT. 22**

7-9AM @ THE ORCHARDS
1580 ORCHARD DR., CHAMBERSBURG



JOIN THE FRANKLIN COUNTY CHAMBERS OF COMMERCE FOR A LEGISLATIVE BREAKFAST FEATURING OUR STATE ELECTED OFFICIALS DISCUSSING IMPORTANT ISSUES AFFECTING THE BUSINESS CLIMATE IN SOUTH CENTRAL PENNSYLVANIA.*



Senator Doug
Mastriano



Senator
Judy Ward



Representative
Johnathan Hershey



Representative
Rob Kauffman



Representative
Paul Schemel



Representative
Jesse Topper

REGISTER

\$25 FOR CHAMBER MEMBERS

\$30 FOR NON-MEMBERS

WWW.CHAMBERSBURG.ORG/EVENTS

OR CALL 717-264-7101



MODERATED BY

GENE BARR,
CEO, PA
CHAMBER OF
BUSINESS &
INDUSTRY



SPONSOR

OPPORTUNITIES AVAILABLE!

Contact Angie at
aschaeffer@chambersburg.org
or call 717-264-7101

PLEASE NOTE

Venue, attendance, event type etc.
could change due to limitations
brought forth due to Covid-19

Special thanks to the Greater Chambersburg Chamber of Commerce, Greencastle-Antrim Chamber of Commerce, Greater Waynesboro Chamber of Commerce, Shippensburg Area Chamber of Commerce and Tuscarora Area Chamber of Commerce for hosting.

*Officials' attendance is subject to change.

Franklin County Small Business Recovery Grants



**FRANKLIN COUNTY
SMALL BUSINESS
RECOVERY GRANT**

Up to \$50,000 Grants Available

**Application
Coming Soon**

As a result of federal CARES Act funding provided to the County, the Franklin County Board of Commissioners have created the Franklin County Small Business Recovery Grant (SBRG) program. The program can provide working capital and building retrofit grants of up to \$50,000 to eligible Franklin County small businesses impacted by the COVID-19 pandemic. The program will be administered by the FCADC in collaboration with the Franklin County Board of Commissioners. Applications will be available on the FCADC website starting August 3rd with applications being accepted until August 14th. Applications will also be made available at each of the Chambers of Commerce serving Franklin County, as well as Mainstreet Waynesboro, Inc. Eligible small businesses are defined as for-profit with fewer than 100 employees. Companies that have not received any other type of COVID-19 financial assistance (PPP, EIDL, etc.) will be given a preference for funding. Other terms and conditions apply.

For more information Click [HERE](#)

Thank You Renewing Members!

Axiom Staffing Group

Bell Insurance

Coldwell Banker Innovations

Ganoe Paving

Greencastle Eye Care Center

Greencastle Learning Center

Harbert's Products

Hearthstone Retirement Home & In-Home Care Services

Horizon Goodwill Industries

Magisterial District Judge Duane K. Cunningham

Orrstown Bank

Quad-State Air Compressor Sales & Service

Waste Connections



Members in the News

Maaskant Named NACVA 40 Under Forty Honoree



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. Click [HERE](#) for the full announcement and to learn more about Mr. Maaskant.

HEPACO RANKS #73 ON ENR's TOP 200 LIST



HEPACO has recently been ranked 73rd on ENR's 2020 Top 200 Environmental Firms list. Even more exciting, HEPACO ranks #15 on ENR's list of the Top 30 All-Environmental firms. ENR annually ranks firms based on the percentage of their gross revenue generated from environmental services. Congratulations to HEPACO for being listed among the industry's top engineering, consulting and construction firms. Learn more [HERE](#).

Christmas In July Tournament Winners



Congratulations to the winning team for the Exchange Club of Greencastle's Christmas in July tournament held at the Greencastle Golf Club: Scott Coleman, Sean Coleman, Victor LeCuona, and Kirk Crouse. They finished with a score of 18 under par! Great job, guys!



9th Annual GAEF Golf Tournament

Congratulations to the winning team of the 9th Annual GAEF Golf Tournament: Jordan Statler, Adam Caron, CJ D'Arco & Jordan Gembe. The tournament netted over \$12,000 for the Jim Thomas Scholarship Fund and the mission of GAEF.



36th Annual Fred Kaley 5K

Organized by the Greencastle Flyers, the 36th annual Fred Kaley 5K was held at the Antrim Township park on August 1. Congrats to this year's male and female champions: Will Merritt and Meggan Grams.

Hagerstown Airport Receives Funding

In addition to receiving 100% of the Hagerstown Regional Airport's construction costs for the upcoming runway project, the airport has also been funded \$6.3 million in federal funds which will cover design and engineering. Concurrently, a \$7.4 million terminal expansion project is underway. Find the complete article from Herald-Mail Media [HERE](#).



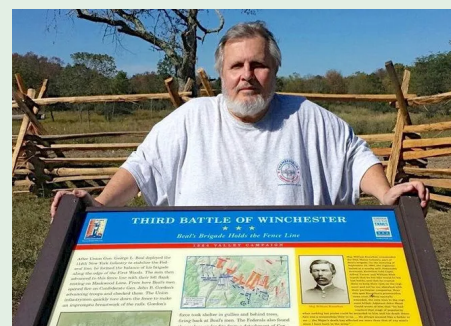
McGarry Named Interim Director

Helen McGarry has been named interim director of the Penn State Mont Alto LaunchBox. One of 21 innovation hubs, the Mont Alto LaunchBox is a resource for aspiring entrepreneurs, offering information and support from the conception of an idea through sustainable growth. Learn more about Ms. McGarry & LaunchBox [HERE](#).



Allison-Antrim Museum Mourns Loss of Historian

Ted Alexander, charter member of Allison-Antrim Museum, Inc. (AAMI) passed away in early July. In addition to serving as an AAMI board member, he was the founder and coordinator of Chambersburg Civil War Seminars & Tours and chief historian at Antietam National Battlefield. For more details of Mr. Alexander's contributions, find the complete article [HERE](#).



Joy El Holds Ground-Breaking Ceremony

Celebrating a milestone in a three-phased campaign, Joy El held a ground-breaking ceremony on July 12. The project funds will cover new construction and remodeling of key structures at Joy El Camps and Retreats, with the construction for a Welcome Center beginning in August. More about Joy El [HERE](#).



Vorhees Joins Rotz & Stonesifer

Rotz & Stonesifer, P.C. has announced the addition of Seth Vorhees to their firm as a Tax Associate. Seth graduated from Shippensburg University with a B.S. in accounting and finance then served as intern starting at the beginning of this tax season. Soon after, Seth accepted a full-time position in their Greencastle office where he is responsible for individual and business tax preparation, bookkeeping and financial statement preparation. Learn more [HERE](#).



Legislative Updates



A representative of Rep. Schemel is available to help constituents on Tuesdays from 10 a.m. to 3 p.m. at the Antrim Township Office, 10655 Antrim Church Rd., Greencastle.



You can follow Rep. Schemel on Facebook

Rep. Schemel can be reached at:

1402 East Main Street
Waynesboro, PA 17268
(717) 749-7384

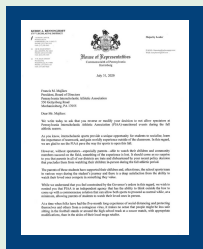
UPDATE

Protecting Your Right to Know

After threatening multiple times to veto legislation to ensure Right-to-Know (RTK) requests are handled promptly during times of emergency, the governor has allowed **House Bill 2463** to become law without his signature. **Act 77 of 2020** enjoyed unanimous, bipartisan support in both the House and Senate, as well as the backing of media outlets across the Commonwealth. Find the text of Act 77 [HERE](#).



A four-hour hearing featuring testimony from business owners and advocates from the PA Restaurant and Lodging Association, the PA Licensed Beverage and Tavern Association, and the PA Federation of Fraternal and Social Organizations was held July 28. Owners of the state's restaurants, bars and taverns told members of the House Majority Policy Committee on Tuesday the industry cannot survive the governor's extreme COVID-19 restrictions on indoor dining and bar seating. To listen to the hearing, click [HERE](#).



Recognizing how important interscholastic sports can be in a young person's development, we in the PA House GOP sent letters to PIAA and Gov. Tom Wolf about the role of spectators at sporting events this coming school year. Read the letter sent to PIAA and signed by 62 representatives [HERE](#).



A representative of Sen. Ward is available to assist local residents every month on the third Tuesday at Greencastle Borough Hall, 60 N. Washington St.



You can follow Sen. Ward on Facebook

or write to Senate Box 203030
Harrisburg, PA 17120-3030
Phone: 717-787-5490
Fax: 717-783-5192

Report Unsolicited, Mislabeled Seeds Received by Mail

No Agricultural Department

Consumers nationwide are receiving unordered seeds from overseas labeled as jewelry as part of a scam. These seeds may contain plant diseases or invasive plants that could harm Pennsylvania farms and ecosystem. Consumers who receive unsolicited seeds are asked to retain the seeds and packaging. Do not plant them or discard loose seeds. Report the package to the **US Department of Agriculture's** (USDA) confidential Antismuggling Hotline, 800-877-3835 or email SITC.Mail@aphis.usda.gov.

Senate hearing to ensure future elections are: Accurate | Efficient | Fair



New voting machines, mail-in ballots and last-minute changes by the Department of State caused confusion and extreme delays in reporting election results in the 2020 primary election. A PA Senate hearing with state and county election officials explored possible solutions. The recording of the hearing is available [HERE](#).



As many parents, teachers and administrators continue to prepare for the return to school in the fall, the state Department of Health and state Department of Education recently announced guidelines to safely reopen school buildings. The guidance includes recommendations for best practices on social distancing, health screenings, meals, extracurricular activities and more. The guidelines are posted in full [HERE](#).



PA Chamber



Gene Barr
President

Pennsylvania Marketplace Health Insurance Premiums Will Fall 5% in January

Buying health insurance through the government marketplace will cost less in the fall for Pennsylvanians as the state creates its own online platform for selling policies, ending the federal government's role. Saying goodbye to healthcare.gov means that premium rates are expected to be about 5% lower for health insurance coverage that goes into effect Jan. 1 when compared to 2020, according to the state Department of Insurance. Read the full article shared by the PA Chamber from the Pittsburgh Post Gazette [HERE](#).

PA Business Owners to Wolf: Please Police Mask Requirement So We Don't Have To

As more of Pennsylvania's economy reopens and COVID-19 cases trend up, business owners are struggling to impose the mask mandate on their own. They're calling on state officials to step in and enforce its own rules. "From the very beginning there have been issues with this," said Gene Barr, president and CEO of the Pennsylvania Chamber of Business and Industry. "But I think we are seeing increasing frustration [from business owners] as people are getting frustrated and saying, 'I don't want to wear a mask anymore.'" Read WITF's full article [HERE](#).

PA Chamber Expresses Disappointment with Termination of Atlantic Coast Pipeline Project

Following the unexpected cancellation of the proposed Atlantic Coast Pipeline project over the July 4 weekend, PA Chamber of Business and Industry President and CEO Gene Barr cited it as another example of how challenging it is to build critical energy infrastructure in today's economy. "Now, more than ever, state and federal lawmakers must enact and support reforms that will encourage infrastructure development in the United States," Barr said. Learn more about this project [HERE](#).



US Chamber of Commerce

U.S. Chamber Leads Lawsuit Against Unprecedented Restrictions on Work Visas

On July 22, the U.S. Chamber of Commerce, the National Association of Manufacturers, the National Retail Federation, and others sued to challenge federal restrictions on businesses' ability to meet their workforce needs through lawful immigration. Find U.S. Chamber CEO Thomas J. Donohue's full statement [HERE](#).

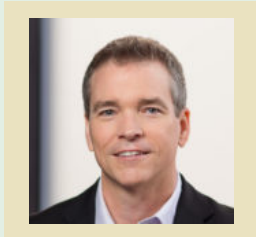
What's Needed from Congress Now to Save Small Business

Associate Manager of Communications and Strategy for the US Chamber Lindsay Cates shares that "... more must be done to ensure [small businesses] can weather the pandemic and continue to reopen and rebuild." Read how "the Chamber is working to ensure Congress continues to pass targeted, temporary, and timely assistance as Main Street companies begin the long road to recovery" [HERE](#).

Book of the Month

Good leaders ask, “How do I tell better stories?”

Great leaders ask, “What stories do I need to tell?”

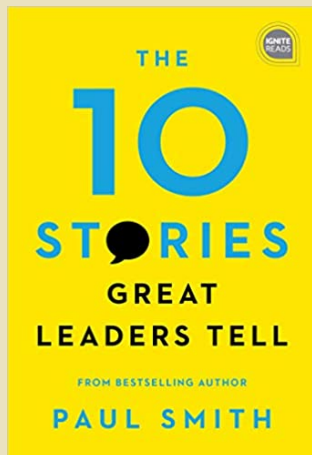


Every great leader is a great storyteller. As a manager, CEO, or team leader, how can you innovatively engage your employees so that they understand where your organization came from, where it's going, and how you're going to get there?

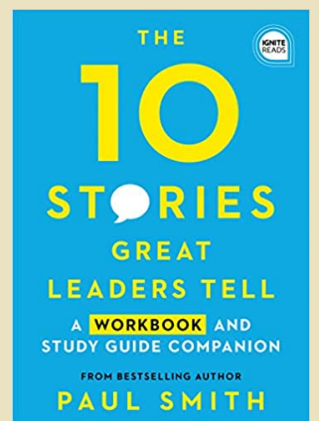
How can you connect with your customers in a way that makes them believe in your company as passionately as you do?

Paul Smith is one of the world's leading experts in business storytelling. He teaches people how to be more effective leaders by communicating their company's important mission, inspiring creativity, and earning the trust of valued stakeholders.

Here is his list of the most important stories any leader needs to tell at a moment's notice.



1. **Where we came from.** -- Our Founding Story
2. **Why we can't stay here.** -- A Case-for-change Story
3. **Where we're going.** -- A Vision Story
4. **How we're going to get there.** -- A Strategy Story
5. **What we believe.** -- A Corporate-values Story
6. **Who we serve.** -- A Customer Story
7. **What we do for our customers.** -- A Sales Story
8. **How we're different from our competitors.** -- A Marketing Story
9. **Why I lead the way I do.** -- A Leadership-philosophy Story
10. **Why you should want to work here.** -- A Recruiting Story





Podcast of the Month



TED BUSINESS

Some of the world's greatest innovators, entrepreneurs, and business researchers share their stories and insights from the stage at TED conferences, TEDx events and partner events around the world. Here are just a few of the business related episodes available.



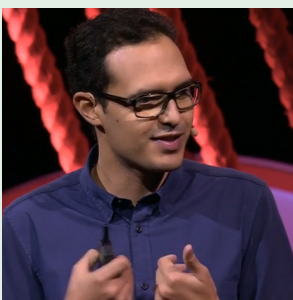
My secret to staying focused under pressure -- Russell Wilson
Seattle Seahawks quarterback Russell Wilson talks about the power of "neutral thinking," which helps him thrive under pressure (both on the field and off) -- and shows how you can use this mindset to make the right moves in your own life.



What coronavirus means for the global economy -- Ray Dalio
Ray Dalio, founder of Bridgewater Associates offers wide-ranging insight and advice on how we might recover from the global economic fallout of the coronavirus crisis -- and use it as an opportunity to reform the systems that help grow our economy.



3 ways to be a more effective fundraiser -- Kara Logan Berlin
How do you raise money to get an idea off the ground, support a community, or help change the world? Take a crash course on the secret art of successful fundraising with development strategist Kara Logan Berlin as she shows how you can learn to ask for the resources you need -- and get them, too.



How online marketplaces can help local economies, not hurt them -- Amane Dannouni

The growth of online marketplaces like Uber, Airbnb and Amazon can sometimes threaten local businesses such as taxis, hotels and retail shops by taking away jobs or reducing income to the community. But it doesn't have to be this way. Amane Dannouni points to examples like Gojek (Indonesia's Uber for motorbikes) and Jumia (Africa's version of Amazon) to explain how some online marketplaces make deliberate trade-offs to include, rather than replace, existing players in local economies.



Tech NEWS

PA Grapples with Rules for PDD's



FedEx
SameDay Bot



Domino's DRU
Drone by Flirtey



Amazon's
Prime Air



Postmates's
autonomous delivery
robot called **Serve**



Boxbot - last-mile
delivery system for e-
commerce packages and
other shipments

Pennsylvania is currently processing legislation regarding Personal Delivery Devices. **Senate Bill 1199** defines a “personal delivery device” to be a device manufactured for transporting cargo and goods in a pedestrian area, traffic way, or on the shoulder of a highway or roadway. The bill requires operators to equip such devices with an automated driving system. The bill further limits personal delivery device speeds to 12 miles per hour in a pedestrian area or traffic way, or 25 miles per hour on the berm or shoulder of a highway or roadway. The device must also weigh less than 550 pounds without cargo and goods inside of it.

The bill’s sponsor, state Senator Ryan Aument, states PDD’s are zero-emission robots that will reduce congestion and pollution. The bill would also require a business using a PDD to have a remote monitor that can control the device if needed. The bill would also require businesses to maintain liability insurance. SB 1199 passed the state Senate in late June and is currently awaiting consideration by the House Transportation Committee.

Pennsylvania lawmakers and outside groups have questions before the bill gains General Assembly passage, including its impact on traditional workers, how the devices would affect road conditions, whether localities can restrict usage of the devices, and more. Further, the bill has garnered opposition from the Insurance Federation of Pennsylvania, Teamsters Union, the Pennsylvania Municipal League, and the Pennsylvania Association of Township Commissioners. The Pennsylvania Motor Truck Association, **Pennsylvania Chamber of Commerce**, Starship Technologies, and FedEx meanwhile support the bill.

Credit to the online forum State Capital Lobbyist [HERE](#).

Pros of PPD's

- Companies would save money on shipping costs, which would in turn reduce costs for consumers.
- Consumers would receive their packages far more quickly and reliably, which would build consumer trust and encourage repeat purchasing.
- Shareholders of companies who employ drone delivery to cut costs would likely see some of those savings trickle down to them.

Cons of PPD's

- Delivery people would lose their jobs to automation, and those who don't would be severely limited in their career prospects within their companies.
- Consumers could raise privacy concerns, as drones would likely use GPS and cameras to find homes and deliver packages.

Credit to the Business Insider online article: [HERE](#)

Health Corner

Warning Signs to Look For & Dementia Tips

Dementia is an overall term that describes a wide range of symptoms associated with a decline in memory, thinking and reasoning skills. This reduces a person's ability to perform day-to-day tasks and comprehend material. The most common type of Dementia is Alzheimer's disease, a disorder that results in the loss of brain cells and functions, which averages to 60-80% of cases worldwide. Additional dementia types include Frontotemporal, Vascular and Dementia with Lewy Bodies.



How to Talk to Someone with Dementia

- Be Understanding
- Speak Calmly
- Limit Distractions
- Provide Reassurance
- Give them Space When Needed
- If Distracted, DO NOT Take it Personally
- Reminisce Over Past Times or Old Photos
- Do Not Argue
- Encourage Activities
- Make Them Feel Comfortable

Warning Signs

- Behavior Changes (Mood and Personality)
- Difficulty Completing Familiar Tasks
- Confusion with People, Time &/or Place
- Misplacing Items
- Increase in Memory Loss that Impacts Daily Living
- Challenges in Planning or Solving Problems
- Decreased or Poor Judgement
- Problems with Writing or Speaking

Companion Services & In Home Helps

- Meal Preparation
- Medication Reminders
- Light Housekeeping
- Accompaniment to Doctor Visits
- Grocery Shopping
- Socializing

Personal Services

- Bathing
- Dressing
- Mobility Assistance
- Incontinence Care

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www.homeinstead.com

Jeremy McMaster, dementia friends champion and employee at Home Instead in Gettysburg, PA, relates, "Elderly senior citizens are a very vulnerable population, and it's important to make them feel safe and well cared for. At times, they physically cannot care for themselves to their fullest potential anymore. If this is a situation you are dealing with, please give me a call at Home Instead, and I'd love to help you and your loved one. Our staff is well trained on dementia and has continuous educational training programs on understand seniors and dementia support."



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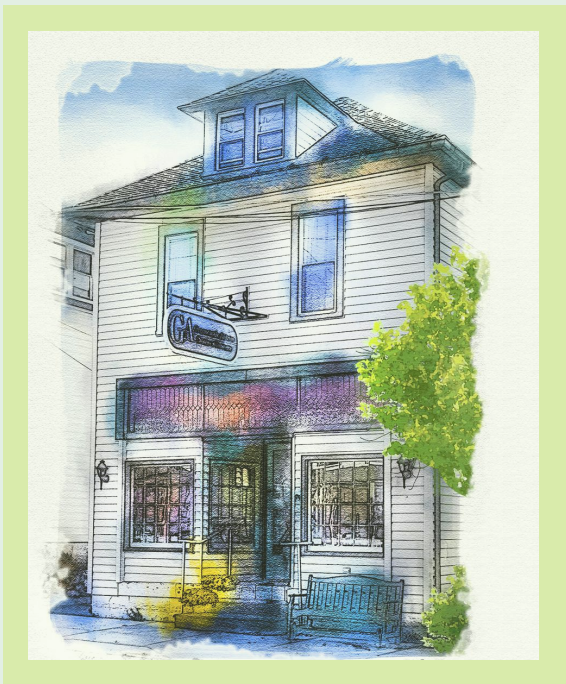
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www.greencastlepachamber.org

info@greencastlepachamber.org

(717) 597-4610
217 E. Baltimore Street
Greencastle, PA 17225