

January 2021



The Chamber recently passed along funds raised from the annual Heritage Christmas Light It Up Contest to the G-A Food Pantry in the amount of \$1,059. Pictured are Barry Elliot, Barbara and Paul Grane with Valerie Meyers.

INSIDE THIS ISSUE

Greetings	2
New & Renewing Members	2
2021 Directory	3-4
Members in the News	5-7
Legislative News	8-10
Book of the Month.....	11
Contact Us	12

Happy New Year!

Reflecting on 2020, I'm struck by the number of choices I faced. Would I stay home? Or would I venture out? Would I wear a mask or wouldn't I? Would I visit family over the holidays, or settle for a phone call or FaceTime chat? Where would I go for information? And above all, how could I contribute to the wellbeing of our members?

In the same way, the coming year will present multiple moments of decision. Aren't New Year's resolutions just that: a culmination of multiple moments of decision? We all know that any large commitment breaks down into a number of small choices.

I'm not one to make New Year's resolutions. They strike me as daunting and fading. But, 2021 presents us with multiple decision-making moments -- small choices which will count toward a bigger end. What is the bigger end you're looking to? How will you answer the small decisions that will get you there?

Welcome to 2021 -- a big year of small choices.

Valerie

Welcome New Members!

The logo for bathe. features the word "bathe." in a lowercase, teal-colored, sans-serif font. The period is a small dot. The logo is centered within a white rectangular box with a thin teal border.

Bathe

17 Center Sq., Greencastle
store@getbathe.com
(717) 977-1647

consign & collect co.

136 E. Baltimore St., Greencastle
consignandcollectco.com
(717) 597-9991



Thank You Renewing Members!

Antietam Realty, Inc.

Antrim Township

B&B Pet Grooming

Blue Heron Events

Bosko Family Chiropractic

Chatty Chameleon

The Eagle Construction Co.

Edward Jones-Todd Streett, AAMS®, Financial Advisor

Greencastle-Antrim Education Foundation

Herald-Mail Media

Joy El Camps & Retreats

Kuddle Kennels

Mi Tierra Linda

Negley's Well Drilling, Inc.

Pete and Gerry's Organics, LLC

Rhodes Grove Camp & Conference Center

Schultheiss & Associates, CPAs

Sen. Judy Ward

VerStandig Media

Wertner Signs, LLC

Greencastle-Antrim LIVING

The Chamber of Commerce Membership
Directory of Places & Faces

Showcase your business and support the Chamber in this new and improved annual publication.

- Copies will be distributed throughout 2021 to all Chamber members, local businesses and advertisers, high traffic hot spots, area CVBs, etc.
- Magazine will be available as flipbook on Chamber website

PUBLISHES IN MARCH
Deadline February 28, 2021

ADVERTISING RATES

Premium Positions:

Back Cover	(with bleed 7.25" W x 10.25" H)	\$1500
Inside Back Cover	(with bleed 7.25" W x 10.25" H)	\$1000
Inside Front Cover	(with bleed 7.25" W x 10.25" H)	\$1200
Page 1	(with bleed 7.25" W x 10.25" H)	\$1200
Center Spread	(with bleed 14.25" W x 10.25" H)	\$2000

Regular Positions:

Full Page	(without bleed 6.5" W x 9.5" H, with bleed 7.25" W x 10.25" H)	\$995
Half Page	(Vertical 3.1667" W x 9.5" H or Horizontal 6.5" W x 4.70" H)	\$695
Quarter Page	(3.1667" W x 4.70" H)	\$395
Eighth Page	(3.1667" W x 2.30" H)	\$250

**Please contact your
Account Executive
Michelle Horton • 717-977-6737
Email mhorton@localiq.com**



**FLIPBOOK
BONUS
IN 2021!**



HERALD-MAIL
MEDIA
PUBLISHING • DIGITAL • TELEVISION

NEW 2021 Greencastle-Antrim Chamber Directory Digital Value!

FLIPBOOK SPONSORSHIP OPPORTUNITY

Allows for a interactive, robust
flipbook online publication
with Hot Links!

AVAILABLE ON HERALD-MAIL
and GREENCASTLE-ANTRIM
CHAMBER OF COMMERCE
WEBSITES!

What you get: \$1,000 investment flipbook

- One year sponsorship of online flipbook
- 728x90 ad at top of flipbook

Please contact your Account Executive
Michelle Horton 717-977-6737



Members in the News

F&M Trust Names Senior VP



F&M Trust has appointed Scott Ehrig as Senior Vice President, Chief Investment and Trust Services Officer. As Chief Investment and Trust Services Officer, Ehrig is responsible for managing F&M Trust's Investment and Trust Services Department and leading an internal team of 25 professionals. Additionally, he will oversee the department's assets under management and assets held at third-party brokers of approximately \$900 million. Prior to F&M Trust, Ehrig served as the Co-Chief Investment Officer at FMA Advisory, Inc., a fee-only investment advisory firm based in Harrisburg. Ehrig holds Certified Financial Planner (CFP) and Certified Investment Management Analyst (CIMA) designations. He also holds an MBA in Finance & Economics from the University of Rochester's Simon School of Business. The full press release can be found [HERE](#).

Harnish Joins Rotz & Stonesifer, P.C.



Rotz & Stonesifer, P.C. is excited to announce the addition of Marty Harnish, CPA to our firm as a Manager. Marty was originally hired as a staff accountant in 2013 but took a temporary leave to explore other opportunities in the accounting profession. Marty obtained his Bachelor of Science in Accounting from Elizabethtown College and his Master of Business Administration from Shippensburg University. During his 8+ years of experience in both public and private accounting, Marty has gained a broad range of experience with closely held private companies. He has provided extensive attest, controllership, and tax services for dealerships, construction, manufacturing, retail, food service, and various non-profit clients. Marty has also spent significant time working with business owners developing internal processes and procedures within their accounting cycle. Learn more about Mr. Harnish [HERE](#).

Martin named Member at SEK, CPAs & Advisors



The Members of SEK, CPAs & Advisors are pleased to announce that Denver R. Martin, CPA, has been admitted as a Member of the Firm. With more than 12 years of experience, Denver is an integral part of the firm's Accounting Services and Tax Department. He primarily works with closely held businesses in a variety of industries, including construction, healthcare, financial services, and the manufactured beverage industry. His expertise includes general business consulting, QuickBooks consulting, individual and business tax preparation, and financial statement preparation. In addition to his client responsibilities, Denver serves on the firm's Practice Development Committee. Read more about Mr. Martin [HERE](#).

HCC Receives \$20,000 from Ellucian for COVID-19 Student Relief



HCC was recently selected by Ellucian as a 2020 PATH Scholarship recipient, receiving \$20,000 for COVID-19 student relief. These funds will be distributed to 14 students to help cover tuition expenses to allow them to either graduate without debt to the college or to enroll in final courses to keep them on the path to completing their associate degree.



Hollinshead Named as PMI's Waynesboro Center Director



Sara Hollinshead has been named as the Director of the PMI Center in Waynesboro. PMI offers free and confidential pregnancy counseling by trained staff. They can be reached at (717) 267-3738 or pmi@pa.net. Learn more at PregnancyMinistries.org



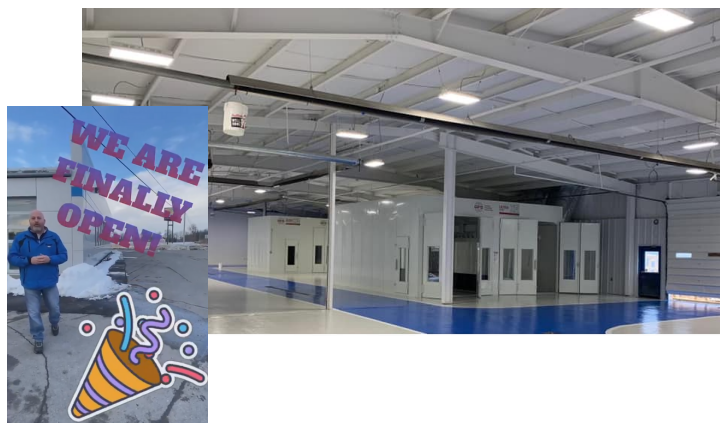
WellSpan Hospitals Receive a Top Award

Two Franklin County hospitals have received a top award from The Leapfrog Group. Leapfrog, a national watchdog organization, is widely acknowledged as the toughest standard-setters for health care safety and quality. WellSpan Chambersburg Hospital and WellSpan Waynesboro Hospital were named 2020 Leapfrog Top Teaching Small Hospitals. It is the first time a WellSpan hospital has received a Top Hospital award from Leapfrog.

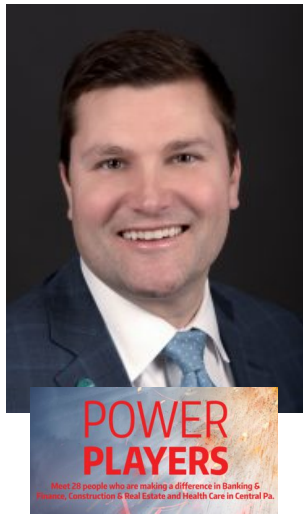
Read the full article at [Franklin County Free Press](https://www.franklincountyfreepress.com).



Blaise Alexander Chevrolet Opens Collision Center



Blaise Alexander Chevrolet recently opened a brand new Collision Center! It features a completely new interior with state-of-the-art equipment and certified technicians. They offer a drive-through appraisal bay, paintless dent repair, accessory installation, glass repair, and more at 650 Antrim Way in Greencastle. Congratulations!



Orrstown's Bernstein Named PA Power Player

Orrstown Bank's Chief Retail Officer, Luke Bernstein, was named as one of 28 leaders in their fields as a Central Pennsylvania Power Player by Central Penn Business Journal. Luke has proven that he is not only a leader at Orrstown but within the entire banking industry, as he has lead our clients and community through the COVID-19 pandemic. Please join us in congratulating Luke on this achievement!

For the complete article, click [HERE](#).



Bingaman Celebrates Milestone

Congratulations to Hollis Bingaman for his 30 years of service with the Bill Bowers Tire & Auto Center. His commitment to the company, customers and community is very much appreciated.



FCADC Publishes Quarterly Updates



As part of comprehensive business services, the Franklin County Area Development Corporation (FCADC) provides detailed socio-economic and demographic information about Franklin County. Updates in this issue of [The Developer](#) include:

- Regional Unemployment Rate
- Greencastle Sunoco Receives Low-Interest Loan
- Franklin County Small Business Recovery Grant
- US Cold Storage Plans Facility in Antrim Township
- Antrim Commons Business Park Expansion
- Matrix Development Underway on Rt.11



EIDL Application Deadline



The U.S. Small Business Administration announced that the deadline to apply for the Economic Injury Disaster Loan program for the COVID-19 pandemic disaster declaration has extended to December 31, 2021. Find the announcement [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



As the year draws to a close and you look ahead to tax season, remember to be on the lookout for scams that aim to steal your money and your identity. Be aware that the IRS will never initiate contact with you via email about a tax bill or refund. If you receive such an email with a link claiming to be from the IRS, don't click it. If you have questions, visit [IRS.gov](https://www.irs.gov). The IRS also will not call you and demand immediate payment, threaten or ask for financial information over the phone. If you get a call like this and are concerned about it, contact the real IRS for help. Be on alert for fake charities, social media scams and scams targeting seniors or non-English speakers, as well.



Pennsylvania is receiving 111,150 doses from the first shipments of the Pfizer-BioNTech COVID-19 vaccine. Both Chambersburg and Waynesboro hospitals have begun administering the vaccine. Pennsylvania is undertaking a phased approach to COVID-19 vaccination. In the first/current phase with limited supply, the primary recipients will be healthcare personnel and those in long-term care facilities. Essential workers, first responders and people with high-risk conditions like cancer are in the next group. The phasing structure of vaccine distribution can be found [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.



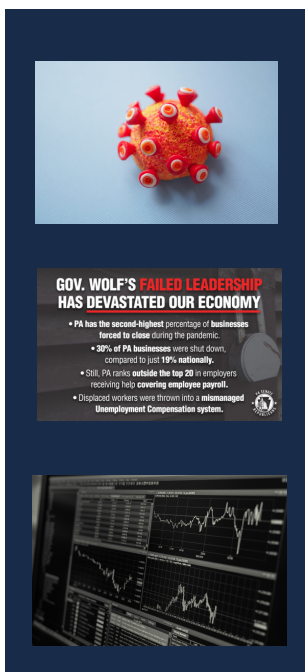
You can follow Sen. Ward on Facebook

or write to Senate Box 203030

Harrisburg, PA 17120-3030

Phone: 717-787-5490

Fax: 717-783-5192



Pennsylvania had some of the most severe restrictions on businesses in the country during the COVID-19 pandemic, including closing many industries that were operating safely in other states. The [U.S. Bureau of Labor Statistics](#) recently issued a report detailing the extent of the damage to each state's economy. Some of the highlights of the report include:

- Pennsylvania had the second-highest percentage of businesses closed during the pandemic. Only Michigan closed a higher percentage of businesses.
- Nearly one out of every three businesses in PA was forced to close its doors.
- Despite the large number of business closures, Pennsylvania ranked outside the top 20 in terms of the percentage of businesses that received a loan or grant tied to payroll during the pandemic.

Recently, the General Assembly approved a [proposed constitutional amendment](#) earlier this year that would limit the length of future emergency declarations and require legislative approval of the extension of any emergency declaration longer than 21 days. The bill is expected to be a priority for lawmakers in the upcoming legislative session, which begins this month.



PA CHAMBER SIGNS INTERNATIONAL TRADE AGREEMENT WITH INDIA-BASED TRADE ORGANIZATION

The Federation of Kutch Industries Association (FOKIA) – which is based in the Indian state of Gujarat in the northwest region of the country, north of Mumbai – joined the PA Chamber last week to sign an international trade partnership agreement. India is Pennsylvania's 8th most significant trading partner (according to the U.S. Census Bureau). Based on this partnership and the desire of both parties to see it strengthened, the new agreement is focused on continued coordination between the Commonwealth and India in terms of exchanging legal, economic, financial, and macroeconomic information to help facilitate business opportunities. More than 18 Indian firms spanning various industries operate in Pennsylvania, and our state's activity in India ranges from food processing to agriculture, IT and chemical industries. The total trade between India and Pennsylvania was \$3.21 billion in 2019. Read more [HERE](#).

PA CHAMBER ENCOURAGES SUPPORT OF HOSPITALITY INDUSTRY

PA Chamber [and community] members with the means to do so are being encouraged to provide financial aid to laid-off hospitality industry workers through a new initiative that has been launched by the PA Restaurant and Lodging Association. The Hospitality Assistance Response of PA (HARP) initiative is distributing one-time individual grants to hospitality workers who are facing hardships due to the COVID-19 related abrupt closures of restaurants and hotels across Pennsylvania. Donate to this worthy cause online or get more information [HERE](#).



A WORD on 2021 from PRESIDENT BARR

"As we continue to provide employers with the timely information and resources they need to safely keep their doors open, the Pennsylvania Chamber is leading the business community into 2021 with a renewed focus on smart public policies that encourage re-investment, increase Pennsylvania's economic competitiveness and strengthen our communities. We are ready to 'Rise to the Challenge' together, ensuring that every Pennsylvanian has the opportunity to succeed." More about Bringing PA Back [HERE](#).

PA CHAMBER 2021 LEGISLATIVE AGENDA

While lawmakers are appropriately focused on navigating the current health and economic emergency, it is vital they keep an eye on the future and help position Pennsylvania for long-term prosperity. A pro-growth, forward-thinking legislative agenda has the potential to create a compelling vision; attract emerging, expanding and reshoring industries; and encourage existing employers to increase their commitment to their Pennsylvania investment. Find the PA Chamber's 2021 Legislative Agenda [HERE](#).



U.S. Chamber of Commerce

PANDEMIC RELIEF PACKAGE PASSED

U.S. Chamber of Commerce CEO Thomas J. Donohue issued the following statement on the passage of pandemic relief legislation:

“The Chamber applauds a truly bipartisan compromise that finally puts the American people and businesses ahead of partisan squabbling. We commend the Congressional leadership and the bipartisan senators and representatives whose actions led to this achievement. Together, they have illustrated how we can break partisan gridlock in the new Congress next year.

“[The] package includes aid for small businesses and nonprofits, extension of unemployment programs, funding for schools and daycare centers, and resources to support vaccinations before the end of the year... It’s regrettable that the Portman-Manchin legislation that included state and local temporary aid, and targeted liability protections for businesses, schools, and nonprofits that follow public health guidelines, did not also pass with bipartisan support. These key provisions would have enhanced our nation’s ability to stage a broad-based economic recovery in 2021. The Chamber will urge the new Congress and administration to support local and state aid and targeted liability protections in legislation in the new year.” Read more [HERE](#).

SUMMARY OF THE "SECOND DRAW" PPP

- How Do These Changes Impact My Existing PPP Loan?
- I Exhausted My Initial PPP Loan, How Does This Help Me?
- What If I Never Received a PPP Loan?
- Which Changes to Other Programs That May Help My Small Business Have Been Changed?

[Click HERE for answers.](#)

PANDEMIC-INDUCED CHILDCARE CHALLENGES COULD FOREVER CHANGE THE WORKFORCE

The U.S. Chamber of Commerce Foundation released a new report, “Piecing Together Solutions: The Importance of Childcare to U.S. Families and Businesses,” synthesizing months of research that examined the difficulties the COVID-19 pandemic has created in relation to childcare, and the hard choices parents, employers, and policymakers have had to make.

Key findings from the study include:

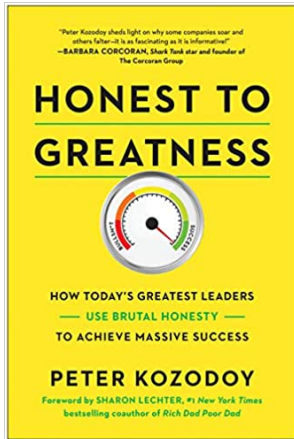
- Temporary changes are having long-lasting effects.
- Women are disproportionately impacted.
- Parents, employers, and providers are all experiencing financial stress.
- Consistent coordination between stakeholders is necessary to drive solutions.

Find the full report [HERE](#).

Book of the Month

Honest to Greatness

How Today's Greatest Leaders Use Brutal Honesty
To Achieve Massive Success



In today's hyper-transparent world, consumers have enormous power to decide which brands are worth their time and money—so how do you make sure they choose yours?

Unfortunately, most leaders and organizations are stuck following archaic, detrimental business practices. Meanwhile, savvy consumers and employees across every generation are making their stance perfectly clear: They are not interested in supporting organizations that seem inauthentic, soulless, or untrustworthy. In this environment, only the honest will survive.

In *Honest to Greatness*, Inc. 5000 serial entrepreneur Peter Kozodoy shows how today's greatest business leaders use honesty—not as a touchy-feely core value, but as a business strategy that produces game-changing, industry-dominating success.

Through case studies and interviews with leaders at Bridgewater Associates, Sprint, Quicken Loans, Domino's, The Ritz-Carlton, and more, Kozodoy presents fresh business concepts that anyone in the workplace can implement in order to:

- Reach, engage, and retain your best customers
- Attract and inspire the best talent in any industry
- Create an unbeatable culture of innovation that dominates your competitors
- Earn your team's respect and loyalty
- Unlock deep personal fulfillment by setting the “right” goals

Filled with powerful lessons for current and future leaders, this timely book demonstrates how to use honesty at both the organizational and individual level to achieve true greatness in business and in life.



About the Author

Peter Kozodoy is an Inc. 5000 serial entrepreneur, TEDx speaker, and business coach who works with organizations and their leaders to help them overcome self-limiting beliefs and use honesty to achieve greatness. His articles on leadership and entrepreneurship have appeared in *Forbes*, *Inc.*, *The Huffington Post*, *PR Daily*, and more.



Board of Directors

Stan Flenner, President
Graphics Universal, Inc.

Brad Kearns, Treasurer
SEK, CPAs & Advisors

Rachel Grimm, Vice-President
Orrstown Bank

Frank Traver, Vice-President
Eagle Construction, FCADC

Betsy Yumlu, Vice-President
F&M Trust

Charles Eckstine
MBH, Inc.

Andy Everetts
M&T Bank

Ginger Everhart
WellSpan Health

Dr. Lura Hanks
Greencastle-Antrim School District

Casey Hurst
Antrim BIC

John Frey
DSS Law, LLP

Chris Grimm
ACNB Bank

Dean Martin
Sunnyway Foods

Chad Murray
Antrim Township Representative
Quad State Sales and Service

Mike Reed
Manitowoc Cranes



www.greencastlepachamber.org

info@greencastlepachamber.org

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