



The Circle

A Quarterly Publication of the New Oxford Area Chamber of Commerce

Meet the 2020 New Oxford Area Chamber Board of Directors

The Chamber would like to welcome four new members to the Board of Directors. Jennifer Meckley (Members 1st Federal Credit Union) and Janice Swartz (UPMC Pinnacle Hanover) were elected to the board at the October 2019 General Meeting. Meckley and Swartz will serve three year terms on the board. Additionally, Chad Collie (Allied Plaster & Construction) and Lyle Pitner (Lyle R Pitner State Farm) were nominated to join the board in September and October, respectively. Collie and Pitner will finish out unexpired board terms.



Jennifer Meckley is the branch manager at **Members 1st Federal Credit Union** in North Hanover. She has been in her current position since 2018. Meckley has worked for Members 1st since 2009 and has been in the banking industry for over

25 years. Meckley is also an active member of the Hanover Area Chamber of Commerce - currently serving as a Chamber Ambassador - and is on the Pink Out Committee. At Members 1st, she specializes in business development and is passionate about the Credit Union difference.



Janice Swartz has been with **UPMC Hanover**, formerly Hanover Hospital, for the past 15 years. She has held multiple roles within the organization and is currently the Business Development Manager for the FirstLine Care

Clinics, Express Care and Occupational Health facilities. Swartz enjoys working with local employers to help identify and meet their healthcare needs. She graduated from East Stroudsburg University with a bachelor's

in health education with a concentration in community health. Swartz is a member of the Hanover Area Human Resource Association, Hanover Premier Professionals and Sweet Charities of Hanover. She resides in Hanover with her husband and two sons.



Chad Collie is the owner of **Allied Plaster and Construction**, which specializes in historic preservation in Adams County and York County. He has worked on several local businesses and residences around New Oxford. A resident of

Adams County for over 15 years, Collie has a strong passion for small businesses and entrepreneurship and is constantly looking for ways to stimulate economic growth in the county. In addition to the Chamber Board of Directors, he is a member of the New Oxford Industrial Development Committee and serves on the board of advisors for both Urban Rural Action and Adams County Agricultural Land Preservation.



Lyle Pitner opened the **Lyle R Pitner State Farm** agency in New Oxford in August 2019. The agency is located in Civil War era building off of the New Oxford Square. Pitner spent over 20 years as a District and Regional Manager in the retail and

services industry. He is excited to venture into insurance and financial services.

...continued pg. 2

Inside this issue...

2020 Board of Directors
pgs. 1-2

♦♦♦

New Members...pg. 2

♦♦♦

Remembering Bob Kennedy
pg. 2

♦♦♦

Year in Review...pg. 3

♦♦♦

Member News...pgs. 4-5

♦♦♦

Membership Renewal...pg.5

♦♦♦

Member Spotlight:
Martin's New Oxford Hardware
pgs. 6-7

♦♦♦

bobbi becker Prints...pg. 7

♦♦♦

Advertise with us...pg. 8

**2020 New Oxford Area
Chamber of Commerce
Board of Directors**

Ashley Hershey, President
Brown Schultz Sheridan & Fritz

Michele Sheets, Vice President
Individual Member

Mindy Langer, Secretary
Cross Keys Village-The Brethren
Home Community

Christina Palermo, Treasurer
M&T Bank

Dorothy Robinson, Borough Liaison
New Oxford Borough

Chad Collie
Allied Plaster & Construction

Jennifer Meckley
Members 1st Federal Credit Union

Lyle Pitner
Lyle R Pitner State Farm

Janice Swartz
UPMC Pinnacle Hanover

David Laughman
DL3 Systems LLC

Chamber Staff:
Michaela Shaffer
Marketing/Membership Coordinator

Welcome New Members!

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500 George St.
Hanover, PA 17331
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Himes House Bed & Breakfast

104 Lincoln Way West
New Oxford, PA 17350
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himeshouse.com

LABS, Inc.

125 Enterprise Dr.
New Oxford, PA 17350
(717) 259-6550
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Remembering Robert "Bob" Kennedy



New Oxford lost a beloved member of its community on October 17, 2019 with the passing of Robert Kennedy, known as Bob to many in the community. Bob was 74 years old.

Early in his life, Bob served in the United States Navy. Bob, along with his wife Elizabeth, were the owners of the Barker House Bed & Breakfast in New Oxford for many years. Bob was also involved with a number of local organizations including Hebron Lodge #365, Order of the Eastern Star #532 and the New Oxford Social and Athletic Club. He was a charter member of the New Oxford Area Historical Society and a one-time board member of the New Oxford Area Chamber of Commerce.

Bob was a beloved member of the community, and he will be greatly missed. Our thoughts go out to his wife Elizabeth and Bob's loved ones.

continued from pg. 1...

Pitner is looking forward to playing a bigger role in New Oxford saying, "My family and I love Adams County and the surrounding areas. We really enjoy the neighborly feel and the atmosphere that exists here. The opportunity to open a business in town provides the chance to become more involved locally with my neighbors, businesses and service organizations as well as the opportunity to give back to my community."

In addition to the four new board members, Christina Palermo (M&T Bank) was reelected for a three year term and David Laughman (DL3 Systems LLC) was elected to a one year alternate term.

The Chamber would also like to recognize the individuals who will be board officers in 2020. Ashley Hershey (Brown Schultz Sheridan & Fritz), Michele Sheets, Palermo and Mindy Langer will fulfill the roles of president, vice president, treasurer and secretary respectively.

Rounding out the 2020 Board of Directors is Dorothy Robinson (New Oxford Borough).

Thanks to all of the members of the Chamber Board of Directors for all they do to help our organization grow and flourish.

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A Year in Review: Reflecting on 2019 and Looking Forward to 2020



Chamber Board President Ashley Hershey presents a certificate to Adams County Library System - New Oxford celebrating their 25 year Chamber anniversary

Another year has come and gone at the New Oxford Area Chamber of Commerce. We are excited about the progress made in 2019 and look forward to making more improvements and changes in the new year to better support our members and the community.

Here's a brief overview of what the Chamber did in 2019:

- ◆ Co-hosted six **mixers** with our members - Holistic Harmony, Adams County Library System - New Oxford, Dentistry on the Square, HART Center, The Christmas Haus and Redbud House.

- ◆ Hosted two **membership breakfasts** in March and September. At the spring breakfast, the Chamber honored three exchange students from New Oxford High School and welcomed six new members. At the fall breakfast, the Chamber honored Smith's Auto Sales as the Business of the Year, celebrated 10 member anniversaries and welcomed six new members.
- ◆ Celebrated the **63rd Annual Antique Market & Craft Show** in June. Over 100 antique, craft, direct sales and food vendors participated and over 1000 attendees enjoyed the festivities.
- ◆ Enjoyed fall at the **12th Annual Harvest Day Festival & Parade** in October after getting rained out in 2018. Kids enjoyed free crafts and face painting. Attendees of all ages visited craft, food and direct sales vendors. The event wrapped up with a fun-filled parade through the streets of New Oxford.
- ◆ Welcomed the holiday season with the annual **Christmas Tree Lighting** the Saturday after Thanksgiving. Local families enjoyed hot chocolate, cookies, caroling and a special visit from Santa.
- ◆ Distributed four quarterly **newsletters** to our membership and visitors.
- ◆ Said goodbye to five **board members** in 2019 and welcomed three new board members. Two additional new board members will join us in 2020.

Thank you to everyone who helped make 2019 a great year for the NOACC. Here's to 2020 and all it will bring!

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We invite you to host a mixer!

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HOSTING A MIXER IN 2020.

info@newoxford.org or (717) 624-2800

Member News & Updates

The Manufacturers' Association Announces Chris Zimmerman as Head of Apprentice Training Programs



The Manufacturers' Association recently announced the appointment of **Chris Zimmerman** as apprentice coordinator.

Zimmerman comes to his new role with the Association following 25 years of experience in the manufacturing industry as a tool room supervisor, tool and diemaker and apprenticeship coordinator.

He will be responsible for serving as a program liaison with regional employers, career counselors in area school districts and students looking to develop professional careers in manufacturing. Having served as an instructor for many years in the Association's apprenticeship training program, Chris will also work to expand the instructional opportunities of the program's multi-year educational tracks for skilled trades such as mechatronics, tool and die, machinist, maintenance mechanic, quality technician and robotics technician.

New Oxford Library Introduces Girls Who Code Program



The New Oxford Library will feature a new program in 2020 called Girls Who Code. The club is for girls in grades three to five and is based on the best-selling Girls Who Code book series. The program will include activities, characters and vocabulary from the series and give participants an opportunity to actively design, code, read and explore together.

Girls Who Code aims to expose girls to bravery, resilience and computational thinking at the moment when research indicates that their interest is high. Each meeting will include fun, interactive activities that are unique to Girls Who Code. A typical meeting starts with participants reading together from a part of the book. Then, they discuss questions that relate to both the book and important concepts, like bravery and sisterhood. The Club will then take on a creative challenge that relates to the chapter they read - either unplugged or online.

An informational session will be held on Tuesday, January 7 at 4:30 p.m. Parents and guardians will have the opportunity to meet the facilitators, ask questions and complete their child's registration at this time. The program officially begins on Tuesday, January 14. The program is free.

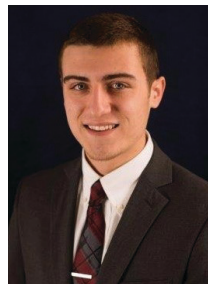
Doceo Welcomes New Employees and Receives Recognition as One of Inc. Magazine's Fastest-Growing Companies in America



Doceo recently hired **John Erisman** as a Technology Consultant for their Lancaster team.

Erisman will educate and provide technology solutions to businesses and non-profits in the Lancaster County market. Doceo's equipment and technology solutions include multifunction printers, desktop printers, wide-format systems, IT support and document management software.

Erisman brings both sales and management experience to Doceo. Most recently, he was the Senior Business Development Specialist for the Lancaster Barnstormers where he collaborated with their leadership team to generate revenue goals, as well as create strong client relationships on a corporate level. Erisman attended both Millersville University of Pennsylvania and Penn State University and holds a master's degree in education. He has over 20 years of coaching and mentoring experience.



Doceo also welcomed **Derek Greenholt** as a Technology Consultant for their Hanover team. Greenholt will educate and provide technology solutions to businesses and non-profits in Hanover, Spring Grove and Littlestown. He attended West Virginia University and holds a bachelor's in marketing. Most recently, he was an account executive for Ameritel Corporation, serving the Baltimore and Washington, D.C. area.

Additionally, Doceo recently received recognition from Inc. Magazine as one of the fastest growing privately held companies in the U.S. in the publication's annual Inc. 5000 list. This is the second year in a row that Doceo has received this honor. The 2019 Inc. 5000 list is ranked according to percentage of revenue growth when comparing 2015 and 2018.

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Children's Cancer Recovery Foundation Announces Additions to Bear-Able Gifts Program for New Year

Children's Cancer Recovery Foundation recently announced that there will be two additions to the existing Bear-Able Gifts program in 2020. The Bear-Able Gifts Program sends thousands of toys to children in treatment every year. In 2020, the program will also feature: the BAG of Hugs and Diagnosis Bags. The BAG of Hugs is a bag of comfort for parents, which will be sent alongside every Bear-Able Gift. The bag will include items such as tea, coloring books and journals. The Diagnosis Bags will include resources for families dealing with new diagnoses and will feature activities to help make the news more "bearable."

In 2019, CCRF expanded its Helping Hand Program, which helps families where they need it the most. A \$300 scholarship for emergency financial assistance was added to the program as were online campaigns. CCRF also facilitates utility and rent payments on behalf of families and advocates to collect services or gift certificates to assist with families' individual needs.

To learn more about CCRF's programs such as Bear-Able Gifts and Helping Hands, visit childrencancerrecovery.org.

Children's Aid Society Adds to Their Team

Denise Schroeder has joined the team at Children's Aid Society. Schroeder will be the accounting clerk and will assist with accounts payable. She is from Spring Grove. Outside of work, Schroeder enjoys gardening and spending time with her family.



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Attention: Did your company recently win an award? Did you hire a new employee? We want to share the good news with other members and the community!

Send us your press release at info@newoxford.org! If a photo is included, please ensure it is high-resolution. Please submit business briefs by Friday, March 13 for inclusion in the 2Q 2020 newsletter. Business briefs are included as space allows and at the discretion of the Chamber.

It's Time to Renew Your Membership for 2020!

The beginning of the year means it is time for membership renewal! Membership renewal letters were sent to all members in early January.

At just \$85 per year for business/professional membership and \$30 per year for individual membership, your investment in our Chamber remains a great deal! Need a refresher on what you can get with your Chamber membership? Be sure to check out our Member Benefits Guide, which can be found on our website and at the Chamber office. Copies can also be requested by emailing info@newoxford.org.

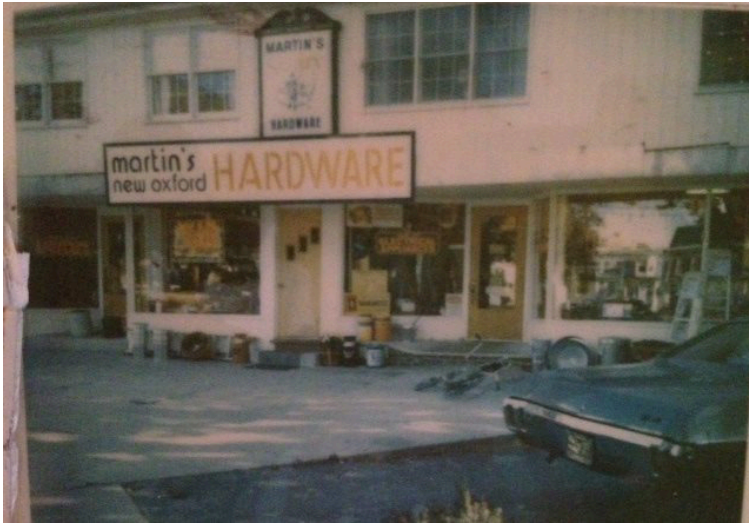
Some of our great benefits include: promotion on the Chamber website and social media pages, advertising opportunities, networking opportunities, insurance availability, community involvement and sponsorship opportunities for large-scale Chamber events such as Market Day and Harvest Day.

If you have not submitted your membership renewal form and payment yet, be sure to send it in soon! We use the renewal forms to keep your business listings on our website accurate. Also, please take a few minutes to look at the 2020 Sponsorship Opportunities Guide to see what we have in store for this year. Interested in any of these opportunities? Simply select the options you are interested in on the form you received with your membership renewal letter.

As always, if you have any questions, reach out to the Chamber at info@newoxford.org or at (717) 624-2800. Thank you for your continued membership!

Member Spotlight: Martin's New Oxford Hardware

We are excited to introduce the “Member Spotlight” series to our readers. Each month, we will take an in-depth look into one of our Chamber members and the history of their business or organization. Look for a new spotlight in each quarterly newsletter. For the months when a newsletter is not released, you will be able to find the latest “Member Spotlight” on our blog and on our Facebook page. For our first edition of this new series, our featured member is Martin's New Oxford Hardware, Inc. a long-time staple of the New Oxford community. Read on below to learn more about this beloved local business.



Martin's New Oxford Hardware, Inc. in 1974

Steve Martin has always had an interest in hardware. From a young age, Steve enjoyed helping out at his uncle's hardware store in Hagerstown, MD. Those early experiences at his uncle's business led to Steve's dream of one day owning his own hardware store.

After growing up in Pittsburgh and attending Walsh College in Ohio, Steve and his family decided to make that dream a reality. Steve and his father Bill, who had previously owned a machine shop business, looked at hardware stores throughout Pennsylvania before finding a store for sale in New Oxford. With its ideal living accommodations – there is an apartment on the second floor above the store – its proximity to family and its location in the heart of a small town, the store was the perfect fit for the Martin family.

On July 1, 1974, Steve and his father officially purchased the store from its former owners Bob and Nora McEvers and became business partners. At the time, Steve was only 21 years old. The Martin family, including Steve's mother and Bill's wife Mary, would go on to grow their beloved family business in New Oxford.

Over the years, Martin's Hardware has celebrated many milestones and accomplishments. The store celebrated 40 years of business in 2014. In 2015, the Chamber recognized Martin's as its Business of the Year. Perhaps the biggest accomplishment though is the store's popularity with the local community.

Because it is a locally-owned small business, the staff at Martin's is able to provide customers with the care and attention that is rarely found at big box stores. Customers can always expect hands-on help when they visit Martin's.

Because of this unique experience, many of the store's visitors are loyal customers who have shopped at Martin's for years. Martin's carries a wide variety of hardware items and has added many lines over the years in order to continue fulfilling the needs of its customers. In addition to the products in the store, Martin's also offers window and screen repairing, paint mixing and color matching, key duplication, glass and screen cutting, equipment rentals and blade sharpening.

Customers are greeted by familiar faces each time they visit Martin's. Steve is active in the day-to-day operations of the store. Steve is joined in the store by Bill Bechtel, Ron Boring, Mitch and Wendy Diviney and Jason Smith. Originally a part-time staff member, Bill is now full-time and has been with the business for almost 30 years. Ron has worked part-time at Martin's for almost 10 years while the Mitch and Wendy have been involved for the past couple of years as part-time staff members. Jason joined the staff in mid-2019.

Steve and Bill agree that the best part of working at Martin's is the customers. Steve believes that customers “become like personal friends.” That feeling of friendship is shared by many of the customers who choose to shop at Martin's, sometimes even multiple times a day, for all of their hardware needs.

A number of customers even prefer to drive from out of town because of the high level of customer service at Martin's. In addition to connecting with customers, Bill enjoys meeting new business owners, staying up-to-date on community happenings and forging connections with local businesses and members of the community.

...continued pg. 7



Current staff of Martin's from L to R: Mitch Diviney, owner Steve Martin, Jason Smith, Bill Bechtel, Ron Boring and Wendy Diviney

continued from pg. 6...

With their expertise and hands-on assistance, it is no wonder that Martin's and its staff are the top choice for hardware in our community. Want to learn more about Martin's New Oxford Hardware? Visit their website at martinsnewoxfordhardware.com, follow them on Facebook for fun contests and, of course, stop by in person at 21 Center Square.

On a personal note, the Chamber is lucky to have such great neighbors. Steve and his staff are always willing to lend a helping hand whether it be with decorating the circle for the holidays or helping put a sign up for Market Day. Small businesses like Martin's and many other businesses around town are an asset to our community, and we are lucky that these businesses call our community their home. We encourage you to support local businesses such as Martin's and keep an eye out for future spotlights on other members of our wonderful local business community!

Limited bobbi becker New Oxford Season Prints Available at Chamber Office

Interested in adding some bobbi becker prints to your home or office art collection? The Chamber currently has individual framed prints of spring, fall and winter as well as individual unframed prints of fall and winter.

Please contact Michaela at info@newoxford.org or stop by the Chamber during office hours if you are interested in adding to your collection!



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