



Hancock Chamber Newsletter

VOLUME 1, ISSUE 3

DECEMBER 2014

Next Meeting

Monday,
December 15th
6:30 pm
at
Park-N-Dine

Agenda:

2014 Business
Person of the Year

Year End Business

Chamber Mixer

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Think Outside the “Big Box Stores”

You've heard it before, but it's worth repeating. Shopping local is important for many reasons. What better time to be reminded than during the biggest shopping season of the year.

Whether you give presents away under the Christmas tree, during the eight days of Hanukkah, maybe for New Years' Day, or just to celebrate some secular cheer, consider an alternative to those “Big Box Stores,” and do all of your holiday shopping local this year.

If you can't find something in Hancock for everyone on your shopping list, then you're not looking hard enough. If you can't wrap it (or, bag it, like I do!) consider a gift card. The notion that gift cards are tacky and thoughtless is anything but true. When has something useful ever been bad?

Do you have someone on your list who is handy around the house? How about a gift card to the hardware store. Someone who isn't? How about a gift card for an oil change or car repairs.

Have a wife or daughter who likes to get their hair done? Why not a gift card to the hair salon. Does your husband like to tinker in the garage?

Consider a gift card to the auto supply store.

And, if you have parents or grandparents on expensive medications, consider a gift card to the pharmacy. It'll be something they can use, for someone who already has everything else.

For the kids, why not some movie or video game rentals. For the neighbors, a gift certificate for the grocery store, or for dinner at a local restaurant. If you think hard enough, a gift card can be useful, and very thoughtful.

Why shop local? Every dollar spent in a small community is often spent many times over before leaving the local area. It's called the Local Multiplier Effect. It pays the wages of our neighbors, who in turn shops locally at another store, funding someone else's pay.

If for no other reason, then consider the time you'll save standing in line, and money you'll save on gas driving to those “Big Box Stores.”

It just makes sense. And, saves cents!

Wayne Keefer, President
info@HancockMD.com

Like us on FaceBook

Who isn't on FaceBook? Okay, if you're not, you definitely know someone who is.

What is FaceBook? Many things. Social networking has exploded with the advent of FaceBook. While some use it to share updates on family, or, my favorite, what one had for lunch, more businesses and business owners are using FaceBook as a free marketing tool. With FaceBook, you can share a business sale, show off your merchandise,

and announce new items—and get the information out directly to the community.

Bank of America employs 13 full-time employees dedicated to keeping up to date with the bank's FaceBook page and responding to customer posts.

The Chamber has jumped on the bandwagon, too, and we recently launched our own page. Within the first week, we had more than 50 “Likes.”

The Chamber has Michele Golden, owner of Petals 'N Bows, who has launched our FaceBook page and will keep it up to date for us. So please, “Like” us on FaceBook. If you have an ad to share, or a business sale, email us at: info@HancockMD.com so we can post what you have.

Thanks, Michele, for your help in setting up our FaceBook page. As always, suggestions are welcome.

Hancock Community Life Center

Hospice of Washington County (HWC), Inc. serves our community by providing compassionate quality end-of-life care to patients and their loved ones, and grief support to those coping with a life-changing loss. It's a huge mission but, believe it or not, the dedicated professionals at HWC want to do even more.

Hospice of Washington County strives to provide services to all—regardless of diagnosis, ethnicity, age, race, religious beliefs, sexual orientation, place of residence or economic status. With the goal of better serving all of Washington County's residents, HWC opened the Hancock Community Life Center (CLC) in February of this year.

The Hancock CLC, located in Town Hall on the second floor, is where HWC's professional counselors provide bereavement services, at no cost, to those who have suffered a life-changing loss. Additionally, Community Life Center staff

owner of The Sewing Basket, has led a great program to honor lost loved ones. With her talents as a master seamstress, pre-cut fabric squares with names written on them will be sewn and stitched together to make the Stronger Together Memorial Quilt.



And, Carolyn Clingerman, Vice-President / Branch Manager at CNB Bank, Inc. in Hancock, has shared her expertise by offering a program entitled, "Financial Management for Senior Citizens and the Recently Bereaved."

seeks to engage volunteers, recruiting them to share their knowledge and skills in order to strengthen relationships and build community.

Two wonderful volunteers have recently led programs at Hancock's CLC. Helen Layton,

Hospice of Washington County greatly appreciates the willingness of these two community leaders to share their knowledge with the Hancock Community and invites every other citizen to do the same!

"There are no secrets to success. It is the result of preparation, hard work, and learning from failure."

Colin Powell

US General and Statesman

1937—Present

Chamber Spotlight: Barnhart's Lawn & Garden

Jimmy and Tracy Barnhart own and operate Barnhart's Lawn & Garden, LLC, which opened its doors in late October 2013. Barnhart's is an authorized dealer for Husqvarna outdoor power products (chain saws, snow throwers, lawn mowers and tractors, tillers, trimmers, etc.) and Generac generators.

Jimmy's inspiration to open the store came from his father, Tink Barnhart. Tink owned and operated a general store in Warfordsburg,

PA for about 50 years. Jimmy helped his father in the store while growing up, where Tink spent a lot of time teaching Jimmy how to work on chain saws.

Prior to opening the store last year, Jimmy had spent about 30 years in quality control in the asphalt industry. After thinking about opening a Husqvarna dealership for a couple of years, Jimmy finally took the plunge because there was a

need for it in this area and he really enjoys working with his hands.

Tracy works in the store most Saturdays but continues to maintain her full-time position as Quality Manager at the ASHTO Materials Reference Laboratory (AMRL) in Frederick, MD where she has worked for nearly 25 years. Tracy was born and raised in Johnstown, PA and moved to Warfordsburg from Frederick in 2007 when she married Jimmy.

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Hancock Enterprise Zone

At the June Chamber meeting, Washington County Administrator Greg Murray was the guest speaker. Among the many helpful topics he spoke about was the Hancock and Washington County Enterprise Zones. Below is more information, courtesy of the Hagerstown-Washington County EDC.

Approximately 5,500 acres in Washington County are within three state-designated Enterprise Zones. To help promote growth of the industrial and commercial base, local and state incentives are available to new or expanding companies in these zones. Each Enterprise Zone is approved by the state for a ten-year period.

Local Real Property Tax Credits: City and County property tax credits for up to ten years on capital investments.

*Credit of 80% on increases in assessed value of real property for the first five years, decreasing by 10% annually for the remaining five years.

State Income Tax Credits:

- State income tax credits for creating new jobs.
- The credit is a one-time maximum of \$1,000 for most new jobs.
- Credits for hiring "disadvantaged" employees (vouchered by the State):
 - First year - \$3,000
 - Second year - \$2,000
 - Third year - \$1,000

***Note:** Businesses seeking local property tax credits must apply to the Department of Business Development prior to completing the construction or rehabilitation project. Property tax credits may not be granted retroactively.

Hancock Enterprise Zone Approved in 2005, this 1,500-acre zone surrounds the Town of Hancock, stretching from the Pennsylvania border down to the Potomac River. The zone includes commercial and industrial development opportunities

in select areas of town as well as commercial frontage along Main Street.

Eligibility Requirements

To qualify for Enterprise Zone benefits, a business must be located within the zone and meet minimum requirements for job creation and for capital investment. In addition, there are restrictions on certain business types.

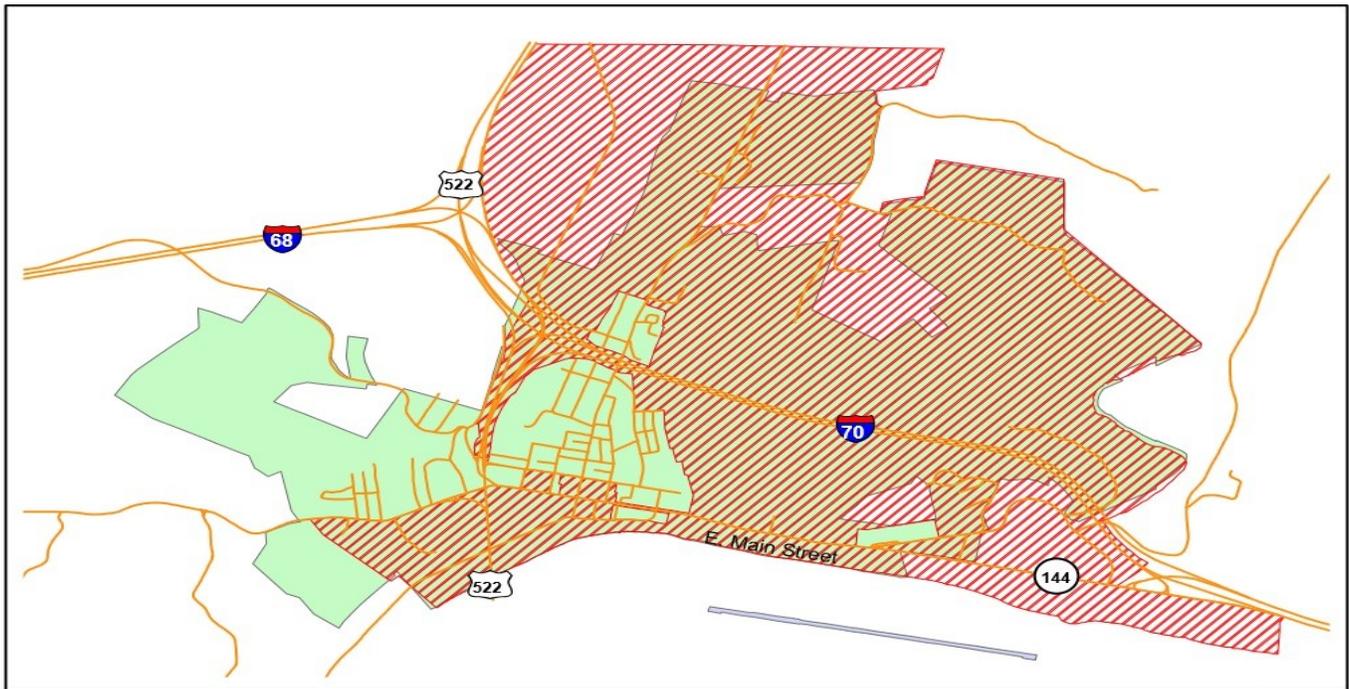
Minimum Capital Investment: (construction/ rehabilitation of real property:

- Hancock Enterprise Zone—\$5,000 + capital investment

Minimum Job Creation: (permanent, full-time positions)

- Hancock Enterprise Zone— 1 (one) new job created

For more information, please contact:
edcinfo@hagerstowndc.org



- Legend**
- Runway
 - Enterprise Zone
 - Town of Hancock

**Town of Hancock
Enterprise Zone**





Place
Stamp
Here

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Working for a Wonderful Western Maryland Community

Chamber Spotlight: Barnhart's Lawn & Garden

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Jimmy and Tracy reside in a farm house in Warfordsburg. Jimmy has three children, Alexandra (age 23), Christian (age 20), and Elijah (age 18). Even though Jimmy and Tracy are empty nesters now, they still share their home with three cats and two dogs. One of the dogs, Leroy, is the official shop dog at Barnhart's. In his spare time (of which he has very little), Jimmy is a farmer who also raises a small herd of certified Black Angus cattle. Jimmy and



Tracy are also very active in the Hancock United Methodist Church, where they play in the bell choir together. Tracy is also a vocalist in the HUMC Praise Band and has the privilege of traveling regularly across the

United States with her position at AMRL. Jimmy has enjoyed being Tracy's travel companion on several of her trips over the years.

The Barnharts have truly enjoyed their first year as small business owners and are proud to be a part of the Hancock Chamber of Commerce. They look forward to operating their business in Hancock for many years to come!

**For more information...
Barnhart's Lawn & Garden**

47 West Main Street
Hancock, MD 21750

301-678-6348

www.barnhartslawnandgarden.com