

ADAMS COUNTY

JANUARY  
2020

# BUSINESS



**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

*Cheers to 2020*



BUSINESS BRIEFS

ADVOCACY UPDATE

EVENTS CALENDAR

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**Jennifer McCleaf**

Relationship Director

[jenniferm@gettysburg-chamber.org](mailto:jenniferm@gettysburg-chamber.org)

**Edith Waldron**

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[edithw@gettysburg-chamber.org](mailto:edithw@gettysburg-chamber.org)

**Becca Maroney**

Communications Intern

[news@gettysburg-chamber.org](mailto:news@gettysburg-chamber.org)

## IN THIS ISSUE

04

Business Briefs

07

Advocacy Update

08

**Guest Article:** Disrupting the Market by Recognizing Dependencies  
Brian S. Orsinger, PA Chamber Insurance

12

Out and About

14

Events Calendar

15

Chamber News

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.

1382 BIGLERVILLE ROAD, GETTYSBURG, PA 17325 | 717.334.8151

[INFO@GETTYSBURG-CHAMBER.ORG](mailto:INFO@GETTYSBURG-CHAMBER.ORG) | [GETTYSBURG-CHAMBER.ORG](http://GETTYSBURG-CHAMBER.ORG)

# BUSINESS BRIEFS

The **bolded** businesses in Business Briefs are Chamber members. Submit news to [news@gettysburg-chamber.org](mailto:news@gettysburg-chamber.org) by the second Tuesday of each month for inclusion in the following month's publication.



## **The Gettysburg National Military Park and Eisenhower National Historic Site**

in Pennsylvania has named Steven Sims as the new superintendent. Sims is currently serving as superintendent of Valley

Forge National Historic Park, Hopewell Furnace National Historic Site, and the Washington-Rochambeau Revolutionary Route National Historic Trail. In his current assignment, Sims has had many accomplishments, including leading Valley Forge National Historical Park through a \$14M visitor center renovation. He will begin his new assignment in Gettysburg in late January.



**ACNB Bank** recently promoted Mary Jo Herr to the position of Residential Mortgage Loan Originator. In this role she will provide financing solutions for individuals interested in buying or building a home, or refinancing an

existing mortgage. Herr has 25 years of experience in the banking industry.



## **Adams Electric Cooperative**

recently recognized 12 employees and directors for a combined 185 years of dedicated service to the cooperative at its annual

employee/director recognition dinner held in October in Gettysburg. Employees were recognized for 5, 10, 15, 20, 25, and 30 years of service.



**Barley Snyder** is pleased to announce the firm's partnership has reelected Jeff Lobach as its managing partner and chief executive officer for a two-year term starting in 2020. Lobach's fourth term as managing partner starts January 1. The position entails

the oversight of operations and the long-term planning for the firm. He has been named to "The Best Lawyers in America" list each year between 2013 and 2020 for his work in the Commercial Litigation and Corporate Law practice areas.

A \$14,900 grant from the Robert C. Hoffman Charitable Endowment Trust will allow **HACC, Central Pennsylvania's Community College**, to better train and equip nursing students at its Gettysburg Campus. The campus nursing lab currently contains 15 hospital beds; "Smart" medical beds have emerged in hospital and long-term care settings as integrated solutions for patient care, assistance and monitoring. With funding from the Robert C. Hoffman Charitable Endowment Trust, eight of the 15 beds in the nursing lab will be replaced with medical beds comparable to those found in clinical settings.



## **Belco Community Credit**

**Union** supported #GivingTuesday, a global day of giving, with a \$1,500

donation to Project Share in Carlisle, PA. Each \$1 donated to Project Share provided approximately 5 nutritious meals in western Cumberland County. Belco employees are also scheduled to volunteer at Project Share on Saturday, February 22, 2020.



## **Stock and Leader, Attorneys at Law,**

is pleased to announce Joseph D. Baublitz has joined the Business, Real Estate, and School Law Practice Groups. Baublitz's focus within the Business Law Practice Group consists of entity

formation, commercial leasing and finance, and transaction support. He will also assist the Real Estate Team in commercial real estate matters and tax assessment appeals, as well as the School Law Practice Group in construction contracts.



**Doceo** has hired Derek Greenholt as a Technology Consultant for their team in Hanover. Greenholt will educate and provide technology solutions to businesses and non-profits in Hanover, Spring Grove and Littlestown. Doceo's equipment and technology solutions include multifunction printers, desktop printers, wide-format systems, IT support and document management software.



**Upcoming events at Liberty Mountain...**

**Learn To Ski & Snowboard for only \$55!**  
(ages 7 and up)  
Every Thursday in January.

**College Wednesdays!**  
\$40 for an All Day or Night (4-10pm) lift ticket.  
Add rentals for just \$5!

**Need Lift, Rental, and Lesson?**  
Learn To Ski or Snowboard Package (includes beginner area lift ticket, rentals, and a beginner lesson) is just \$45 for college students with a current student ID!

Unlimited Night Snow Tubing from 4-10pm just \$16!

**Fri & Sat Live Music**  
Fridays / McKee's 7-10pm  
Saturdays / Eagle & The Owl 8-11pm

**and more!**  
Visit [LIBERTYMOUNTAINRESORT.COM](http://LIBERTYMOUNTAINRESORT.COM) for the complete event calendar.

**LIBERTY MOUNTAIN RESORT**

Join participating GARMA Members the First Friday of every month to shop and support small, local businesses.

**2020**

January 3 <sup>rd</sup>	July 3 <sup>rd</sup>
February 7 <sup>th</sup>	August 7 <sup>th</sup>
March 6 <sup>th</sup>	September 4 <sup>th</sup>
April 3 <sup>rd</sup>	October 2 <sup>nd</sup>
May 1 <sup>st</sup>	November 6 <sup>th</sup>
June 5 <sup>th</sup>	December 4 <sup>th</sup>

For GARMA & Member Events visit: [www.facebook.com/MyGARMA](http://www.facebook.com/MyGARMA)  
See our full member list at [www.gettysburgretailmerchants.com](http://www.gettysburgretailmerchants.com)

**1st FRIDAY Gettysburg Style!**

**GARMA Gettysburg Area Retail Merchants Association**




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[www.gettysburgretailmerchants.com](http://www.gettysburgretailmerchants.com)

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**"FOR ALL OF YOUR FOOT & ANKLE NEEDS"**

# ADVOCACY UPDATE

## A BRIGHT 2020 AHEAD FOR ADAMS COUNTY CONGRESSMAN JOHN JOYCE, M.D.



Over the past year, it has been an honor to serve Adams County in the U.S. House of Representatives. Since taking office last January, I have traveled across the 13th Congressional District to meet with local business leaders and workers, including many in Adams County, about the issues that matter most to them.

As a former small business owner and a member of the House Small Business Committee, I understand firsthand the challenges facing the business community. From supporting legislation that will expand access to association health plans to fighting for reliable broadband in rural communities, I am working to help entrepreneurs succeed.

The past year has been an exciting time to do business in Adams County, and I'll keep fighting to continue this pro-growth, pro-worker momentum.

Thank you for investing in our community, and I look forward to working alongside you in the months and years ahead. Keep in touch with me and let me know how I can serve you by visiting my website at [johnjoyce.house.gov](http://johnjoyce.house.gov) or by calling my office at (717) 753-6344. As we embark on this New Year, I wish you and your family a happy and healthy 2020.

## CURTAILING JOB KILLING REGULATIONS PENNSYLVANIA SENATOR DOUG MASTRIANO (R-33)



Over-regulation by state bureaucracies not only scares away potential investment in Pennsylvania, but it also stifles our tax-base and growth. One way lawmakers can address this issue is through regulatory reform. The Senate recently approved a bill to strengthen the regulatory review process for governmental regulations and enhance legislative oversight.

Senate Bill 398 would ensure state agencies deliver proposed regulations to the Independent Regulatory Review Commission and to lawmakers in a timely manner to ensure a thorough review. The bill was originally assigned to the Senate Intergovernmental Operations Committee, which I chair. Essentially, this bill would ensure state agencies are implementing the law and not trying to make the laws themselves.

The current regulatory review process is complex and confusing, and often times cumbersome. In fact, the Commonwealth currently has 153,000 regulatory restrictions, impacting every industry. We must fight tirelessly to curtail job-killing, soul-crushing regulations and we must reduce the costs associated with regulatory compliance.

## SUPPORTING OUR SMALL BUSINESS REPRESENTATIVE DAN MOUL



According to the Pennsylvania Small Business Development Center, there are nearly 1 million small businesses in Pennsylvania, which employ nearly half of the state's workforce. Small businesses make up more than 99% of the state's employers.

With small businesses serving as the economic drivers in our communities, Pennsylvania consumers were recently urged to "shop small" on Small Business Saturday. While this annual event, held this year on Nov. 30, serves to promote our small businesses, we should keep these job creators in mind this holiday season and throughout the new year.

According to the U.S. Small Business Administration, a 2018 survey found total reported spending among U.S. consumers who said they shopped at independent retailers and restaurants on Small Business Saturday reached a record high of \$17.8 billion.

For information on how to start a business in Pennsylvania, visit <https://www.pa.gov/guides/starting-a-business/>. According to the Pennsylvania Small Business Development Center, there are nearly 1 million small businesses in Pennsylvania, which employ nearly half of the state's workforce. Small businesses make up more than 99% of the state's employers.



# DISRUPTING THE MARKET BY RECOGNIZING DEPENDENCIES

**BRIAN S. ORSINGER, CEBS, GBDS, VBS**  
*COO | Pennsylvania Chamber Insurance*

Designing and purchasing employee health benefits has never been more challenging, or more important. New insights into care delivery models, reimbursement strategies, consumer behaviors, and social influences of health are offering plans new methods to engage employees and providers while making benefit designs more effective.

Thought-leaders in this space are working diligently to—

- Measure the impact of efforts to increase health care value and understand the efficacy of various cost-reduction efforts
- Define organizational value based on a detailed understanding of employee populations, local market conditions, and strategy
- Deploy insights from behavioral economics to improve employee/member health
- Evolve away from 12-month renewal snapshots toward engineering long-term solutions

Understanding and addressing total health is a critical component of solutions that control costs and improve outcomes. Rooted in research commissioned by the Kaiser Family Foundation, 40% of a person's health status is impacted by individual behaviors such as diet, exercise, stress management, and care plan adherence; 30% by genomics and medical history; 20% by social and environmental factors such as home, family, economic stability, and mental wellness; and the smallest segment—10%—is attributable to clinical care.<sup>1</sup> However, this is where we see the largest focus and highest concentration of spending.

When employers execute effectively, they work with advisory partners to view human capital risk holistically—recognizing that employee health, productivity and organizational performance are tied together. Acquiring top talent, maintaining this asset, and retaining strong teams in a competitive market is paramount—all of which remain a core focus of effective employee benefit programs.

## **They Love to Fly—It Shows**

The Fortune 100 have long understood employee health and engagement as an important production input. Whether a manufacturer, a financial services firm, a multinational energy company, or a telecommunications giant, forward-thinking organizations leverage culture to create movements—not simply programs. But the lessons are just as valuable for companies of any size.

Perhaps the most interesting, recent example is how Delta Air Lines correlated a specific business performance outcome to its root as an employee health and engagement issue. Delta learned early that its health strategy was driving better employee decisions in high-performing locations, which ultimately led to lower costs and were linked to better key performance indicators. The benefits team worked with its health plan vendor to leverage an algorithm, the Consumer Activation Index (CAI) that reviews 55 health-related decisions made annually. These included selecting the right setting of care at an appropriate time, use of consumerism tools/apps, etc. What Delta learned transformed its approach to employee engagement. At airports with an above-average CAI, customers' survey responses were 21% more favorable than average locations, employees delivered a 56% higher service recovery, 18% lower global injury rate, 16% lower rate of baggage mishandling, and average disability durations were 4 days shorter. Additionally, for each five-point increase in CAI, Delta realized a 1% reduction in medical plan increases. Targeted investments in health and well-being, when deployed correctly, pay dividends.

## **Capitalizing on Synergy**

At PCI, we find ourselves at an interdisciplinary intersection where public policy meets commerce. We've curated a leading-edge portfolio of employee benefits and human resource solutions—built to empower a healthy, productive, and secure workforce—while delivering an enhanced opportunity for clients to attract and retain desirable talent. We're excited to be building meaningful change with our client-partners to prepare for the challenges ahead, which is foundational to the PA Chamber's mission.

<sup>1</sup> Kaiser Family Foundation: "Beyond Health Care: The Role of Social Determinants in Promoting Health and Health Equity." San Francisco, CA. May 10, 2019.

# GAIN EXPOSURE THROUGH THE CHAMBER



**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

The Chamber of Gettysburg & Adams County is Adams County's largest business organization with more than 530 member businesses and organizations. We offer many free and low-cost advertising options that will provide your business with a high return on your marketing investment. Our print and digital opportunities are efficient, powerful, cost-effective ways to extend your reach to your best business prospects. For more information, contact The Chamber at 717.334.8151.

Advertise in the **NEW Adams County Business**, the premier business information publication of The Chamber of Gettysburg & Adams County. The monthly publication features a member spotlight, business briefs, advocacy update, chamber news, guest articles, a chamber and community events calendar, and photos from chamber events.

**Circulation:** Nearly 900 targeted print and online subscribers

**Format Accepted:** JPG or PDF

**Deadline:** Space close deadline is generally the first Tuesday of each month, while the materials due deadline is the second Tuesday.



## AD RATES

(Cost per issue)

	1X issue/Year Non   Member	3X issues/Year Non   Member	6X issues/Year Non   Member	12X issues/Year Non   Member
Inside Front Cover (8.5"x11" 1/8" bleed)	\$750   \$450	\$675   \$410	\$600   \$360	\$525   \$315
Back Cover (6.7"x7.2")	\$600   \$360	\$540   \$330	\$480   \$290	\$420   \$250
Full Page (8.5"x11" 1/8" bleed)	\$350   \$210	\$315   \$190	\$280   \$170	\$250   \$150
Double Page Spread	\$525   \$315	\$475   \$290	\$425   \$260	\$375   \$225
1/2 Page (8"x5")	\$225   \$135	\$200   \$120	\$180   \$110	\$160   \$100
1/4 Page (3.875"x5")	\$150   \$90	\$135   \$80	\$120   \$75	\$105   \$65
Business Card (3.625"x2.4")	\$50   \$30	\$45   \$27	\$40   \$25	\$35   \$22

## AD REQUIREMENTS

We require all ads to be submitted in a digital format. Ads submitted incorrectly, including incorrectly sized, may incur additional charges. Ads submitted after materials due date are subject to a late fee.

Preferred format: high res PDF supplied at exact ad size. PDFs must be 300dpi, all colors CMYK and all fonts embedded. \*Ads may be changed month-to-month.

**Ad Design is available, with a graphic designer, through the chamber.**

**1382 Biglerville Road, Gettysburg, PA 17325**  
**Office Hours: Monday through Friday 8:30 a.m. - 4:30 p.m.**

## AD SUBMISSION

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Dropbox is also accepted.

Join The Chamber of Gettysburg & Adams County for an adventure to...

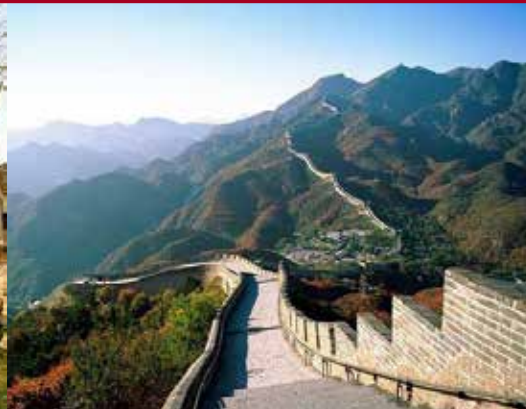
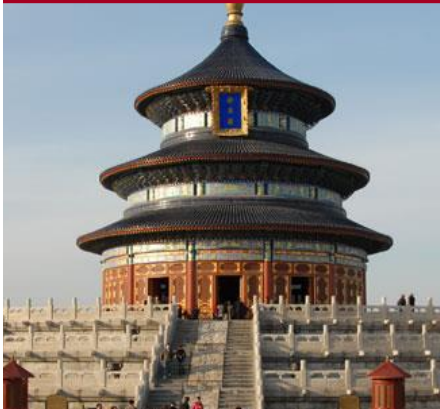
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- Fluent English-speaking tour guides • Entrance fees for attractions

**Day 1 – Dulles International Airport (IAD)/Beijing**

Free shuttle bus service starts from Gettysburg. Check in at IAD International Airport for an afternoon flight to China.

**Day 2 - Beijing**

Arrive in Beijing, the Capital of China by midnight. You will be met at the airport by your tour guide and transferred to the hotel.

**Day 3 - Beijing**

Visit the **Tian An Men Square**, the largest square in the world, and the **Temple of Heaven**, built in 1420 A.D., where the emperors prayed to the heavens for a good harvest.

Sightseeing today will continue with a tour of the **Palace Museum**, also known as the **Forbidden City**, home of 24 emperors with a total space of 9,999 rooms, and the **Summer Palace**, featuring the Long Corridor with painted gallery, Kunming Lake and Longevity Hill, Seventeen Arch Bridge and the Marble Boat.

**Day 4 - Beijing**

Tour bus excursion to the **Great Wall**, the 4,000 mile long and 2,000 year old construction is said to be the only man-made structure visible by the naked eye from the moon. Visit the **Ming Tombs**. One of the 13 Ming Emperors' Tombs is fully excavated and open for exploration.

**Day 5 - Beijing/Shanghai/Suzhou**

Fly to Shanghai, followed by a bus trip to Suzhou for the **Lingering Garden, Tiger Hill, Hanshan Temple** and the **National Embroidery Institute** to see silk embroidery, a local craft with thousands of years of history. Dinner this evening will include a show featuring traditional Chinese music.

**Day 6 - Suzhou/Hangzhou**

Morning tour bus excursion to **Hangzhou** for a visit to the **Economic Development Zone** and the centuries-old **Lingyin Temple**, featuring a 64.3 foot high camphor-wood carving of Buddha.

**Day 7 - Hangzhou/Shanghai**

Morning boat cruise on **West Lake** with relaxing stopover at jewel-like pagodas and tea houses. Afternoon tour bus trip to Shanghai.

**Day 8 - Shanghai**

Visit the **Yu Garden**, a maze of marvelous pavilions, ponds, rocky works and overarching trees. Also visit the **Bund**, Shanghai's famous waterfront park. Tour the **Pudong Economic Development Zone**.

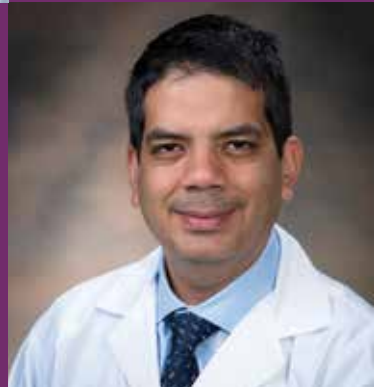
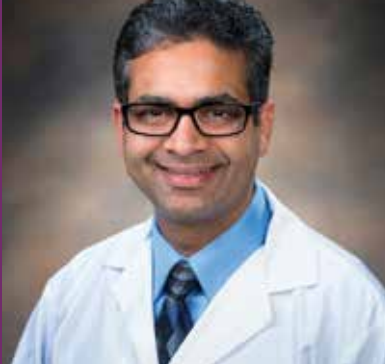
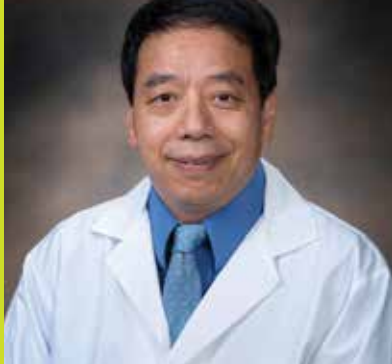
**Day 9 - Shanghai/Beijing/IAD**

Morning for free. The afternoon flight will depart by 1:30pm for IAD where you will arrive at 10:30am on the same day. Shuttle bus to Gettysburg.

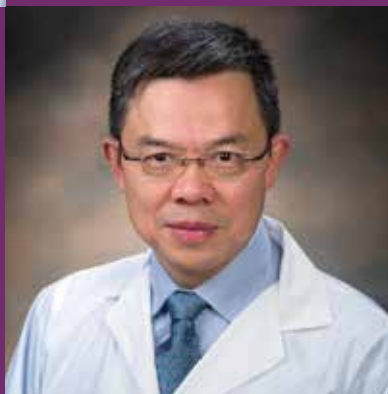
- Price reflects double occupancy
- Add \$200 to see Terra-Cotta Warriors at Xi'an
- Free business conference for interested passengers
- Free shuttle bus on departure day and return day
- \*Member price starting March 1, 2020, add \$100

- Add \$500 for single occupancy
- Valid passport and visa required (not included)
- Post Departure Travel insurance included
- \*Member price through February 29, 2020
- \*Non-members, add \$300

Plan now to join The Chamber group for this once in a lifetime China adventure. **Call Edith at The Chamber for details 717-334-8151, please send registration to [edithw@gettysburg-chamber.org](mailto:edithw@gettysburg-chamber.org) Website [www.gettysburg-chamber.org](http://www.gettysburg-chamber.org)**  
**Tour Operator: Citslinc International, Inc. 1-844-262-1100, Email [citslinc@yahoo.com](mailto:citslinc@yahoo.com) Website [www.citslinc.org](http://www.citslinc.org)**



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# OUT & ABOUT



Hans Schreiber  
Chamber Volunteer of the Year



Tracy Wolf-Stroyny  
Outstanding Citizen of the Year



100<sup>th</sup> Annual Meeting | November 6  
Dobbin House Tavern

**Barley Snyder**  
ATTORNEYS AT LAW



100<sup>th</sup> Annual Meeting | November 6  
Dobbin House Tavern

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ATTORNEYS AT LAW



100<sup>th</sup> Annual Meeting | November 6  
Dobbin House Tavern

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AC BizCon | November 21  
Gettysburg Hotel

**PCI** **AERO**  
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AC BizCon | November 21  
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Membership Mixer  
November 21

THE LODGES  
at Gettysburg



Membership Mixer  
November 21

THE LODGES  
at Gettysburg



Membership Mixer  
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THE LODGES  
at Gettysburg



Membership Mixer  
November 21

THE LODGES  
at Gettysburg



**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

# CHAMBER EVENTS

## JANUARY 1 & 2

New Year's Holiday | Chamber Office Closed

## JANUARY 9

Governmental Affairs Committee | 12Noon,  
Gettysburg Eddies

## JANUARY 14

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

## JANUARY 20

Martin Luther King, Jr. Holiday | Chamber  
Office Closed

## JANUARY 23

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

## JANUARY 29

Ambassador Committee | 11:30 a.m., TBD



Join us for **HAPPY HOUR**

at the Hanover Country Club

Wednesday, Feb. 5 (snow date is Feb. 6)

3:30 p.m. Registration

4:00 p.m. Program & Anniversary Recognitions



Cost is \$20 (future members \$30)  
and includes hors d'oeuvres and one  
drink



RSVP by January 29 to  
717.334.8151 or  
gettysburg-chamber.org

Sponsored by:



# COMMUNITY EVENTS

## JANUARY 10-26

Willy Wonka  
Gettysburg Community Theatre  
gettysburgcommunitytheatre.org

## JANUARY 17

Dancing with the Local Stars | 7 p.m.  
Majestic Theater  
ywcagettysburg.org

## JANUARY 18

Nicaragua Night Auction & Dinner  
3:30 p.m.  
Gettysburg College Field House  
717.337.6490 | gettysburg-leon.org

## JANUARY 18

Match Made In The Markets  
Bridal Show  
The Markets at Hanover | 12-3 p.m.  
eventbrite.com

## JANUARY 25

Ladies' Cozy Mid-Winter Tea | Noon  
Hollabaugh Bros., Inc.  
717.677.8412 | hollabaughbros.com

## JANUARY 27

Taste of the Seasons: Winter Food &  
Wine Pairings  
Adams County Arts Council | 6-8 p.m.  
adamsarts.org

## NEW MEMBERS

### **Adventure In Fun**

#### **Shonna Flanigan**

243 Chambersburg St., Gettysburg, PA 17325

717.334.7528

info@adventureinfun.com

adventureinfun.com

*Events & Meetings---DJ-Entertainment*

### **Edward Jones-Michael Martin**

#### **Michael Martin**

963 Biglerville Rd., Ste. A, Gettysburg, PA 17325

717.549.2071

michael.d.martin@edwardjones.com

edwardjones.com

*Services---Financial Services*

### **Elsner Bell & Associates, Inc.**

#### **Leslie Elsner Bell**

1555 Wyndham Dr., York, PA 17403

717.848.5288

lbell@elsnerbell.com

elsnerbell.com

*Business & Industry---Business Services*

### **Schwander, Teresa**

#### **Teresa Schwander**

P.O. Box 270, Biglerville, PA 17307

717.321.5099

tschwander01@gmail.com

*Individual Members*

## MEMBER RENEWALS

### **20-39 YEARS**

Belco Community Credit Union

CRS Insurance, Inc.

Gettysburg College

Liberty Mountain Resort at Ski Liberty

Quality Inn Gettysburg Battlefield

SpiriTrust Lutheran The Village at Gettysburg

Stonebridge Financial Group

Tigrett Leadership Academy

Union Drummer Boy

Upper Adams School District

### **5-19 YEARS**

Edward Jones-Frank Pizzuto, AAMS

GBM Associates, dba SAGR products

G-Force Investigations, LLC

Gettysburg Area Recreation Authority New Oxford

Home Instead Senior Care

Mechanical Services & Adams County

Truck Repair

### **1-4 YEARS**

Adams Abstract Associates, Inc.

Brown, Darlene A.

Cintas

Doceo

Focus Foundation

Getty Pak Inc.

Keller Williams Keystone Realty

Seminary Ridge Museum, Gettysburg

# New Member Reception

## Tuesday, Jan. 28

11:30 a.m. breakfast/networking

11:45 a.m. brief program

The Chamber of Gettysburg & Adams County  
1382 Biglerville Road, Gettysburg, PA 17325

**Reservations required, deadline January 24**

Call 717.334.8151 or visit [gettysburg-chamber.org](http://gettysburg-chamber.org)



**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

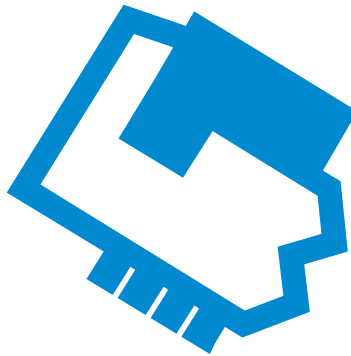


1382 Biglerville Rd. | Gettysburg, PA 17325  
717.334.8151 | FAX 717.334.3368  
info@gettysburg-chamber.org  
www.gettysburg-chamber.org

**OFFICE HOURS**

Monday-Friday, 8:30 a.m.-4:30 p.m.

Standard  
U.S. Postage  
**PAID**  
Gettysburg, PA  
Permit No. 28



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**For more information, contact the PA Chamber Insurance Service and Support Department at 877.463.9891 or [service@pciinsurance.com](mailto:service@pciinsurance.com)**

