

ADAMS COUNTY

APRIL 2020

# BUSINESS



**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

## *Reaching* **Full Potential**



BUSINESS BRIEFS

ADVOCACY UPDATE

EVENTS CALENDAR



Heart disease is still the #1 killer in America.

If you're having a heart problem,  
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**Life-saving heart care is now close by,**

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So people can concentrate on getting better.

Providing exceptional care close to home.

That's the WellSpan Way.

And, I believe, the best way.

**Richard Howard Jr., MD, FACC, FSCAI**

Interventional Cardiologist  
*WellSpan Gettysburg Hospital*



[WellSpanSpecialists.org/Heart](http://WellSpanSpecialists.org/Heart)



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**Dave Lamberson**

Gettysburg Construction Co.

**Bill Shoemaker**

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*\*Executive Committee Member*

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---

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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.

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[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.

Hanover, PA entrepreneur, Elizabeth Silbaugh Johnides, co-owner with her father of **The Markets at Hanover**, a 52,000 square foot year-round indoor farmer's market that links people, commerce, and "good eats," was selected recently to receive the Hanover Chamber of Commerce Community Leader of the Year Award. Along with overseeing merchants, events, and operations at The Markets, Liz is also a financial advisor, specializing in consulting for retirement plans. Through her board memberships, Liz contributes talents where critical needs are greatest. The Vault, TrueNorth Wellness Services, and The Chamber of Gettysburg & Adams County are past boards where she served. Supporting local businesses and non-profits while running a successful, unique, and ever-growing small business of her own takes leadership and community stewardship.



Construction on Gettysburg Mercy House Abuse Recovery Center is underway by Dave Lamberson of **Gettysburg Construction Co.** The facility will be the first substance abuse recovery center in Adams County. It

will have public space for clients and residents to receive information, counseling, and other addiction services. The facility will also house seven adult men in recovery, where they will receive peer counseling, affordable housing, career assistance, and other services designed to help them break their addiction. This project is funded in part by donations and grants of \$965,000.

Debbie Mandell recently joined the **TREYSTA** team as their new Business Manager. Debbie worked in sales and marketing at Capital BlueCross for 13 years before making the decision to stay home with her children for the next 7 years. Upon easing back into the work force, Debbie found Bookkeeping to be very clean and satisfying and has been working part-time in this field for the past 3 years.



**Barley Snyder** Attorney, and former York County president judge, the Hon. Stephen Linebaugh, is taking the experience he acquired from behind the bench and applying it to Barley Snyder's newest service team. The firm has named Judge Linebaugh the chair of its Alternative

Dispute Resolution (ADR) Service Team. The team will help businesses keep their disputes from reaching a courtroom. ADR includes non-courtroom solutions such as mediation and arbitration. The new group is comprised of more than a dozen attorneys whose experience both in and out of the courtroom, and in ADR specific cases, has

trained them to be both fair and effective in reaching favorable, amicable, and cost saving solutions that can save business relationships.



**Barley Snyder** is pleased to announce the hire of attorney Luke T. Weber. Weber will be part of the firm's Litigation Practice Group and Health Care Industry Group. An experienced litigator since he started his private-practice legal career in 2012, he's already been part of cases in more than a dozen counties throughout Pennsylvania and in federal court. Pennsylvania Super Lawyers named Weber to its "Rising Stars" list in 2017, 2018, and 2019.



Hayes



Rappoldt

**ACNB Bank** has promoted three officers to Senior Vice President including Kevin J. Hayes, Gary W. Rappoldt, and Merle J. Zehr. Kevin J. Hayes, Esquire joined ACNB Bank in 2015 as Vice President/General Counsel. Gary W. Rappoldt joined ACNB Bank in 2008 as Vice President/Commercial Loan Officer and has more than 26 years of banking experience with 20 years focused specifically on commercial lending. Merle J. Zehr joined ACNB Bank in 2008 as Vice President/Commercial Loan Officer and has 29 years of banking experience, with



Zehr

the majority of those years in the commercial lending arena.



Eisenhart



Grove



Schwartz

Three members of the **Adams Electric Cooperative, Inc.** board of directors recently renewed their Director Gold Certificate, for continued cooperative education from the National Rural Electric Cooperative Association (NRECA). The certificate program provides advanced learning opportunities to cooperative board members who have already completed NRECA's Credentialed Cooperative Director and Board Leadership Certificates. Those who achieved the renewal are Board Secretary Dan Eisenhart, Jay Grove, and F.L. Ray Schwartz.



**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, shareholder and member agreements, and transaction support. He will also assist the Real Estate Team in commercial real estate matters, real estate litigation, and tax assessment appeals.



Hand

**The York Water Company** recently announced the promotions of Joseph T. Hand to the positions of President/CEO and Director and Mark A. Wheeler to the positions of COO and Secretary. These promotions resulted from the previously announced retirement of Jeffrey R.

Hines. Hand served the past 12 years as COO and Chairman of the Pennsylvania Chapter of the National Association of Water Companies. Prior to his service with York Water, Hand retired as a Lieutenant-Colonel after a distinguished 22-year career with the US Army Corps of Engineers, serving in a variety of positions including Deputy Commander of the Baltimore District.



Wheeler

**Town & Campus Hair Care, Inc.** is proud to announce that in early March, our apprentice, Nico Powell, completed the barbering requirements of the



Pennsylvania State Board. He is currently taking the next steps necessary to receive his PA. Barber License. An apprenticeship is a very unique way for a barber to receive their license. They learn the basics of the industry from a licensed barber, by receiving direction

and supervision within the salon. He is a full-time employee of Town & Campus Hair Care.



**Graphics Universal**  
Innovative Print Solutions

**Graphics Universal Inc.** is proud to announce a new look that better reflects

services offered. The "G" and "U" fit together as an extension of each other and similar to the appearance of a paperclip. This philosophy, as outlined in *Invention by Design* (Harvard University Press, 1996), notes that a paperclip, "comes fully assembled and doesn't require batteries to operate." Nor does a box of paperclips need instructions. Graphics intends for their printing solutions and services to be an extension of your business or organizations; to be delivered with such attention to detail that customers don't have to think about how it got there - a seamless extension of their clients.

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L: Erica Greil, CNM  
C: Larissa Crownover, CNM  
R: Morgan Alexander, CNM

# YOUR NEIGHBORS, OUR MIDWIVES

## Meet our Midwives

Erica Greil, Larissa Crownover, and Morgan Alexander are midwives at UPMC Obstetrics and Gynecology Specialists in Hanover. They are certified by the American Midwifery Certification Board and have been practicing for more than 10 years combined. Midwives bring a special level of care and treatment to our expecting moms. They prepare them during their pregnancy and care for them and their newborn following labor.

Our providers live in our community. They are invested in the health and well-being of their neighbors and our neighborhoods — just like you are. Through caring and commitment, they work to build strong, lasting relationships with their patients and provide the highest quality care at UPMC Hanover.

[UPMCPinnacle.com/Maternity](https://UPMCPinnacle.com/Maternity)

**UPMC | HANOVER**



# ADVOCACY UPDATE

## GOVERNOR'S BUDGET PROPOSAL IS OUT OF TOUCH WITH REALITY PENNSYLVANIA SENATOR DOUG MASTRIANO (R-33)

Anyone hoping that Governor Wolf would unveil a realistic budget proposal in early February was surely disappointed. The fact of the matter is that the \$36.1 billion spending plan is out of touch with reality, on many levels. My primary concern is that the Governor's budget proposal does not align with the priorities of the 33<sup>rd</sup> Senate District. The bloated budget proposal (which will cost around \$87 billion in total expenditures) features a \$1.5 billion spending hike. How does the Governor envision paying for the new spending?

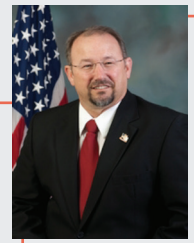


Sadly, our Governor has not met a tax or fee that he does not like. For instance, the governor is once again trying to impose a severance tax on the natural gas industry, which already pays every applicable tax in Pennsylvania, including an "impact fee." How would you like to see a 17-cent hike in the state's gas tax? The ill-conceived idea is part of the Transportation and Climate Initiative that Wolf supports. Also, the poorly-conceived State Police impact fee is back in the governor's budget, and this time it would be imposed upon municipalities statewide.

Sadly, the only cuts in spending by the Governor are misguided and reduce funds available for Lyme disease research, agriculture and school safety programming. There is a lot of work to do, but I am hopeful that the final budget will meet the needs of Pennsylvanians without over-burdening our already cash-strapped citizenry. Each one of us has to live within our means, and it is about time that the Governor does the same with his budget.

## NEGOTIATIONS SET TO BEING ON 2020-21 STATE BUDGET REPRESENTATIVE DAN MOUL

Three weeks of budget hearings wrapped up March 5 at the state Capitol with members of the House Appropriations Committee asking officials of state government departments and agencies to justify the funding requests in the governor's budget proposal.



As chairman of the House Local Government Committee, I attended the budget hearing for the Pennsylvania Department of Community and Economic Development (DCED), which oversees the Act 47 program for distressed municipalities. I asked DCED Secretary Dennis Davin about the City of Harrisburg's status in the program and why DCED is not holding the city accountable for signing an agreement that would enable the city to exit the program.

The governor's budget would also take aim at Adams County's economy by diverting \$200 million from the Race Horse Development Fund to a scholarship program. The move would have a direct impact on Hanover Shoe Farms and many other farmers in the area that support the horse racing industry. I plan to fight this vigorously. The budget deadline is June 30. For updates on the 2020-21 budget, visit [www.RepMoul.com](http://www.RepMoul.com).

## PROTECTING ADAMS COUNTY HORSE INDUSTRY REPRESENTATIVE TORREN ECKER

Gov. Tom Wolf has a plan to raid a trust fund, which contains no tax dollars, to offer free college to low income residents at our state schools. The negative economic impact of this proposal would be felt hardest here in Adams County and would have a ripple effect across Pennsylvania.

Wolf wants to use money in the Race Horse Development Fund which is funded through slot machine revenue. This fund has propelled Pennsylvania to the top of the list in terms of horse racing. As a result, the equine community generates \$4 billion in economic impact for the state and tens of thousands of jobs across the Commonwealth.

After meeting with local horse farm owners, I have heard firsthand how depleting this fund would impact the industry and all of us. One Adams County farm owner said he employs 80 people and they supply 500 indirect jobs both here, and across the state. That same owner said he spends about \$900,000 on hay each year that comes from local farmers. That is just one farm. Imagine the economic toll and amount of jobs that would be lost in Adams County and beyond.

We cannot allow Wolf to dwindle away our horse pastures. I am committed to be the voice for this industry. More importantly, I will continue to fight for Pennsylvania agriculture as we move into final budget discussions this June.







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## We Can Help:

- Update Your Website (Mobile-Friendly)
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- Create Newsletters/Brochures/Flyers
- Provide A Communications Plan

## MEMBER SPOTLIGHT

KANAGY COMMUNICATIONS

*Duane & Beth Kanagy*

Kanagy Communications exists to help local businesses improve their websites, social media practices and print materials so that their current and potential customers can more easily and quickly reach them when the need arises.

The company is owned by Beth and Duane Kanagy of Gettysburg who are finishing their first year in business. The company helps business owners who want a fresh online look and feel for their businesses. Given that more and more people are accessing the Internet with cellphones and tablets, businesses today also need their websites to have an effective mobile-friendly version.

Many business owners want to improve how they communicate with their potential and current customers, but they don't have the time, or communication is an area where they don't think they excel. Kanagy Communications helps businesses improve how they connect with their customers so the owners can concentrate on what they do best.

"We use our skills and talents to help small businesses reach their full potential," says Duane.

The owners bring years of communications and promotional experience to the table. Beth is a communication/journalism professor at Shippensburg University and teaches classes on social media, promotional publications, introduction to public relations and other courses that keep her abreast of the latest trends in communications. Many locals may also know her as a reporter for the Gettysburg Times.

Duane is the retired manager of communications/community services with Adams Electric Cooperative and has years of experience in writing, communications planning and public relations strategy. Memberships in the Pennsylvania Public Relations Society and the Public Relations Society of America also help the owners keep current with the latest trends.

Each day the owners look forward to the challenge of producing a creative vision of how to communicate a business's mission and story to their customers. They believe in small business; the jobs they create, the money they put back into the local economy and the good they contribute to their communities.

The Kanagy's advice to new business owners is to plan, plan, and then plan some more. "Create a business plan that answers what you hope to accomplish by being in business, what needs your company will fill or what problems your company will help solve," says Duane. As for finances, start on a shoestring. Don't spend money on anything until you need it, he adds.

The true benefit from planning is not in the plan itself but in the process of creating the plan in the first place, according to Duane. It is during that planning process, when a business owner takes the time to concentrate on their company's mission and reasons that it exists, that the owners become aware of how they can improve the business and benefit not only themselves but their customers as well.

"We are pleased to be Chamber members and fully support the Chamber's mission of supporting local businesses," says Duane. "The Chamber helps us build our business through word-of-mouth advertising and also by referring potential customers to our company."

Given that Adams County thrives on tourism and agriculture, there are lots of small businesses in the area that could use the services offered by the Kanagys. "This is a great area in which to own a business," says Duane. "There is a wealth of opportunities here for businesses to grow and for residents to thrive as they benefit from that growth."





# CENTURY CLUB MEMBERS



1ST ED CREDIT UNION  
ACNB BANK  
ADAMS ELECTRIC COOPERATIVE, INC.  
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AGCHOICE FARM CREDIT  
AMBLEBROOK GETTYSBURG  
AURA INTEGRATIVE MEDICINE CLINIC  
BELCO COMMUNITY CREDIT UNION  
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SENATOR DOUG MASTRIANO  
MISTER ED'S ELEPHANT MUSEUM & CANDY EMPORIUM  
DAN MOUL  
PENN STATE MONT ALTO  
GARY RAPPOLDT, COMMERCIAL LENDER ACNB BANK  
SMB ASSOCIATES, INC.  
SPIRITRUST LUTHERAN-THE VILLAGE AT GETTYSBURG  
CARRIE & CRAIG STUART  
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TREYSTA TECHNOLOGY MANAGEMENT  
VISUAL REALIA  
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# *We understand the* **HOSPITALITY INDUSTRY**

Barley Snyder understands the unique legal needs of businesses like hotels, restaurants, entertainment venues, breweries & leisure activities that make the region such an exciting & attractive place to visit & live.

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- Employment Matters
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**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

**Sept. 12-13**

Tickets go on sale April 1st!

**GettysburgWine.com**



**Hoffman Homes for Youth**  
23rd Annual Golf Tournament

**Monday, June 1, 2020**

Hanover Country Club | Abbottstown, PA  
12:30pm Shotgun Start

*Lunch, Awards Dinner, Raffle, Contests & More!*  
*Sponsorship Opportunities Available*

To register and for more information contact:  
Alicia Stanley, VP of Marketing & Development  
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**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY

*May is Chamber Member Appreciation Month*



**May 8**  
**FEDERAL LEGISLATIVE LUNCHEON**  
11:30 a.m. - 1 p.m.  
The Lodges at Gettysburg  
Cost \$25 for members  
Registration deadline May 1

**May 13**  
**AWARDS LUNCHEON**  
11:30 a.m. - 1 p.m.  
Gettysburg College Atrium  
Cost is \$25 for members  
Registration deadline May 6



Sponsors: UPMC Hanover & Stock and Leader



**May 21**  
**MEMBERSHIP MIXER**  
4 - 6 p.m.  
Gettysburg Library  
Free - registration deadline May 14

**May 26**  
**MEMBER APPRECIATION FIESTA**  
4 - 6 p.m.  
Gettysburg Library  
Free - registration deadline May 19



Sponsors: M&T Bank

**REGISTRATION IS REQUIRED FOR ALL EVENTS**  
**www.gettysburg-chamber.org or 717.334.8151**



# OUT & ABOUT



County Connections Luncheon | February 5  
bare Skin Care & Laser Center  
1 year



County Connections Luncheon | February 5  
Gettysburg Area Recreation Authority  
5 years



County Connections Luncheon | February 5  
Misfit Interactive  
5 years



County Connections Luncheon | February 5  
The Markets at Hanover  
5 years



County Connections Luncheon | February 5  
Home Instead Senior Care  
10 years



County Connections Luncheon | February 5  
Optimist Club of Gettysburg  
10 years



County Connections Luncheon | February 5  
Buechart Horn, Inc.  
15 years



County Connections Luncheon | February 5  
DL3 Systems, LLC  
15 years



County Connections Luncheon | February 5  
Hilton Garden Inn-Gettysburg  
15 years





County Connections Luncheon | February 5  
Members 1<sup>st</sup> Federal Credit Union  
15 years



Membership Mixer  
February 20  
Non-Profit Spotlight at GARA



Membership Mixer  
February 20  
Non-Profit Spotlight at GARA



Membership Mixer  
February 20  
Non-Profit Spotlight at GARA



Membership Mixer  
February 20  
Non-Profit Spotlight at GARA



Membership Mixer  
February 20  
Non-Profit Spotlight at GARA



American Heart Association GoRed For Women Luncheon  
February 21



**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY



# CHAMBER EVENTS

## APRIL 8

County Connections Luncheon | 11:30 a.m.,  
YWCA Gettysburg & Adams County

## APRIL 9

Governmental Affairs Committee | Noon,  
Gettysburg Eddies

## APRIL 10

Chamber Office Closed

## APRIL 14

Executive Committee | 8:00 a.m.  
The Chamber

## APRIL 16 - REGISTRATION OPEN

Membership Mixer | 4-6 p.m.,  
Mason Dixon Distillery (hosted by Herbology)

## APRIL 22

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

## APRIL 23

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

**\*These dates are all tentative at this time. Please watch your inbox for updates, feel free to call with any questions.**

# COMMUNITY EVENTS

## APRIL 3

7<sup>th</sup> Annual Empty Bowls | 5:30 p.m.  
Plank Gymnasium at Gettysburg College  
717.220.0276 | [focusnonprofit.org](http://focusnonprofit.org)

## APRIL 4

Focus Foundation's Annual Autism Walk & Expo  
10 a.m. - 1 p.m.  
Gettysburg Area Recreation Park  
[thegleaningproject.org](http://thegleaningproject.org)

## APRIL 4

9<sup>th</sup> Annual Bunny Party & Easter Egg Hunt  
10 a.m. - 2 p.m.  
Mister Ed's Elephant Museum & Candy Emporium  
[eventbrite.com](http://eventbrite.com) - search "Mister Ed's Egg Hunt"

## APRIL 10

Drinks & DIY at Thirsty: Mason Jar Centerpieces  
6 p.m.  
Thirsty Farmer Brew Works  
717.334.3325 | [thirstyfarmer.com](http://thirstyfarmer.com)

## APRIL 11

Hop Along The Bunny Trail | 10 a.m. - 1 p.m.  
Hollabaugh Bros., Inc.  
717.677.8412 | [hollabaughbros.com](http://hollabaughbros.com)

## APRIL 23

Tee it Up Fore the Arts Golf Tournament | Noon  
The Links at Gettysburg 717.334.5006 | [adamsarts.org](http://adamsarts.org)

## APRIL 24-26

10<sup>th</sup> Anniversary Chili Cook-Off & Live Concert  
with The Willy's  
Granite Hill Camping Resort  
717.642.8749 | [granitehillcampingresort.com](http://granitehillcampingresort.com)

## APRIL 25-26

Gettysburg Festival of Races  
Gateway Gettysburg Complex  
[gettysburgfestivalofraces.com](http://gettysburgfestivalofraces.com)

THE CHAMBER

## Membership Mixer

**Thursday, April 16 | 4pm - 6pm**

**At** Mason Dixon Distillery  
331 E. Water Street, Gettysburg

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**Join us for a 90's Theme:  
Fanny Packs, Bright Patterns,  
Fashion, Music, Etc.**

**And a quick game of MadLibs!**

**RSVP by April 2 to:  
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## NEW MEMBERS

### **Breams Print Shop**

Rick Heckman  
449 W. Middle St.  
Gettysburg, PA 17325  
717.334.1513  
orders@breamsps.com  
breamsps.com  
*Services---Printers/Designers*

### **Vicki Kime Cuttitta**

35 Holly Estate Dr.  
Gardners, PA 17324  
717.486.4845  
viccutt35@aol.com  
*Individual Members*

### **Farmers Insurance Calugar Agency**

Gabriela Calugar  
135 S. Main St.  
Spring Grove, PA 17362  
717.739.4125  
gcalugar@farmersagent.com  
*Services---Insurance Services*

## MEMBER RENEWALS

### **70-79 YEARS**

Gettysburg Construction Co.

### **50-59 YEARS**

Monahan Funeral Home

### **40-49 YEARS**

Raffensperger, Martin & Finkenbiner, LLC  
Dobbin House, Inc.  
United Way of Adams County, Inc.  
El Vista Orchards, Inc.  
Historic Round Barn & Farm Market

### **30-39 YEARS**

The Merchandiser  
WellSpan Gettysburg Hospital  
Gettysburg Campground  
Gettysburg KOA Kampground  
Knight Builders, Inc.  
Salzmann Hughes, P.C.  
Hockley & O'Donnell Insurance Agency  
Inn at Herr Ridge  
Town and Campus Hair Care, Inc.  
Gettysburg Eddie's  
Berkshire Hathaway Homesale Realty  
Bettina T. McBeth, D.M.D.  
Bream Orchards  
Coldwell Banker Biggam, Realtors  
Fairfield Area School District  
Frantz Plumbing, LLC  
Gettysburg Cancer Center  
Gettysburg Heritage Center  
Hartman & Yannetti  
Hull's Electric Service, Inc.  
International Paper  
Met-Ed  
PathStone  
Peters Funeral Home, Inc.  
Sandoe's Mini Storage, Inc.  
The Horse Soldier  
Spectra-Kote Corp.

### **20-29 YEARS**

Cross Keys Village - The Brethren Home Community  
County of Adams  
Norma L. Calhoun, CPA  
APM Building Materials  
Adams County Arts Council  
Outlet Shoppes at Gettysburg  
Battlefield Harley-Davidson  
Scott & Co. Fine Jewelers

### **10-19 YEARS**

Hunterstown Combined Cycle Generating Station  
Johnson, Regina  
Sites Realty, Inc.  
Mediation Services of Adams County  
Adams County Children's Advocacy Center  
Bridges Golf Club  
Rotz & Stonesifer  
McCleaf Landscaping, LLC

### **5-9 YEARS**

School Express, Inc.  
Brienna Richelle Photography  
Mr. G's Ice Cream  
Artisans Design Build  
American Heart Association - Adams Division  
Misfit Interactive, LLC  
Law Office of Katrina Luedtke LLC  
Brother Floyd's Pickles  
PSI Pumping Solutions, Inc.  
Gettysburg Trading Post

### **1-4 YEARS**

Gettysburg Adams Kiwanis Club  
Lincoln Intermediate Unit No. 12  
Suzanne Christianson, Realtor at RE/MAX of  
Gettysburg  
Paramount Senior Living at Chambersburg Road  
Keller Williams Keystone Realty  
Vida Charter School  
Grossman, Henry  
Graphics Universal Incorporated





**THE CHAMBER**  
GETTYSBURG & ADAMS COUNTY



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