

Chamber chat

November 2011

A monthly publication of
the Gettysburg Adams
Chamber of Commerce



—INSIDE—



2 **Member News**
Member headlines



6 and 7 **Membership
Spotlight**



13 **Calendar**
Upcoming events

ALSO:
**PRESIDENT'S MESSAGE,
UPDATES & MORE!**

Electric Cost Savings Program

Deregulated electricity markets create opportunities for customers. During the past decade, a significant benefit of electricity deregulation has been the opportunity for consumers to identify and take advantage of competitive supply contracts with attractive prices. Deregulation means the separation of supply from the transmission, distribution, servicing, and administration of electricity, allowing a business to negotiate with competitive suppliers to lower its cost of electricity. The business remains with its incumbent utility for transmission, distribution, and billing services. As electricity deregulation matures, opportunities, suppliers and solutions change.

The primary decision is choosing the type of electricity supply contract that best fits the organization's needs. APPI Energy, the trusted and endorsed energy consultant of Gettysburg Adams Chamber of Commerce, educates and advises customers regarding the supply opportunities available in each customer's unique and dynamic market. There are two basic types of contracts: fixed price or variable price.

With a variable price, customers experience cost fluctuations every month. The price increases or decreases each month based on market prices. In a variable supply contract, there is no price certainty and no way to budget expenses. Essentially, the customer bears the risk of market changes and can find it difficult to manage and budget electricity expenditure.

To reduce the effects of price volatility, businesses can negotiate a fixed price contract. Fixed prices provide a determined cost structure that can be used to

CUSTOMER TESTIMONIAL

"With the deregulation of electricity, we were searching for the right approach to purchase electricity for our business. I began working with APPI Energy through the PA Chamber's Energy Savings Program, offered to Gettysburg Chamber of Commerce members. I found that APPI Energy had many references, was professional and highly experienced, and seemed to be very comfortable with the process of analyzing our situation and making the suppliers compete for our electricity business. I would recommend APPI Energy to anyone looking for energy consulting services."

Brad M. Hollabaugh,
General Manager, Hollabaugh Bros., Inc.
Biglerville, PA

Continued on next page

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Gettysburg Adams Chamber of
Commerce

**Denotes Executive Committee member*

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info@gettysburg-chamber.org
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Office Hours
Monday-Friday, 9am-5pm

New Members

Mark Bierman **Fast-Teks of Central** **Mason-Dixon Region**

8992 Grape Creek Road
Walkersville, MD 21793
240.215.4460
FAX 240.566.5890
mbierman@fastteks.com
www.fastteks.com/centralmasondixon
Computer Sales/Services

Kathy Ritchie **Ritchie Secretarial Service, LLC**

40 Hilltop Trail
Fairfield, PA 17320
877.897.1859
FAX 866.774.6759
kritchie@thebestva.com
www.thebestva.com
Business Services

Continued from front page

easily budget and project costs over the full term of the supply contract. There is no variation in price each month.

Electricity prices have steadily declined over the past several years. Now is an excellent time to consider locking in a fixed price supply contract, as electricity prices reach toward a seven-year low. Over time, this can be a prudent and reliable way to manage electricity costs.

Since 1996, APPI Energy has negotiated fixed price electricity supply contracts for thousands of industrial, commercial, and retail businesses, as well as governmental, municipal, and non-profit entities in all deregulated states across the U.S. Why not put APPI Energy's experienced staff and energy experts to work for your business?

About APPI Energy: Founded in 1996, APPI Energy is an independent energy consulting firm. APPI Energy is endorsed by 140 other high-profile national, state, and regional associations and Chambers of Commerce as their exclusive energy consulting partner. APPI Energy provides energy procurement and management services to more than 3,000 diverse clients. For unbiased consulting advice, customized to your specific needs, contact APPI Energy at 800.520.6685 or www.appienergy.com.

President's Message



If you don't read every issue of the *Chamber Chat* cover to cover, you need to start this month! In this issue, we are featuring

all of the great value-added benefits from our partners. Please be sure to review each of the opportunities available to you as members of the Gettysburg Adams Chamber of Commerce.

You will find information about the following:

- APPI energy consultants (for those of you in the Met-Ed territory);
- the recently launched Member-to-Member program;
- CenturyLink business-class high-speed internet;
- PCI Insurance;
- FirstData merchant card services.

I encourage you to reach out to these partners to find out if you can benefit from their offerings.

Additionally, I would ask you to let us know of any additional benefits we can offer to you as members of the Chamber. If there is a program you feel you and other members could benefit from, please don't hesitate to contact me.

Many thanks to all of our partners for their continued support in offering quality programs and services to our members!

Carrie S. Stuart
President

The Gettysburg Adams Chamber of Commerce, in partnership with CenturyLink, is proud to have launched the Member-to-Member Discount Program with a kick-off breakfast last month!

For those of you that have your cards, we hope that you have distributed them to your employees so they can



A screenshot of the website showing where to find the most up-to-date discounts.

begin taking advantage of the many discounts and offers available. The most up-to-date list is available in a pdf format on the Chamber's homepage. For those of you that do not have your cards yet, we will be distributing those in the coming weeks.

Additionally, if your business has not yet signed up to offer a discount, please contact the staff today. The benefits to you include:

- exposure to more potential customers.
- tremendous benefit to you and your employees at no cost.
- free on-going marketing for your business.
- the creation of a loyal customer base within your Chamber peer network.

Thank you for your loyal support of this program and all the initiatives of the Gettysburg Adams Chamber of Commerce!



Membership Renewals

The Chamber would like to thank the following businesses for continuing their commitment to the Gettysburg Adams Chamber of Commerce and the Gettysburg/Adams County community:

- | | |
|----------------------------------------------------------------------------------------|--------------------------------------------------------------------|
| GBM Associates, dba SAGR products | Hanover Hospital/Hanover HealthCare PLUS |
| Adams County Community Foundation | Horse Soldier |
| Adams County Housing Authority/
Pennsylvania Interfaith Community Programs,
Inc. | House of Bender, Inc. |
| Americana Souvenirs & Gifts | James Gettys Hotel |
| Appleford Enterprises, Inc. | Justice Excavating, Inc. |
| Battlefield KIA | Liberty Mountain Resort at Ski Liberty |
| Bill Rohrbaugh's Charter Service, Inc. | Bettina T. McBeth, D.M.D. |
| Bream Orchards, L.L.C. | Manpower Staffing Services |
| Brooks, Barclay | Martin's Family Shoes |
| C. E. Williams Sons, Inc. | Miller Enterprises T/A MacDonald
Cleaning Co. |
| Carl E. Frantz, Inc. | Mister Ed's Elephant Museum |
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Wholesale Foliage, Inc. |
| Cookie Lee Jewelry - Anita M. Livelsberger
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| Courtyard by Marriott Gettysburg | Phillips & Phillips |
| Cross Keys Village - The Brethren Home
Community | Quality Digital Office Technology |
| Dobbin House, Inc. | Realty Leasing & Management Co. |
| Eicholtz Co. | Redding Auction Service |
| Gettysburg Construction Co., Inc. | Richard Weidner Paving & Excavating Inc., LLC |
| Gettysburg Eye Care, P.C. | Rotz & Stonesifer |
| Gettysburg Gardens, LLC | Shippensburg University Small Business
Development Center |
| Gettysburg Internal Medicine Assoc., Inc. | Strawberry Hill Nature Center & Preserve |
| Gettysburg Pediatrics | Susquehanna Bank PA |
| 1863 Inn of Gettysburg, formerly known as
Holiday Inn Battlefield | United Way of Adams County, Inc. |

Member News



The **Gettysburg Festival's** Second Annual Gingerbread House Celebration will be presented by The Christmas Haus on December 1-3, at the new **Adams County Arts Council's** Arts Education Center, 125 South Washington Street, Gettysburg. Enjoy a gallery of gingerbread houses created by area chefs and artisans. Place your bid to purchase a gingerbread masterpiece, all proceeds benefit the Gettysburg Festival. The event is free and open to the public. Order tickets online at www.gettysburgfestival.org or call 717.334.0853.



J. Ross McGinnis, counsel to **Stock and Leader, LLP**, was honored during the York Salvation Army's sixth annual Advisory Board dinner. Attorney McGinnis received the Outstanding Salvation Army Service Award for his fifty years of serving on the organization's board. He is a member of Stock and Leader's Litigation Group, practicing in the areas of real estate, estate litigation, eminent domain and estate planning and administration.



C.S. Davidson, Inc., an employee-owned consulting engineering firm with offices in York, Lancaster, and Gettysburg, is pleased to announce that Terry A. Myers, P.E., was named runner-up by the PA/DE Chapter of the ESOP Association for the chapter's 2012 Employee-Owner of the Year award. The Employee-Owner of the Year award is given to an individual who exemplifies the employee-owner culture, and works as an advocate to educate others about the benefits of employee-ownership.



Michael R. Knouse

C.S. Davidson, Inc., an employee-owned consulting engineering firm with offices in York, Lancaster, and Gettysburg, is pleased to announce that Michael R. Knouse, P.E. and John F. Leen IV, P.E. have been



John F. Leen IV

named Client Representatives for the firm. C.S. Davidson is also pleased to welcome Charlene "Charlee" Dacenco as an Administrative Assistant. In this role, Ms. Dacenco will provide administrative assistance to the company's engineering and surveying service areas.



The Gettysburg Campus of HACC, Central Pennsylvania's Community College is holding a free "Get It Started" informational session on Wednesday, November 16. The event starts promptly at 6pm in the Robert C.

Hoffman Community Room (130) at the campus. Enjoy campus tours and hear what faculty and current students have to say about HACC. An RSVP is encouraged but not required. To register, or for more information, call the Gettysburg Campus at 337.3855, then press 1, or go to www.hacc.edu/Gettysburg.



Nancy Sutley, right, President Obama's principal environmental adviser and chair of the White House Council on Environmental Quality, gets a lesson in solar photovoltaic (PV) energy during a visit to HACC's Midtown site on Friday, Sept.

16. Graduates of HACC's alternative energy programs joined HACC President John J. "Ski" Sygielski and HACC Workforce Development and Training staff to give Sutley a bird's-eye view of the college's green training programs that meet the demand of 21st century jobs in Central Pennsylvania.

Belco Community Credit Union today announced that Jennifer Fetterhoff, Training Coordinator, has recently had two of her training activities published in a new book titled "*The Book of Road Tested Activities*" by Elaine Biech. The book is a collection of more than 100 well-crafted games and activities that have been put to the test in real training situations and proven effective. Fetterhoff's contributions—"Acquainted Antics" and "Puzzled Prospects"—were both created for Belco employee training sessions and are among the few submissions from financial institutions.



Jennifer Fetterhoff with the book she contributed to "*The Book of Road Tested Activities*."



A workman from David H. Martin Excavating, Inc. wraps a chain around the beam before it is offloaded near the construction site at the PSC on Industrial Highway next to the Harrisburg Campus.

The Senator John J. Shumaker Public Safety Center at HACC received a special delivery from the Port Authority of New York: a piece of concrete-encased steel from the Twin Towers at the World Trade Center. The

Member News

approximately 12-by-4-foot beam is from the rubble created by the collapse of the World Trade Center after the terrorist attacks on September 11, 2001. The beam eventually will be transformed into a memorial to first responders at the PSC.



Smith Elliott Kearns & Company, LLC, a full-service accounting and consulting firm with offices in Hagerstown, Hanover, Carlisle, and Chambersburg, was recently named as one of the 2011 *Best Accounting Firms to Work for*. The annual list of "Best Accounting Firms" was created by *Accounting Today* and Best Companies Group. This survey and award program was designed to identify, recognize and honor the best places of employment in the accounting industry, benefiting the nation's economy, workforce and businesses.

Martin L. Schroeder, D.D.S. recently welcomed his son Matt to his Biglerville dental practice, Schroeder Family Dentistry. Martin said the opportunity to share the practice with his son is "a dream come true." "To see my son graduate from dental school was incredible, and to have him joining my practice is over the top,"

Martin added. "I am already enjoying comparing notes and discussing cases with Matt. I see how well he connects with the kids and young adults in my practice and find that particularly gratifying."



Matt Schroeder, with his father, Martin L. Schroeder, of Schroeder Family Dentistry.

PENNSSTATE



Annie's Project for the northeast is part of a national Extension program that provides risk management education for women in farming. The goal of Annie's Project is to inform

women farmers about the variety of tools and resources available for proactive farm management. For class schedules and to register, visit www.agsci.psu.edu/annies-project or call 877.489.1398. The deadline to register is October 31, 2011. The fee is \$75.



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Gettysburg Adams Chamber of Commerce
Presents...

Holiday Basket Bingo

Sunday, November 13, 2011
1pm (Doors open at Noon)
Gettysburg Fire Hall

Tickets in advance
\$15 each for 20 games.
NOTE: Tickets at the door \$18 each

*Tickets are non-refundable
a ticket is required for each attendee
and may be purchased at the
Gettysburg Adams Chamber Office
18 Carlisle St., Ste. 203*

*Also available:
Special games, basket raffle,
13 jars, additional bingo cards,
bingo daubers, and refreshments*

The Basket Bingo is not approved or sponsored by the Longaberger® Company. The Longaberger® name is only used to describe prizes.



Program Updates

The **Business & Industry Team** thanks you for your responses to the recent email regarding the Training survey. They now have 48 responses, and will be reviewing your comments to create some great training.

Do you know of a business or organization that just completed an extraordinary beautification project, performed a service to the community above and beyond its normal mission, or displayed exemplary customer service? If so, the **Business & Industry Team** would like to recognize the business with a special award presentation. Contact the Chamber office for a nomination form at 717.334.8151.

Join the **Gettysburg Adams Chamber of Commerce** for a fun-filled day at the Eleventh Annual Holiday Basket Bingo on Sunday, November 13. Tickets are on sale now through the Chamber office—be sure to purchase your tickets in advance and save! In total there are 24 beautiful Longaberger® baskets filled by area businesses. Also available are raffles, special games, 13 jars, refreshments (including Tom's Almost-Famous Chicken Corn Soup) and door prizes. The event will be held at the Gettysburg Fire Hall. Doors open at Noon and the event will begin at 1pm.



The mentors and mentees at the NETC campus.

A new year of the **Mentor Program** is off to a great start! This year juniors from **Bermudian Springs High School** were welcomed into the program, which serves students from **Fairfield Area High School, Gettysburg High School and New Oxford High School**. The students are enrolled in the program for two years, starting in their junior year, with the expectation that they will build their relationship until the students graduate. This relationship often proves to be just as beneficial for the mentor as it is for the mentee, in numerous ways.

The kick-off event was again held at the National Emergency Training Center (NETC) in Emmitsburg, MD. The day starts with a welcome by the NETC's Events and Visitors Coordinator, Merrill Sollenberger. The Gettysburg High School's Junior ROTC students take over and leads the group through the "Winning Colors®" personality assessment.

The group then moves to a classroom for more in depth activities, lead by Janet Rapuano and Sherri Umbaugh. The activities were designed to help the mentors and mentees learn a little more about each other. They discussed values

4 :: Chamber chat




Team building exercises.

and the importance of them in their lives, no matter what their particular experiences have been.

After a wonderful lunch, the group was given a tour of the

National Fallen Firefighters Memorial, which is located on the campus. The last hour of the day the whole group participates in team building games lead by Brad Trostle, which helps the mentors and mentees interact in a more relaxed way. The day helps to lay a good foundation for their relationship to build upon.

There are 27 community leaders who have volunteered to mentor "at risk" youth. The mentors have varied and impressive backgrounds, with ages ranging from 20-80, with life experiences that are just as wide spread! If you are interested in learning more about the Mentoring program or perhaps joining, you are welcome to attend our annual Mentor Luncheon on Friday, December 9, which is graciously provided by the **Gettysburg Hotel, est.1797**. Please contact Edith at edithw@gettysburg-chamber.org or at 717.334.8151 to register.



Helping your business reach new heights!

Another member benefit is CenturyLink Business-Class High-Speed Internet.

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- FREE professional installation and FREE activation
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Existing CenturyLink customers can upgrade to 5Mbps and get one month FREE!

To take advantage of this offer to Chamber Members Only, call or email Laureen Lutz at 717.267.4683 or Laureen.C.Lutz@centurylink.com



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Community Partners

GARMA Prepares for the Holiday Season

by Walt Tuchalski, Member, Gettysburg Area Retail Merchants' Association



Gettysburg Area Retail Merchants Association

November is upon us and by Thanksgiving Day the streets of downtown Gettysburg will be decorated for Christmas; the tree will be standing tall on the Square, Santa will be keeping visiting hours in his Shanty, stores will be fully stocked with gifts, entries for the annual \$1,000.00 Shopping Spree Giveaway will be in member locations, and the holiday shopping blitz will be underway! The **Gettysburg Area Retail Merchant's Association (GARMA)** mission is to help create, promote, advertise, and represent the better business interest of the membership of the organization, and this is never more apparent than at Christmas time.

GARMA Gift Certificates are welcomed gifts and are honored at most member locations. Gift Certificates are available in denominations of \$5, \$10, and \$20, allowing you maximum flexibility in sizing your gift, while providing maximum flexibility for the recipient when redeeming them at participating GARMA members. Purchase GARMA Gift Certificates at T&S Clothing and Gifts at 1 Chambersburg Street, Just Jennifer at 33 York Street, Gettysburg Gift Center at 297 Steinwehr Avenue, or Goin' Postal at 1863 Gettysburg Village Drive.

Celebrate *1st Friday – Gettysburg Style* this Friday, November 4th, when participating members will be open for extended hours, offering specials, extra hospitality, unique events, entertainment, and unusual opportunities at their locations. Learn more on the events page at www.gettysburgretailmerchants.com, or in the November 3rd edition of the *Gettysburg Times*.

Membership in the Gettysburg Area Retail Merchants' Association is open to businesses, professionals, and non-profits trading in the area within five miles around Gettysburg. Learn more about the benefits of GARMA membership by contacting Walt Tuchalski at 717.309.2482 or wtuchalski@foxsports1320.com. Learn more at www.gettysburgretailmerchants.com, and follow GARMA on Facebook and Twitter.

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Membership Spotlight

Collaborating for Youth

Celebrating 10 Years of Positive Change for Youth



COLLABORATING

Doing what works
in Adams County

FOR YOUTH

Collaborating For Youth (CFY) joins with the community to save young lives and build better futures by connecting caring people and resources to reduce conditions that put youth at greatest risk—substance abuse, truancy, school dropout, teen pregnancy, bullying, youth violence, depression, and suicide. Preventing these problems is no longer like throwing a dart and hoping to hit the bull’s-eye. Science shows us what helps young people develop their positive potential.

CFY works through collaborative partnerships to implement programs, proven to be successful, by building on what is good in families, churches, schools, and our communities; and changing the environment so young people do not have easy access to things that are harmful. CFY partners with schools and community service providers to deliver evidence-based prevention programs, including: afterschool and out-of-school outdoor adventure programs, mentoring, afterschool academic tutoring, and programs that build strong families (Functional Family Therapy, Multisystemic Family Therapy, and the new Strengthening Families Program).

Partnerships with the community and law enforcement help CFY to limit youth’s access to alcohol and other drugs through activities such as “Parents Who Host Lose the Most” campaigns, Project Sticker Shock, and prescription drug “Take Backs.” CFY’s multiple media campaigns (theater, billboard, radio, cable, and print ads) use the social norms marketing concept, reaching thousands of people across Adams County to reinforce

the positive norm that “not everyone is doing it!” Other projects, such as the Gettysburg Alternative Sports Park (skate park), provide youth with safe and drug-free avenues of recreation.

Adams County’s young people engage in these partnerships and activities through the CFY Youth Coalition. Youth Coalition members train at the National Guard Counterdrug facility in Fort Indiantown Gap and at the Community Antidrug Coalitions of America (CADCA) National Youth Leadership Institute. Well-recognized for their leadership in our communities and across the state, our youth were invited to discuss the national drug policy with White House Drug Czar Gil Kerlikowske and present a workshop to drug and alcohol prevention specialists at the Commonwealth Prevention Alliance this past June. These young leaders bring the youth voice to coalition activities, and take leadership roles in changing their peer culture and improving the environment for youth by promoting living above the influence.

Together, CFY members work to improve access to services for youth and their families, through eliminating barriers and changing the 24/7 environment in which youth live, learn, and play. CFY accomplishes this by collecting and disseminating data, research and best practice information; providing training and technical assistance; and leveraging and disseminating resources (including over \$5 million, to date) into Adams County. Interested in supporting positive change for youth? Call 717.338.0300 or visit www.cfygettysburg.com.

Membership Spotlight

Habitat for Humanity



Photo by Bill Schwartz/Gettysburg Times



The Adams County Habitat for Humanity (ACHFH) is in its second decade of building safe and affordable homes for families that cannot afford adequate housing for their needs. ACHFH has built or renovated 32 homes in Adams County community in Gettysburg, Fairfield, Biglerville, Arendtsville, and Bonneauville. Through a no-interest mortgage Habitat makes it possible for families of low or modest income to buy a home of their own.

Funding for the homes is made possible through tax-deductible donations of money and materials and recently a grant, which gave ACHFH some serious buying power, enabled Habitat to purchase several vacant lots. One such purchase was a lot in the Gettysburg area and this new home will be completed in December. The four additional lots are for future builds of brand new homes. Due to volunteer management expertise 95.5% of every dollar donated goes directly into home construction and 99.3% of every dollar donated to ACHFH is spent in Adams County. Habitat has no paid employees, volunteers come from over a dozen churches, various service organizations and individuals within our Adams County community help make ACHFH a reality. Covenant churches help provide volunteers to build and meals for the construction crews and loving, supportive families that work with the habitat home owners in various ways. There is nothing more

satisfying then starting the day with a slab of concrete and ending with four walls for an excited family that has put in the time and effort into owning a home.

In order to buy a Habitat home in Adams County, the applicant must have lived in Adams County for at least one year and have a good employment record with sufficient income to become a Habitat Partner. Each family must work up to 500 hours on construction on their own home or for another habitat project (250 for a single parent family). Habitat homes are sold to partner families at no profit with no-interest mortgages issued over a fixed period. (The average cost of a habitat home in Adams County is \$100,000-\$150,000) Every habitat homeowner must work with a support family. The support family helps the partner family with budget planning, home maintenance matters and general counseling. There is a need in ACHFH for support families as well as volunteers in all areas of the organization.

If you wish to volunteer to build or get more involved in our organization, contact the office of:

Adams County Habitat for Humanity
717.334.5557 or go to our website at:
www.habitatadamscountypa.org.

ACHFH would be delighted to have you on board.

2012 SPONSORSHIP OPPORTUNITIES

What do I gain from Sponsoring a Chamber Event?

BE SEEN.

Chamber programs give your business recognition with professionals, executives, managers and other influential business decision makers in the Adams County area.

BE HEARD.

Chamber programs allow businesses to develop partnerships with new clients and customers through unique one-on-one marketing opportunities.

Contact the Chamber Staff at 717.334.8151 for more details.

Community News

What Employers Need to Know About Claiming the Small Business Health Care Tax Credit. Many small employers that pay at least half of the premiums for employee health insurance coverage under a qualifying arrangement may be eligible for the small business health care tax credit. This credit can enable small businesses and small tax-exempt organizations to offer health insurance coverage for the first time. More information can be found at www.irs.gov/businesses/index.html.

South Central Community Action Programs (SCCAP) will be hosting a fall benefit banquet at the Gettysburg Fire Hall on Friday, November 4th at 5pm. The theme of the menu, Pennsylvania fall harvest, will be prepared by the Food Service Development class taught by Chef Jeremy Schaffner. Tickets for the banquet are \$50 and can be purchased at SCCAP's front desk or via our website, www.sccap.org or call 717.334.7634 ext. 175.



Adams County Community Foundation invites you to attend a county-wide event on Thursday, November 17, from 3-7pm at **The**

Gettysburg Hotel on the Square in Gettysburg. Get ready for the holidays by attending this Holiday Shopping Spree which features the non-profit organizations serving Adams County. Contact the Foundation at 717.337.0060 and ask for our Holiday Gift Book.

The third annual Mountaintop Community Fall Fair and Art Show will take place Saturday, November 5, from 9am-3pm. The event is held indoors at the Blue Ridge Mountain Volunteer Fire and Rescue Co. Fire Hall. Included this year will be a special book sale and signing by six local authors. The Collectibles Road Show runs from 9am-2pm, and an auction from 2-3pm. Admission is FREE. For additional information contact Duke or Lynn Martin at 717.642.5645 or jacksmtn@embarqmail.com.

Since 1953, Holiday Family Outreach, an all-volunteer nonprofit organization, has provided Christmas toys and food certificates to low-income families in Adams County. Last year, we helped 585 families. Our goal this year is to raise \$30,000 for food certificates for the approximate 1,200 referrals we have received. Please make checks payable to: Holiday Family Outreach, Inc., and mail them to P.O. Box 4013, Gettysburg, PA 17325. For more info, call 717.334.5809.

The Senate Labor and Industry Committee heard testimony recently in Chambersburg regarding increased costs for local taxpayer-funded projects due to prevailing wage laws, according to Senator Richard Alloway II (R-33). Several local officials from Franklin and Adams counties cited inflated costs for public

projects, such as school construction, road resurfacing and water and sewer projects, due to prevailing wage restrictions. Video of the hearing is available online at senatoralloway.com.

Congressman Todd Platts has added a link on his homepage, to the American Job Creators Initiative. Launched earlier this year, American Job Creators is an effort to solicit the feedback of job creators nationwide to examine regulatory barriers to job creation. This link allows local companies to identify the regulations they feel most impede job creation. Below are the links:

- www.house.gov/platts/services/job_creators.shtml
- www.house.gov/list/press/pa19_platts/toomanyregs.shtml
- www.house.gov/list/press/pa19_platts/toomanyregs2.shtml



WellSpan Adams Cancer Center is holding Community Education Programs in November and December. For a complete listing of the community health

programs, visit www.wellspan.org.



\$99
Golf Stay & Play
Fall Special!

Fall is a great time to plan a getaway to Liberty Mountain to enjoy a round of golf!

Beginning October 24th through the end of November, for only \$99 you can enjoy a one night stay in the Liberty Hotel, breakfast, and 18 holes with a cart! To book your stay please contact Gavin Green at 717.642.8282 ext 3357. Valid Sunday - Thursday night, based on double occupancy.



Also, make plans now to join us for Thanksgiving Dinner at The Inn on Thursday, November 24th from 11am-4pm. Visit Liberty's website to view our menu!



www.LibertyMountainResort.com

78 Country Club Trail Carroll Valley, PA 17320 ~ 717.642.8282



All photos taken by Picture This Portraits

Membership **mixer** News



The Gettysburg Adams Chamber of Commerce hosted October's Membership Mixer in celebration of local Chamber of Commerce Month.



Mix-It-Up! Program Winners from September:

Duane Kanagy with Adams Electric Cooperative, Inc. won the Member Spotlight.

Michael Kelly of Susquehanna Bank won a cooler from Edward Jones Investments-Erik Hendricks, AAMS.



Mark your calendars for Thursday, November 17!

Preferred Health Staff, Inc. in Fairfield will be hosting the monthly mixer from 5-7pm. There will be plenty of refreshments to enjoy while networking with other local members. Don't miss out!

RSVP your attendance by November 10 to the Chamber office at 334.8151 or info@gettysburg-chamber.org.

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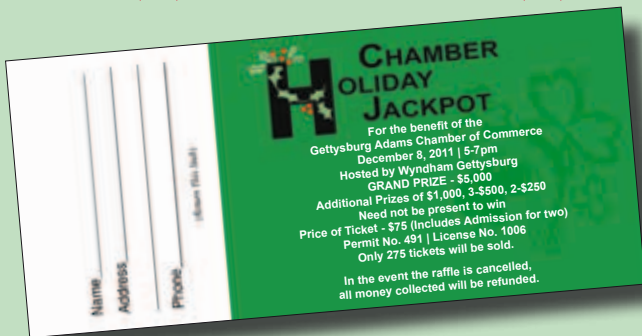
HOLIDAY JACKPOT RAFFLE PARTY

2011

Hosted by Wyndham Gettysburg | Thursday, December 8, 2011 5-7pm

Purchase of a raffle ticket includes admittance for two to the event and one chance to win any of the following prizes:

(1) \$5,000 (1) \$1,000 (3) \$500 (2) \$250



Only 274 tickets will be sold, the 275th ticket will be raffled off the night of the event!

You don't have to be present to win!

Proceeds will benefit the
Gettysburg Adams Chamber of Commerce.

Permit No. 491 License No. 1006

Name: _____

Address: _____

Phone: _____ Email: _____

Credit Card #: _____ Exp. Date: _____

Signature: _____

Method of Payment:

- Check Visa
 Master Card Discover

Please make checks payable to:
**Gettysburg Adams
Chamber of Commerce**

I would like to attend the event, but not purchase a raffle ticket.
Cover charge is \$10 per person.

I cannot attend the event, but would like to donate a door prize in support of the Chamber.

_____ person (s) will be attending, but not purchasing a raffle ticket
\$10 per person = _____

_____ Raffle ticket at \$75
(includes admission for two people) = _____

Total amount = _____

Please return to the Gettysburg Adams Chamber of Commerce
18 Carlisle Street., Ste. 203, Gettysburg, PA 17325

Attention Gettysburg Adams Chamber of Commerce Members!

First Data Merchant Services

has negotiated special bankcard rates and packages specifically for members! Beyond great pricing, here are some of the other services we offer to enhance your ability to attract more customers and increase sales:

Debit Card Acceptance

More and more of your customers are turning to their ATM/Debit Card for payment. We are linked to all national and regional debit networks, to make accepting Debit cards easier for you.

FREE DEBIT PINPAD PROVIDED TO MEMBERS - \$175.00 Value!!

Electronic Check Acceptance

First Data Merchant Services offers the ability to accept checks and Credit/Debit/Gift cards all through on POS device. This allows you to electronically accept checks, with no more returned checks, or bank handling fees!

Quick Service Restaurant / High Speed IPN

From beginners to experts, we offer payment solutions for whatever your Internet needs may be. **From high-speed dual-communication IP terminals ideal for QSR**, to Web-based stores. Full Internet payment solutions – First Data Merchant Services will support your business from bricks to clicks!

Wireless Technology

First Data Merchant Services offers you the ability to accept all Credit and Debit cards electronically through state-of-the-art terminals. Making use of the Cingular Wireless network, First Data has opened up more than 92% of the United States to you! If no signal is available, our "Store and Forward" feature will capture the sale, and call for an approval later, giving you the best rate!

Electronic Gift Card Program

Increase brand awareness, build customer loyalty, and increase sales with your own customized electronic Gift Card program. Gift Cards have rapidly become a "must have" for all types of businesses...and now you can get an affordable, complete turnkey program for your business from First Data Merchant Services. Whether you are a business with one location or multiple locations you can benefit from your own gift card program. **FREE Gift card programs available on all leased POS terminals!!**

For more information about processing with the industry leader or for a detailed cost comparison please contact:

Sheila Vargas, Account Executive
717-682-2684

Did you know?





November 2011 Events

November 1

CenturyLink Bill Review, 9am-3pm, Chamber Office

November 2

Membership Orientation, 11:30am, Chamber Office

November 3

Mentor Committee Meeting, 9am, Chamber office

November 4

Annual Meeting, 7am, Comfort Suites

November 7

Staff Meeting, 9am, Chamber office

November 8

Environmental Team Meeting, Noon, Chamber Office

November 10

Legislative Team Meeting, Noon, Inn at Herr Ridge

November 11

Board of Director's Meeting, 7:30am, Chamber office

November 13

Basket Bingo, 1pm, Gettysburg Fire Hall

The annual Basket Bingo, which benefits the Gettysburg Adams Chamber of Commerce will be held on Sunday, November 13, 2011. At right, a photo of the baskets from last year's event.

November 14

Staff Meeting, 9am, Chamber office

November 16

Marketing Council, 12:30pm, Chamber office

November 17

Business and Industry Team Meeting, Noon, Chamber office

Career Fair Committee Meeting, 1pm, Chamber office

Membership Mixer, 5-7pm, Preferred Health Staff, in Fairfield

November 21

Staff Meeting, 9am, Chamber office

November 24 and 25

Office Closed for Thanksgiving Holiday

November 28

Staff Meeting, 9am, Chamber office

Membership Team Meeting, 3:30pm, Chamber office





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