

Chamber chat

May 2012

A monthly publication of
the Gettysburg Adams
Chamber of Commerce



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ALSO:
PRESIDENT'S MESSAGE,
UPDATES & MORE!

The 2012 Small Business Person of the Year Awarded

The 2012 Small Business Person of the Year Award was presented at the General Membership Breakfast on April 4, at the Inn at Herr Ridge. The award is given to the nominee, that in the opinion of the Chamber's Awards Team, is most deserving of recognition in the following criteria:

- Business History and Growth
- Business Innovation
- Business Challenges
- Community Involvement

This year's recipient was Lawrence (Larry) G. Plank, of L&H Mechanical & Electrical Services, Inc. Larry has overcome many hurdles and challenges to make L&H a solid, family-oriented business that is on the move. L&H celebrated their 10th anniversary on April 1, 2012.

Larry made a decision to go into business for himself after working as the head electrician for a commercial electric and petroleum company. Larry learned quickly that starting up a business from the ground up was no small task.

The first couple of months were very rocky, but with perseverance and determination, he was able to attract and retain some steady clients. He was then able to hire his first employee and from there Larry has built his company up to ten employees. Larry has always been successful in finding work for his employees, and many times you can find him right in the thick of things along with them.

Larry has donated time, materials, and labor to many local businesses, churches, and the Gettysburg Wine and Music Festival, which is run by the Chamber. The Chamber would like to congratulate Larry on this award and thank him for all he does!



*Pictured above is Larry Plank with his family and employees of L&H.
Photo courtesy of Picture This Portraits & Special Events.*

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**Denotes Executive Committee member*

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Office Hours
Monday-Friday, 9am-5pm



From the Desk of- the Chamber President



Small businesses continue to face many challenges in this changing economic climate. As a Chamber, we provide help for businesses to weather many challenges through advocacy, networking and information exchange.

Advocacy

In addition to offering the opportunity for members to interact with our elected officials; we advocate for special pricing through strategic partnerships. In developing these partnerships, we are able to offer business owners opportunities that enhance their bottom line and allow direct communication with our legislators.

Networking

As you already know, building and cultivating relationships with your current and prospective clients is essential for a healthy business. The Chamber provides numerous opportunities to connect and grow your contacts. People like to work with business that they have an established relationship with, rather than a stranger...don't make yourself a stranger!

Information Exchange

Information can be gathered through your involvement in council and team meetings, attendance at general membership breakfasts, or through participation in Lunch and Learn sessions, just to name a few. Chamber staff and volunteers also serve as a resource for your business needs.

Our goal here at the Chamber is to serve you and we can do that in a variety of ways depending on your needs. Ongoing growth and development of the business community is critical, so please let us know what your needs are so we can help with your continued success.

Carrie S. Stuart

New Members

John Sloan

AUSA Carlisle Barracks/ Cumberland Valley Chapter

233 W. South St.
Carlisle, PA 17013
Phone: 717.243.9558
scsloan@comcast.net
Associations & Organizations

Kenny Caudill

Baladerry Inn

40 Hospital Rd.
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www.baladerryinn.com
Accommodations

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www.centrepublishations.com
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petulay@cassd.org
www.cassd.org
Associations & Organizations

Ami Cousler

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1863 Gettysburg Village Dr., Ste. 740
Gettysburg, PA 17325
Phone: 717.334.3016
www.christopherandbanks.com
Retail

Kenneth VanHoutte

Gettysburg Lions Club

P.O. Box 3544
Gettysburg, PA 17325
Phone: 717.337.9958
Fax: 717.337.9959
Associations & Organizations

George O'Brien III

Hanover Area YMCA Association

95 Keystone St.
Littlestown, PA 17340
Phone: 717.359.9733
gobrien@hanoverymca.org
www.hanoverymca.org
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Meghan Ogley

Lincoln Intermediate Unit #12

1685 Baltimore Pike, Ste. F
Gettysburg, PA 17325
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Fax: 717.339.9389
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www.iu12.org
Education

Cindy Fox

Sweet!

100 Baltimore St.
Gettysburg, PA 17325
Phone: 717.339.0039
cindy@sweetgettysburg.com
www.sweetgettysburg.com
Candy Shop

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:

Affiliated Power Purchasers Int'l, LLC
Alexanders Plumbing & Pumps, Inc.
Apple Ridge Family Medicine
Bear Mountain Orchards
BG&H Investigators
Boles Metzger Brosius & Emrick, PC
Borough of Arendtsville
Brown's Ranch, Inc.
Codori Memorials
Columbia Cottage
Norma L. Calhoun, CPA
digitalSunrise
F. X. Smith's Sons Co.
Gettysburg Glass, Inc.
Gettysburg KOA Kampground
Hartlaub & Sons, Inc.
Heritage Assembly of God Church
Leer Photography

Living Hope Presbyterian Church
McDonald's
McSherrystown Family Practice, PC
Mike's KARS
NHS Human Services
NicMar Water
Paragon Consulting Group
Project Gettysburg/Leon
Quail Valley Golf Club
RE/MAX of Gettysburg
Sandoe & Associates - A private wealth advisory
practice of Ameriprise Financial Services Inc.
Schmitt's Interior Decorations
Schroeder Family Dentistry
Smith Elliott Kearns & Co., LLC
UCP of South Central PA
The Village of Laurel Run
Wide Open Communications

Member News



Local heroes from Central Pennsylvania's healthcare industry

were honored recently at the 5th Annual Healthcare Heroes Awards on March 22. Fifty-three finalists in thirteen award categories were profiled at the annual awards breakfast. The **Children's Aid Society** won in the category of Children's Health Advocate. The Team of Emergency Responders, **Hanover Hospital** won in the category of Allied Health & Emergency Medicine Hero. Nominations were submitted by patients, colleagues, and business associates.

Jennifer Weaver, vice president of **HACC's** Gettysburg Campus, retired March 16, due to health reasons after 22 years of service. Shannon Harvey, campus executive dean of academic affairs, is serving as acting vice president. In 1990, Weaver came to HACC with the vision to build a Gettysburg site that would meet the needs of people and businesses that call Adams County home. Under her leadership, the campus now attracts nearly 2,400 students and has expanded even more.



Phi Theta Kappa recently inducted 279 members into its Alpha Nu Omega Chapter at **HACC**, Central Pennsylvania's Community College. Members of the society for two-year colleges must maintain a 3.25 grade

point average, and meet academic and volunteer requirements. They must volunteer at least 10 hours of service each year for their college. Phi Theta Kappa is the largest honor society in American higher education with more than 2 million members and 1,600 chapters.

Susquehanna Bank is pleased to announce Crawford McFerran as Regional President. McFerran will provide leadership for the commercial and retail banking activities of the region. McFerran is active in industry and community organizations as a member of the board of trustees for Junior Achievement of South Central PA and the York County Economic Development Corporation Board's finance committee.



Melissa Koufos and children.

Nick & Melissa Koufos and family recently preserved 89 acres through an easement purchased by the **Land Conservancy of Adams County (LCAC)** with funding from the Adams County Green

Space Program. Like others who have protected their properties through conservation easements, Nick and Melissa believe it's important to preserve land such as theirs, not just for their children, but also for the people and the environment of Adams County.



Robert G. Coradi serves as **Susquehanna Bank's** Senior Vice President and Commercial Executive in the York-Adams Region. He will be responsible for managing and growing the region's commercial loan portfolio. Coradi

previously worked as Senior Vice President and Commercial Sales Manager at Susquehanna Bank and has 25 years of experience in the banking and financial services industry. Coradi is a board member of the York County Industrial Development Authority and of The H.A.R.T. Center in New Oxford.

Adams County Winery, the official winery of the 150th Anniversary of the Battle of Gettysburg and the Gettysburg Address, announced two awards received at the 36th Annual International Eastern Wine Competition (IEWC). *Traveller*, Adams



LUNCH and LEARN Series

Hosted by:



FINANCIAL CONSULATE

When: Thursday, May 24, 12:15-1pm

Where: GACOC Office, 18 Carlisle St., Ste. 203

RSVP: 717.334.8151 by May 17

TOPIC:

"Investment Asset Allocation Ideas in Today's Economic Climate"

***Bring your lunch and questions!**

Parking is available in the Race Horse Alley Garage

Free to members, \$10 for non-members.

Member News

County Winery's dry white wine, received a Silver Medal in the White Hybrid Varietals and *The Engagement*, was awarded a Bronze Medal in the Rosé Blends category. The winery is located at 251 Peach Tree Road, Orrtanna and downtown at 25 Chambersburg Street in Gettysburg. Contact them at 717.334.4631, or visit www.adamscountywinery.com.



Businessman Ty D. Strohl of Camp Hill is the newest member of the Board of Trustees of HACC, Central Pennsylvania's Community College. Strohl, whose appointment runs through 2016, was welcomed recently to his

first board meeting by Trustee Chair Tim Sandoe. An education advocate, Strohl is a member of the Board of Education of St. Joseph's Catholic School in Mechanicsburg and former president of the Board of Directors of Collegian Inc.

Drummer Boy Camping Resort recently attained Woodall's highest 5W rating in both facilities and recreation.

Drummer Boy is one of only 363 listed in 2012 Woodall's



North American Campground Directory. This select group represents less than 4% of the privately owned parks in the 2012 edition. Drummer Boy now has 58 cottages with five that can accommodate pets, 420 camping sites, and on a typical weekend in the summer they are accommodating between 2,000-3,000 guests.



Gail Rexrode has recently accepted the position as Director of Admissions at the **Golden Living Center** located at 741 Chambersburg Road, Gettysburg PA. Gail has worked in the health care field for over 25 years. She holds a Master's Degree in Health Administration from Penn State University with emphasis in marketing and business. Gail also has a License in Practical Nursing. Gail's professional goal is to enhance community awareness of Golden Living's rehabilitation program & services.

Susquehanna Bank named Reesy Neff as its Retail Executive in the York and Adams County markets. She will oversee the day-to-day operations in the bank's 20 branch offices in the region. She previously worked as Regional Sales Manager at Susquehanna Bank and has nine years of experience in the banking and financial services industry. Neff is a board member of United Way of York, a 2010 graduate of Leadership York and volunteer for Performing Arts for Children.



Harry and David at the Outlet Shoppes at Gettysburg, is pleased to announce Wally Shepherd, Jr. as the new store manager. Wally has been with Harry and David since 2006, and comes from the Chicago area. Harry and David fruit and food gifts have been trusted by generations not only for superior products, but for unparalleled customer service. Visit them at 1863 Gettysburg Village Drive, Space 640 in Gettysburg or call 717.337.1125.



Adams County Community Foundation will hold its Annual Celebration on Monday, May 7, from 5-7pm at the new Adams County Arts Council's Arts Education Center on South Washington Street. The Foundation is pleased to recognize local individuals and organizations that started new endowment funds in 2011. The Foundation will also recognize professional advisors who have brought new funds to the foundation.

NO TIME LIKE THE PRESENT TO KEEP YOUR FUTURE ON TRACK.

Lots of times, changes in life also affect your investments. That's why there's never been a better time to schedule your free portfolio review. We'll talk about the changes in your life, and help you decide whether it makes sense to revise your investments because of them.

A portfolio review will help ensure your investments are keeping pace with your goals. Call your local financial advisor today.



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Member News

Edward Jones INVESTMENTS

For the fourth time in as many studies, **Edward**

Jones financial advisors firm has been rated "Highest in Employee Advisor Satisfaction among Financial Investment Firms," according to a newly released study by J.D. Power and Associates. Edward Jones financial advisors gave the highest satisfaction ratings in seven of the nine study factors, which placed the firm 203 points ahead of the industry average and 37 points above its nearest competitor. Eight financial services firms ranked.

Each spring and fall, the Scentsy Family Foundation selects a charitable cause or organization to support by creating a distinctive new product in its honor. The causes are chosen by Independent Consultants nominating charities they believe in. **Mindy Naylor, Scentsy Independent Consultant**, will be donating all of the proceeds of the Charitable Cause Warmer called Heartfelt to the American Heart Association through August 1. If interested in helping her cause, call 717.398.1269 or visit www.mindynaylor.scentsy.us.



Adams County Habitat for Humanity is

celebrating their 25th year of providing new homes for its Habitat families. On April 15, the home at 805 Highland Avenue Gettysburg was dedicated to the Habitat's partner family, Mr. Dal N. Do and Mrs. Cing D. Kim and their three children. This home was built with the help and contributions of many area professionals and volunteers from area churches. To get more involved with Habitat, contact Pete Ricker at cricker@acnb.com.

Smith Elliott Kearns & Company, LLC is pleased to announce it will be represented in 2012 on PKF North America (PKF NA) national committees. PKF NA is a membership association comprised of 99 independent accounting and consulting firms in North America, who share resources and various ranges of expertise. The following announcements were made:



Orndorff

Scot E. Orndorff, CPA, Member of the Firm, was appointed to the Accounting & Auditing Committee.

Scott N. Drake, CPA, Member of the Firm, was appointed to the Steering Committee of the Financial Institutions Community of Practice.



Drake



Wines

Kimberly J. Wines, SPHR, Firm Administrator/Human Resources Director was appointed to the *Human Resources Committee*.

Joel A. Flinchbaugh, CPA, Member of the Firm, was appointed to the *Healthcare Services Community of Practice*.



Flinchbaugh



Hall

Gregory P. Hall, CPA, Member of the Firm, was appointed to the *Not-for-Profit Community of Practice*.

John R. Schnitzer, CPA, Managing Member of the Firm, was appointed to the Firm Management Committee.



Schnitzer



Darlington

Kara M. Darlington, CPA, Associate Member of the Firm, was appointed to the Employee Benefit Plans Community of Practice.

Gordon L. Brown & Associates, Inc. is pleased to announce that Jeffrey G. Bonnerwith, P.E., P.L.S., AICP has joined their firm to reinforce and expand their professional engineering and surveying services in South Central Pennsylvania and Northern Maryland. Licensed to practice in Pennsylvania, Maryland, Virginia, Delaware, District of Columbia, North Carolina, and New York, he will be facilitating opportunities throughout the Mid-Atlantic. Jeff brings over 25 years of professional experience, and is a LEED Green Associate.



Liberty Mountain Resort & Conference Center is please to introduce to you their new Golf Course Superintendent Matthew Hopper. Matt comes to Liberty with a great deal of expertise and experience in golf course and grounds management.

He most recently worked at the Chester River Yacht & Country Club in Chestertown MD, where he was a First Assistant Superintendent of the property. Matt has a degree in Turfgrass Management from Penn State and a bachelor's degree in horticulture from Durban University of Technology in Durban, South Africa.



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Membership Spotlight

Making History One Scoop at a Time: Mr. G's Ice Cream and Baltimore Street Retreat

When owners Mike and Stephanie Gladfelter were looking for a new location, to re-open Mr. G's Ice Cream, they had never considered the idea of moving to downtown Gettysburg. One look at the historic John Winebrenner house also known as Twin Sycamores convinced them otherwise. "As soon as we visited the property, we felt it was something very special and offered the opportunity to reach our loyal local customers as well as welcome tourists, visiting for their own Gettysburg experiences."



Now in its second year at the Baltimore Street location, Mr. G's Ice Cream offers an unforgettable historic presence coupled with local homemade ice cream treats. Making all of the ice cream in-house using the freshest ingredients available, Mr. G and his friendly staff are ready to serve our local friends with PA favorites like a CMP Sundae as well as those looking to experience Gettysburg's freshest flavors like coconut, black raspberry, orange pineapple and even the tried and true favorites like chocolate chip cookie dough (a Gettysburg School District student favorite) and butter pecan.

If you have visited Mr. G's recently, you may

have noticed increased activity in the building in the rear. Mike and Stephanie Gladfelter have remodeled the "barn" to offer some of their favorite items to local friends and visitors alike. At the end of April, this rear building will become the "Baltimore Street Retreat," a place to find that perfect gift or classy historical souvenir for friends back home. "Carrying things we love like "Life is Good," "Tervis tumblers," Melissa and Doug" toys and beautiful locally created artwork and jewelry, we hope that all who walk in will find that perfect gift to take home," explains Mike Gladfelter.



Whether it is for a delicious ice cream treat, that classy souvenir or gift, or simply to stop in for a tour of our beautiful pre-civil war building, we encourage you to stop in for a treat you won't soon forget.



Mr. G's Ice Cream and Baltimore Street Retreat Gift Shop

404 Baltimore Street
Gettysburg, PA 17325
717.334.7600

Membership Spotlight

Gordon L. Brown & Associates, Inc. Celebrates 60 Years!

Established in 1952, Gordon L. Brown & Associates, Inc. (GLB&A) is engaged by individual property owners, developers, and municipalities to provide expertise in civil engineering, surveying, subdivision, land development, regulatory compliance and local community engineering. This year GLB&A is proud to be celebrating 60 years of providing professional services with honesty, integrity, and a dedicated commitment to client satisfaction. This is evidenced by many long term and multi-generational clients.



Jonathan D. (Jon) Holmes, P.E., past chair of the Gettysburg Adams Chamber of Commerce Board of Directors, serves as President/CEO at GLB&A, assuming that role in 2008 from second generation owner, Gordon L. Brown, Jr., P.E., P.L.S.

Jon heads up a strong team of professionals embodying many years of experience and knowledge, including a surveyor who has been employed with the company for over 50 years.

GLB&A serves South Central PA, Northern MD, and the Mid-Atlantic, with professional engineering and survey personnel licensed to practice in Pennsylvania, Maryland, Virginia, Delaware, District of Columbia, North Carolina, and New York.

Services provided by GLB&A include site design, erosion and sediment control, stormwater management, street and roadway design, Phase I environmental site assessments, construction stakeout and management, water and wastewater system design, ALTA surveys, site feasibility assessment, and sewage enforcement services. Site design and regulatory compliance work includes residential, commercial, institutional and industrial projects.

Among many noteworthy and recognizable GLB&A projects is the original site selection and design of Ski Roundtop, now Roundtop Mountain Resort. Whether a long-time acquaintance or first time client, you can be assured of individual attention to detail on your next project, regardless of size, with a commitment to striving for excellence in all that GLB&A's professionals do for you!

Gordon L. Brown & Associates, Inc.
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2238 South Queen Street
York, PA 17402
717.741.4621
www.glba-engineering.com

Community News



Sunset Garden Party: a **Gettysburg Festival** fundraiser will be held at the Beech Springs Farm, home of Jayne & Bill Shord, 784 Mt.

Carmel Road, Orrtanna, on Friday, May 18, 2012 from 5:30-8:30pm. Explore this lush property, complete with gardens of all varieties, as you dine al fresco. The entire evening is designed and hosted by Walter Scheib, former White House Chef. Please visit www.gettysburgfestival.org for more information, or tickets.

The **Gettysburg Hospital** is offering the Freedom from Smoking Program in conjunction with Healthy Adams County to help people quit smoking, fight the addiction, and develop a smoke-free lifestyle. Classes will be held at the Gettysburg Hospital, Community Room C from 5:30-7pm on May 1, 8, 15, 22, 24 and 29 and on June 5 and 12. Registration is requested. Contact 1.800.840.5905 or visit www.wellspan.org for more information.



PA Chamber presents the Business Marketing Roundtable: Focusing on the Customer and Crisis Communications from 8am-noon on Thursday, May 17, 2012 at the Sheraton Harrisburg-Hershey, in Harrisburg. The fee to attend is \$60 for PA Chamber members, \$85 for non-members, and includes refreshments starting at 8am. For your convenience, you may register at www.pachamber.org/conf or call the toll-free Conference Hotline 877.866.8965.

Stock and Leader, Attorneys at Law will host a free



informational public meeting on Thursday, May 3 at 7pm at the Southeastern Adams Volunteer Emergency Services Social Hall, 5865 Hanover Road, Hanover. Join attorneys D. Reed Anderson, Jody Leighty, Tim Ruth, Jim Chiaruttini, Alex Chiaruttini and Jeff Bright as they discuss your rights under the Eminent Domain Power of the Natural Gas Act. Find out:

- What has happened to date?
- What is the process?
- What are my rights?
- How will I be compensated?



May is Women's Health Month at **WellSpan Health**. They will be having a Women's Check-Up Day on Monday, May 21 from 4-8pm at the WellSpan

Adams Health Center, 40 V-Twin Drive in Gettysburg. Registration and pre-payment of \$10 is required to guarantee an appointment. Registration deadline is May 11. Ten health screenings are available, as well as

a bonus screen and chair massages! Register online at www.wellspan.org or call 717.337.4272 option 1 for more information.



Fort Ritchie Community Center will host the "Fort Ritchie 1st Annual Bass Fishing Tournament" on June 23 from 7am-3pm at Lake Royer

on the Fort Ritchie campus in Cascade, MD. A \$1,000 prize will be awarded for catching the lucky tagged fish. Cash prizes of \$250 will also be awarded. Registration began at 9am on April 16, and will close after 100 registrations have been received. Call Kirsten Hubbard at 301.241.5085 or visit www.TheFRCC.org.

On May 19, Eisenhower National Historic Site and the **Gettysburg Foundation** will host a day of 1950s culture featuring the dramatic program, Mamie Remembers Gettysburg, a 1950s Fashion Show and a formal tea, new this year. Gettysburg resident Ruthmary McIlhenny will present her original portrayal of the First Lady, Mamie Remembers Gettysburg. The 30-minute program will be at 10:45am and 1:45pm, for all ages.



Go Behind the Cover with Celebrate Gettysburg Magazine.

Gettysburg's premier lifestyle publication, **Celebrate Gettysburg** magazine, invites you to go "behind the cover." This new, bi-monthly event celebrates the best of living in Adams County and Gettysburg and allows you to interact with **Celebrate Gettysburg** on location in your community.

At Behind the Cover events, you'll meet some of the staff and talented team of writers and photographers that produce each issue of **Celebrate Gettysburg** magazine. Learn more about the work of featured artisans, explore some of Adams County's unique attractions and discover how you can work with their team to commemorate modern life in our historic town in upcoming issues. Plus, you'll have the opportunity to network with business owners and chat with residents of the Adams County community.

Enjoy fine wine, food and the latest **Celebrate Gettysburg** issue at the elegant tasting room at Hauser Estate Winery, 410 Cashtown Road in Biglerville on Tuesday, May 8 at 6pm.

RSVP for Behind the Cover by Friday, May 4. E-mail info@celebrategettysburg.com or call 717.334.1050, ext. 101 to RSVP or for more information.

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Program Updates



The ITMB students on their visit to the Hilton Garden Inn-Gettysburg.

The Introduction to Manufacturing and Business (ITMB) course coordinated by the Gettysburg Adams Chamber of Commerce in partnership with HACC-Gettysburg Campus gives

students a unique college in the high school experience. The course begins with five weeks of class at HACC-Gettysburg Campus. Dr. Chris Esgar introduces the students to the complex world of business. This learning prepares the students for the eight weeks of in-depth location visits that take place across the county.

The eight participating businesses for the Spring 2012 semester are: Liberty Mountain Resorts, Hilton Garden Inn-Gettysburg, Times and News Publishing, Adams County Housing Authority/Pennsylvania Interfaith Community Programs, Inc., Adams Electric Cooperative, Inc., Graphcom, Inc., International Paper, and Clarks Companies, N. A.

This year seven students from two area school districts are enrolled in the course.

From Gettysburg Area High School:

- Stacey Garman
- Richard Wilson
- Chase Whiteman
- Joshua Havens
- Jeffrey Huang
- Giovanni San Juan

From Biglerville High School:

- Katie Stetson is the first student to participate in the course from Biglerville.

Dr. Esgar has been very pleased with the course this year. "The students this year are quieter than last years students but they soak everything in, I'm very excited to hear their presentations at the Breakfast!" he said. "The businesses have given the students an extraordinary look into the day to day business world."



The Gettysburg Wine & Music Festival will feature a full color program that is conveniently sized for easy storage in a purse or back pocket. This is a great opportunity to feature your

business, in a high quality publication, to tourists and the local community. Here are a few advantages to advertising in the festival's program:

- Exposure to a captive audience of 8,000 attendees.
- Participants are often looking for things to do after

the festival ends at 6pm. What better way to give them some options than to advertise!

- Each vendor will have programs at their booths.
- Every visitor will receive a program upon entry to the event.
- The program will feature information on each vendor, so attendees will be more likely to keep it for future reference.

For additional information, contact Stephanie Mummert at 717.334.8151, or stephm@gettysburg-chamber.org.

Over the past few months, the Gettysburg Adams Chamber of Commerce Golf Team has been diligently planning this year's Annual Golf Outing, taking place on Thursday, June 7 at Hanover Country Club. The Chamber's outing provides you the opportunity to have a fun day outside of the office in a setting with other business professionals. Here are some ideas to make the Chamber's Golf Outing work for you!



- A day out of the office on is a great way to build office morale and provide a fun team-building exercise.
- Businesses of all sizes can use the outing as a valuable networking tool.
- Show your customers/clients appreciation by rewarding them with a fun day on the course. It's a thoughtful gesture and it may just be the retention tool you need!
- Building relationships with your vendors is a great way to make sure you get the best quality products and services.
- The Chamber's outing provides you with an exclusive opportunity to share your business message to potential customers. Sponsorships give your business a full day of visibility and start at as little as \$50. If you are interested in sponsorship details, contact Jennifer McCleaf at 717.334.8151.

Use the registration form on page 20 to sign up today!



The Adams County Tech Prep Consortium's new building on Old Harrisburg Road in Gettysburg.

In their on-going series of guest speakers, the Business and Industry Team hosted Jim Cramer, Director of

Career and Technical Education at the Adams County Tech Prep Consortium. Mr. Cramer was excited to share with the Team that the new building located at 1130 Old Harrisburg Road, adjacent to the Gettysburg Area

Program Updates

High School, is operational as of April 3. He reports that the kids are thrilled with the new spaces and excited to be working in the labs, shops, kitchen and classrooms. There is a ribbon cutting scheduled for April 30 and on May 16 the public is invited to an Open House from 6-8pm.

If you were unable to make the Legislative Luncheon on March 16, sponsored by Adams Electric Cooperative, Inc., C.S. Davidson, Inc., and Land & Sea Services, you missed your opportunity to meet with your legislators. In attendance at Gettysburg College's CUB Ballroom were Congressman Todd Platts, Senator Rich Alloway, Representative Dan Moul and Representative Will Tallman. On hand to enjoy the program, were Adams

County Commissioners Marty Qually and Jim Martin, as Fred Snyder served as the moderator.

Attendees were encouraged to ask the legislators questions regarding topics of interest. Some of the topics of discussion included education, transportation, natural gas drilling, and voter regulations.



Photo by Leer Photography

The Legislators answer questions from attendees.

Testimonial on the Introduction to Business and Manufacturing Course by a former student.

My name is Grant Tresselt. I am currently a freshman Accounting and Finance major at the University of Pittsburgh. I am also pursuing a minor in Economics with a concentration in Marketing. I am writing to discuss an opportunity in high school that has propelled my continued interest and success in business. During my last year of high school, my guidance counselor suggested Dr. Esgar's Introduction to Business course to me. The course is based out of HACC and has both an in-class and external component. Little did I know, when I put that class on my schedule, I was signing up for one of the most unique high school business programs in the country.

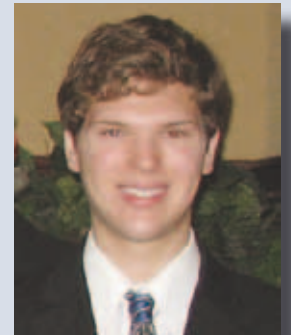
The in-class section of the course was an intensive development of business knowledge that didn't come from a textbook, but rather from emerging business issues and fundamental principles that text cannot capture. Thus, before even completing the first part of the course, my classmates and I were given insight into things that would otherwise have required upper level management

“Through this experience I have received industry and professional familiarity that I believe to be irreplaceable.”

-Grant Tresselt

experience I have received industry and professional familiarity that I believe to be irreplaceable. In addition, it has introduced me to a number of outstanding professionals whom I consider keystones in my network.

To conclude, I want to outline how the course has benefited me outside of my education. Dr. Esgar focuses heavily on professionalism and capturing one's opportunities in his lectures. This know-how gave me a competitive edge in my networking and encouraged me to put myself out there at many recruitment events at Pitt. As of now, I am the first freshman to ever work at PricewaterhouseCoopers in their Wealth Management Tax Services Department. In addition, I am on the leadership team for Pitt's most prestigious organization in the undergraduate business school, Phi Beta Lambda. Also, through Phi Beta Lambda, I organized and executed a national case study for the university and, after winning first place in the state in an integrated marketing campaign competition, I will be representing my chapter nationally this June. Without the head start given to me by Dr. Esgar's course, I may not have been able to succeed in these endeavors. I would encourage any business to incorporate this program into its corporate social responsibility initiatives. I have been very fortunate to have had a local opportunity to explore business, and I am eager to watch this program expand. For those of you in the chamber that are reading this, thank you for the knowledge and time that you have provided me. I consider it invaluable.



Community Partners

National Travel and Tourism Week

by Carl Whitehall, Media Relations Manager, Gettysburg Convention and Visitor's Bureau



The Gettysburg Convention & Visitors Bureau will host the second annual National Travel & Tourism Week Clean-up of Downtown Gettysburg. Crews made up of employees throughout Adams County's tourism industry will hit the streets on Thursday, May 10, at 9am, covering Baltimore, Carlisle, Chambersburg and York streets, along with Steinwehr and Buford avenues. During last year's inaugural event, more than 40 representatives of tourism-related businesses participated.

National Travel & Tourism Week, May 5-13, 2012, is a time for communities across the United States to bring recognition to the economic and cultural benefits of travel, along with recognizing those in the tourism industry who help make the destinations shine. In Adams County, tourism is the top industry, bringing in \$381 million in visitor spending, \$104 million in tax revenue and supporting 5,800 jobs.

To learn more about National Travel & Tourism Week or any events hosted during that week, contact Carl Whitehill, 717.338.1055 or cwhitehill@gettysburg.travel.

Mom's, Flowers, Antiques and More, Oh GARMA

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



Gettysburg Area Retail Merchants Association

1st Friday - Gettysburg Style has become a monthly tradition and business opportunity since its inception ten years ago under the auspices of the **Gettysburg Area Retail Merchants Association (GARMA)**. Area stores and restaurants are encouraged to extend their business hours, offer special sales and promotions, and host special events or

hospitality in their establishments the 1st Friday of every month. You may have noticed the special 1st Friday flags flying outside participating businesses and have seen the matching logo in special advertising sections in local media over the years.

This Friday, May 4, is 1st Friday - Gettysburg Style. Gather beautiful live flowers FREE from participating GARMA members as you walk about town shopping, dining, and getting to know some of the 90 GARMA members. Bring the kids and help them build a lovely bouquet of flowers to present to Mom before Mother's Day. Flower Boutique, at 39 North Washington Street, has partnered with participating GAMRA members to make this opportunity possible. GARMA will help promote the evening by circulating special grand prize registration forms throughout the community to help attract shoppers to the area. Shoppers will be instructed to have their registration forms validated at three participating GARMA members this Friday. No purchase is necessary to enter and win this FREE prize drawing. GARMA will set up a prize table on Lincoln Square, in the Gettysburg Hotel Quadrant, from 4:30-8pm, where shoppers can turn in their prize registration forms for a chance to win a Grand Prize of a One Month Rec Pass courtesy of the **Gettysburg YWCA**.

GARMA will sponsor the 45th Semi-Annual Historic Downtown Gettysburg Outdoor Antique Show which returns to the streets of Downtown Gettysburg on Saturday, May 19, turning the town into a virtual antique buyer's and seller's paradise radiating in all four directions out from Lincoln Square. 125 quality dealers from 13 states are expected to exhibit their best wares from 7am-4 pm, rain or shine. This large gathering of exhibitors will feature antiques and collectibles from across Americana ranging from the primitive frontier to the nouveau antiques of your youth. Period furniture, depression glass, art-deco, toys, early mechanicals, commercial art, china, kitchenware, and many collectible items of everyday life from the past 300 years. Contact John Angstadt at gettysburgantiqueshow@comcast.net for more information. The 45th Semi-Annual Historic Downtown Gettysburg Outdoor Antique Show will return on September 22, so plan now to participate. Proceeds from this event help fund other GARMA projects to promote shopping in Gettysburg like our monthly 1st Friday's and our Christmas Decorations around town.

Learn more about both events and participating member specials at www.gettysburgretailmerchants.org.

Interested in joining GARMA's 90 members to benefit your own business? Membership in the Gettysburg Area Retail Merchants' Association is open to retailers, restaurants, accommodations, attractions, businesses, professionals, and non-profits trading in the area within five miles around Gettysburg. Learn more about the benefits of GARMA membership by contacting Board Member Walt Tuchalski at wtuchalski@foxsports1320.com or 717.309.2482.

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May Membership Breakfast

Wednesday, May 16, 2012

**at Liberty Mountain Resort
in Alpine Lodge**

7am-Breakfast | 7:30am-Program Begins

- **Presentations by Introduction to Manufacturing & Business Students**
- **Educator of the Year Award Presentation**

Sponsored by:



**Call the Chamber office
before May 8 at
717.334.8151 to register**

Gettysburg Adams
Chamber of Commerce

PRESENTS

8th Annual
**GETTYSBURG
WINE & MUSIC
FESTIVAL**

SEPTEMBER 8 & 9
NOON-6PM DAILY

GATEWAY GETTYSBURG COMPLEX
INTERSECTION OF ROUTES 30 & 15, 95 Presidential Circle, Gettysburg, PA

ENTERTAINMENT SCHEDULE:

SATURDAY, SEPTEMBER 8	SUNDAY, SEPTEMBER 9
12:30-2pm - Mark DeRose & The Way Home	12:30-2pm - The River Knot
2:30-4pm - Half Serious	2:30-4pm - Laredo
4:30-6pm - Jazz Me	4:30-6pm - Jonny Hirsch Band

Visit www.gettysburgwine.com to order tickets now!

Membership mixers

Please help The Village of Laurel Run, 6375 Chambersburg Rd. in Fayetteville, celebrate National Nursing Home Week as they host the May Mixer "Picnic in the Park" on Thursday, May 17 from 5-7pm. You will enjoy great food, cold beverages, networking and campus tours. Casual dress is recommended, but not required.

**RSVP your attendance to the
Chamber staff at 717.334.8151,
by May 10.**



**Special thanks to:
Gettysburg Foundation
for hosting April's Mixer!**



The Gettysburg Adams Chamber of Commerce and PCI Insurance— **Teaming Up to Bring You Winning Benefit Solutions!**



Sideline by trying to figure out the best benefits for your company and your employees? Ready to call a time-out wading through multiple plan options, deductibles, co-pays and co-insurance? The Gettysburg Adams Chamber of Commerce and PA Chamber Insurance has the winning playbook in helping you find winning benefit *solutions*.

From the first conversation, to the results you're counting on, Pennsylvania Chamber Insurance gives you skin in the game by simplifying the complexity of navigating benefits for businesses, employees and individuals.

Our championship solution lies in the strength of Pennsylvania Chamber Insurance's three key competencies:

Service: Our commitment to delivering outstanding service to you is our number one priority.

Simplicity: Healthcare can be complex. We make it simple by cheering for our customers and sorting through the thousands of plan options and carriers to find the best solution. The added convenience of one invoice for most coverages makes it a unbeatable combination.

Selection: It's all about choice. Offering every carrier in the state, the PA Chamber solution gives you choice of carrier and plan design and increased flexibility with our exclusive dental, vision, life and disability products. Partnered with our unique benefit of no participation guidelines and guaranteed issue for most coverages, our ancillary benefits give you a competitive edge.

Plus, you may qualify for a voucher to use toward chamber membership. Now there's something to get excited about!

Call the PA Chamber Insurance team today at 800 755-3021 or visit our website at www.pachamberinsurance.com to learn more!

Energy Insights, Part 1: What determines electricity prices?

by Michael S. Payne, JD, LLM

Historically low electricity and natural gas prices are making headlines, but what lies ahead for the United States energy market? In this two-part series, we'll describe the factors impacting electricity and natural gas prices nationwide. Electricity prices closely track natural gas prices, but the two are not completely synchronized. And, natural gas is used to generate a significant portion of the electricity consumed in the United States.



What determines electricity prices?

Electricity prices change constantly—literally every five minutes, every day. A multitude of factors affect prices, some modestly, some dramatically. Some factors have a short term impact while others are long lasting. For example, weather conditions, natural disasters, and consumer demand influence electricity prices from one day to the next. Legislation, regulatory changes, generation efficiency, and electricity grid and infrastructure costs impact electricity prices on a long-term basis. Commodity investors and speculators have been a dominant force in electricity pricing. Remember in 2008 when oil prices were at \$140 per barrel? Electricity prices peaked then, as well.

Some of the factors include:

- Disasters
- Legislation/Regulations
- Infrastructure
- Environmental effects
- Consumer demand

About the author:

Michael S. Payne, JD, LLM, is Executive Vice President & Corporate Counsel of Affiliated Power Purchasers International LLC (APPI Energy), an independent consulting firm that is endorsed by 140 affinity groups. Since 1996, APPI Energy has assisted more than 3,300 organizations with locations across the United States to reduce and manage energy costs. For unbiased advice, at no upfront cost to you, contact APPI Energy at 800-520-6685.

HACC is Gettysburg's community college

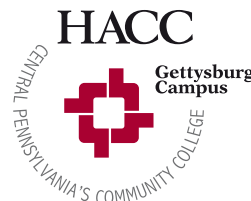


For more than two decades, HACC's Gettysburg Campus has provided educational opportunities to residents in the Adams County/Hanover region. In cooperation with our community partners, HACC's Gettysburg Campus offers affordable, quality programs that can provide career pathways leading to a brighter future for our students.

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York 718.0328 | **Virtual Campus** 221.1300 ext 1510

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www.hacc.edu

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SEPTEMBER 8 & 9

NOON - 6 PM DAILY

GATEWAY GETTYSBURG COMPLEX

(INTERSECTION OF ROUTES 30 & 15)

95 Presidential Circle, Gettysburg, PA

Sponsored by **Adams Electric Cooperative, Inc., Graphcom, Inc., and Susquehanna Style.**

VOLUNTEER APPLICATION

General Volunteer Information: Volunteer shifts will be 3 hours each. The festival runs from Noon-6pm both days and volunteer shifts will be 11am-2pm, 1:30pm-4:30pm, and 3:30pm-6:30pm (with the exception of "set up/clean up" shifts.) Volunteer for one shift, and receive a **free** general admission ticket (which includes a souvenir wine glass, unlimited samplings and access to live performances and a **free** t-shirt.) There will be 22 wineries from Pennsylvania. For more information, visit www.gettysburg-wine.com.

Unlimited Sampling is not permitted before your shift. You are welcome to sample after your shift or the alternate day.

Complete the form below and return it to Stephanie at the Chamber office by faxing it to **717.334.3368**

or send via e-mail to stephm@gettysburg-chamber.org.

(MUST BE FILLED IN COMPLETELY - APPLICATION WILL NOT BE ACCEPTED IF INFORMATION IS NOT COMPLETE!)

Name: _____ **T-Shirt Size:** _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Phone: _____ **Alternate Phone:** _____

E-mail: _____

Emergency Contact: _____ **Phone #:** _____

Volunteer Preferences: We cannot guarantee your preference but will do the best we can.

AREAS:

☐ **Check In, Ticket & ID checks**

NOTE: this position requires standing.

☐ **Wine Glass Pickup**

NOTE: this position requires standing.

☐ **Merchandise**

NOTE: this position may require lifting.

☐ **Wine Pick Up**

NOTE: this position requires lifting.
Must be 18 or older.

☐ **Wine/Ice Runner**

NOTE: this position requires lifting.
Must be 18 or older.

☐ **Flexible**

☐ **Parking**

NOTE: this position requires standing.

☐ **Set Up/Clean Up**

NOTE: this position requires lifting.

SHIFT TIMES:

DAYS:

☐ 11am - 2pm

☐ Saturday

☐ 1:30pm - 4:30pm

☐ Sunday

☐ 3:30pm-6:30pm

Set Up/Clean Up Times

☐ Friday — Noon-3pm — 3pm-6pm

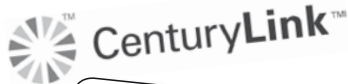
☐ Saturday — 8am-11am — 1:30pm-4:30pm — 6pm-9pm

☐ Sunday — 8am-11am — 1:30pm-4:30pm — 6pm-9pm

I understand that the Gettysburg Adams Chamber of Commerce, the participating wineries/vendors, and other volunteer workers are not responsible for or liable for accidents, loss, theft or claims resulting from volunteer participation. Volunteers are fully responsible for protection of their person and property.

Sign: _____ **Date:** _____

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Member-To-Member Discount Program Updates

One of the many benefits of being a Gettysburg Adams Chamber of Commerce member is having the opportunity to participate in the Member-To-Member Discount Program, proudly sponsored by CenturyLink. This special program offers Chamber members, and their employees, discounts and promotions on products and services from other Gettysburg Adams Chamber members.

The most current list of discounts and promotions is available on the homepage of the Chamber's website, www.gettysburg-chamber.org. If you have any questions about the program, please contact Jennifer McCleaf at 717.334.8151 or jenniferm@gettysburg-chamber.org.

American Civil War Wax Museum

Complimentary admission for you and your guest.

717.334.6245

Expires 3.31.13

Hanover Area YMCA Association

Receive one free month on an adult membership and the joiner's fee will be waived.

717.479.1494

Expires 3.26.13

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Expires 4.18.13

Sweetee!

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717.339.0039

Expires 3.31.13

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If a member contracts the website design and development, they will receive FREE \$100 Google Adwords Credit, FREE domain name registration for a year, and FREE 1 year web hosting (valued at \$240).

717.337.2424

Expires 4.4.13

***All discounts are not valid with any other offers - Discount cards must be shown for all discounts!**

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11TH
Annual



GOLF OUTING

200 E. Water Street, Abbottstown, PA 17301

THURSDAY, JUNE 7, 2012

Golfer Registration

Foursome & Hole Sponsor \$400

Foursome \$350

Individual Golfer \$100

Dinner only Registration \$30

*Includes greens fees, cart, dinner and prizes.

Schedule

Registration 12:30pm - 1pm

Tee Time 1:15pm (Shotgun start)

Dinner Approximately 5:30pm

Awards Following Dinner

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GOLF OUTING REGISTRATION FORM

☐ Please
invoice

☐ Check
enclosed

PLAYER 1:

NAME: _____

BUSINESS: _____

ADDRESS: _____

PHONE: _____

EMAIL: _____

PLAYER 3:

NAME: _____

BUSINESS: _____

ADDRESS: _____

PHONE: _____

EMAIL: _____

PLAYER 2:

NAME: _____

BUSINESS: _____

ADDRESS: _____

PHONE: _____

EMAIL: _____

PLAYER 4:

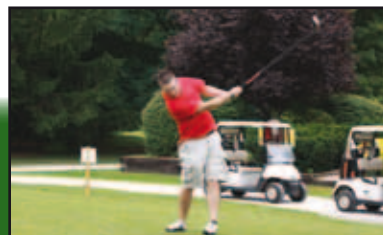
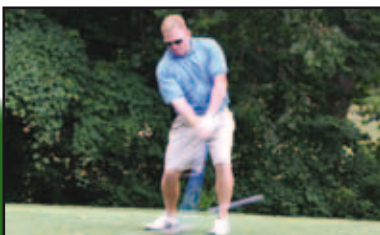
NAME: _____

BUSINESS: _____

ADDRESS: _____

PHONE: _____

EMAIL: _____



Please register by May 31. No refunds! Return to: 18 Carlisle St., Ste. 203, Gettysburg, PA 17325



May 2012 Events

May 2

Taste of the Town Meeting, Noon, Refectory

May 7

Staff Meeting, 9am, Chamber office

May 8

Executive Team Meeting, 8am,
Chamber office

Mentee Luncheon, 11:30am, Adams County
Tech Prep Consortium

May 10

Legislative Team Meeting, Noon,
Inn at Herr Ridge

May 14

Staff Meeting, 9am, Chamber office

May 15

Dwight D. Eisenhower Senior Self
Improvement Breakfast, 8am, Adams County
Tech Prep Consortium

May 16

General Membership Breakfast, 7am,
Liberty Mountain Resort, Alpine Lodge

Marketing Council Meeting, 12:30pm,
Chamber office

May 16

Membership Council Meeting, 3:30pm,
Chamber office

May 17

Business and Industry Team Meeting, Noon,
Gettysburg Eddie's

Membership Mixer, 5-7pm, Village of
Laurel Run

May 21

Staff Meeting, 9am, Chamber office

May 24

BOD Meeting, 7:30am, Refectory

Lunch & Learn Program Series, 12:15-1pm,
Chamber office

May 28

Office Closed

May 29

BEP Mentor Committee Meeting, 9am,
Chamber office

Sweete!, a new candy store on Baltimore Street, recently held a ribbon cutting. Pictured from left to right are: Mark Fox, owner; Sarah Gardner; Stewart Gardner; Cindy Fox, owner; David Laughman; Mayor William Troxell; Jake Schindel; Carrie Stuart; Carolyn Wagaman; Representative Dan Moul; Caitlin Sieg; and Scot Pitzer, field representative for Senator Rich Alloway.





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