

CHAMBER

Chat



December 2012

A monthly publication of the Gettysburg Adams Chamber of Commerce



—INSIDE—



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Member Headlines



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2012 Highlights



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Spotlights

Also: President's Message,
Upcoming Events, Updates,
Calendar & More!

2012 Outstanding Citizen Named

The 2012 Outstanding Citizen of the Year award was presented at the Gettysburg Adams Chamber of Commerce's Annual Meeting on November 1. The award is presented in recognition of exemplary volunteer service and contribution to our community. This year's recipient was Amelia Contreras.

Amelia came to Adams County from California, and before that Mexico. Soon after she arrived here, Contreras realized how difficult it was for Hispanics to acclimate to the larger community and she refused to accept that. She joined many organizations and became a staunch advocate for Hispanic residents.

In 2005, Contreras was a key part of the Gettysburg Times publication *El Diario Latino*. The Spanish

newspaper highlighted Hispanic culture in the county but also provided, in Spanish, pertinent information to its readers. In 2006, Contreras cut the ribbon on her dream - a Hispanic American Center based in Gettysburg where language is not a barrier but an opportunity to learn from one another. Manos Unidas was a partnership between area Hispanics, Healthy Adams County and Saint Francis Xavier Catholic Church.

The keynote speaker for the Annual Meeting was Bill Leavens, South Central PA's Area Manager of Dale Carnegie® training (pictured below), who presented a program on Sales: It's All About the Customer.

Photo by Leer Photography



Pictured above: Greg Allen, Chairman of the Chamber Board, Scot Pitzer, representing Senator Rich Alloway's office, Carrie Stuart, Chamber President, Amelia Contreras, 2012 Citizen of the Year, Vickie Corbett, 2011 Citizen of the Year and nominator, Marty Qually, and Randy Phiel, Adams County Commissioners.



Photo by Leer Photography

The Gettysburg Adams Chamber of Commerce is a member-focused, not-for-profit community service organization dedicated to providing and promoting business opportunities and connections that promote and enhance county-wide economic and civic well-being.

—2012 BOARD OF DIRECTORS—

***S. Gregory Allen, Board Chair**
Graphcom, Inc.

***Stacey Green, Vice Chair**
Biggerstaff's Catering

***Darlene A. Brown, Secretary**
Adams County Housing
Authority/Pennsylvania Interfaith
Community Programs, Inc.

Mary Bottorf
Scott & Co. Fine Jewelers

Dave Campbell
Susquehanna Bank

Emried Cole
Lutheran Theological Seminary
at Gettysburg

Norris Flowers
Gettysburg Convention &
Visitors Bureau

***Carl E. Frantz**
Carl E. Frantz, Inc.

William G. Hanne
Borough of Arendtsville

Bryan Johnson
Country Inn & Suites By Carlson

***Duane Kanagy**
Adams Electric Cooperative, Inc.

John G. Kramb
Adams County Winery

Katie Lawhon
Gettysburg National Military Park

Pete Martin
Sharrah Design Group, Inc.

***Nina Redding**
Penn State Cooperative Extension
of Adams County

Matt Sheads
Hockley & O'Donnell Insurance
Agency

***Carrie S. Stuart, President**
Gettysburg Adams Chamber of
Commerce

**Denotes Executive Committee member*

—CHAMBER STAFF—

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stephm@gettysburg-chamber.org

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Gary Harding
Student Intern

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717.334.8151 | FAX 717.334.3368
info@gettysburg-chamber.org
www.gettysburg-chamber.org



Office Hours
Monday-Friday, 9am-5pm



New Members

OCTOBER

Alan D. Bowders

Bowers Pipe Organ Service, Inc.

78 Hoffman Home Road
Gettysburg, PA 17325
717.359.8467 • FAX 717.359.8467
abowders@embarqmail.com
Musical Instrument Repairs

NOVEMBER

Cheri Babington Thompson

**Gettysburg Purchasing
Power Magazine**

201 Railroad Ave.
Westminster, MD 21157
410.386.1351 • FAX 410.857.1176
cheri.thompson@carrollcountytimes.com
www.carrollcountytimes.com
Professional Services---Newspapers/
Periodicals

Bob Gano

G-Force Investigations, LLC

50 Southview Dr.
Biglerville, PA 17307
717.677.0773 • FAX 717.677.0773
bob@g-forceinvestigations.com
www.g-forceinvestigations.com
Professional Services---Consultants

Richard Rogers

**Keystone Podiatric Medical
Associates, P.C. - Biglerville Foot
& Ankle Center**

23 N. Main St., P.O. Box 526
Biglerville, PA 17307
717.677.9288 • FAX 717.677.4196
bvmanage@aol.com
www.keystonefootdoc.com
Health Services---Physicians

NOMINATIONS NEEDED

Nominations are being sought for the

**15th Annual Environmental
Stewardship Award.**

Applicants must be able to show a
sustainable program with quantifiable
data. Please contact the Chamber
office at 717.334.8151 for a
nomination form, or
download a form from the web site
www.gettysburg-chamber.org.

Recipients will be announced at the
February General
Membership Breakfast.

From the Desk of... **the Chamber President**



As the year comes to a close, it is only natural that we pause and look back at the accomplishments of the past year. We took time to do this briefly at the Annual Membership Meeting held last month at the Dobbin House. See pages 7-10 for the Highlight of Accomplishments that were handed out at the meeting, giving an overview of some of the Chamber's activities from the past year.

The Board of Directors has approved changing the fiscal year to July 1 through June 30 to aid the budgeting process. We've been working through that transition, as well as a transition in accountants. At the November Board of Directors meeting, the Board accepted the audited 2011 reports provided by the new accountants. A summary of that information is included in this issue on page 6.

As you will see, membership investments make up 40% of the Chamber's annual income for the year, with self-supporting activities generating 49%. Programs included in the self-supporting activities are general membership breakfasts, committee programs, golf outing, holiday jackpot raffle, and the annual Gettysburg Wine & Music Festival.

With regard to annual expenditures, payroll and self supporting activities are the largest source of expense, 39% and 30% respectively. As a result of thorough evaluation, it was determined that an opening for Bookkeeper/Membership Assistant would not be filled last year, but those duties would be shifted to remaining staff. This has proven to be a good opportunity for staff to evaluate all functional activities and process, and streamline how we work.

In the coming months, we will also provide information on the review of the short year January 1, 2012 through June 30, 2012. Please do not hesitate to contact me with any questions you may have, or if you would like a copy of the 2011 audit for your full review.

I wish everyone a safe and happy holiday season!

Carrie S. Stuart

Did you **KNOW?**

As a member of the **Gettysburg Adams Chamber of Commerce**, your business or organization receives a free listing in the online business directory. This past year alone the online directory averaged over 100,000 referrals each month. There are opportunities to upgrade your listing - not only does this define who you are, it makes you stand out from those who haven't made the small investment.

There are a number of member benefits that your business/organization can utilize as a member of the Gettysburg Adams Chamber of Commerce. We will highlight one benefit monthly in the *Chamber Chat*.

For details about this benefit or any others, please contact Jennifer McCleaf by calling 717.334.8151 or emailing jenniferm@gettysburg-chamber.org

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:

A+ Self Storage, LLC	H.A.R.T. Center
Adams County Library System	Hanover Country Club
Adams County Office for Aging, Inc.	Hoffman Homes for Youth
Adams Electric Cooperative, Inc.	The Horse Soldier
American Cancer Society Adams County Unit	The House of Bender, Inc.
American Red Cross York-Adams Chapter	International Paper
APM Inc., True Value	Justice Excavating Inc.
Beyond All Boundaries, LLC	Knouse Fruitlands, Inc.
Breaktime Massage	Lil' Debi's High Street Brews
Bream Orchards L.L.C.	The Merchandiser KAPP Advertising Service, Inc.
Cashtown Inn	Monahan Funeral Home
Eisenhower Hotel & Conference Center	National Circulating Co., Inc.
El Vista Orchards, Inc.	Penn State Cooperative Extension of Adams County
First Baptist Church of Gettysburg	Popp Trucking
Gettysburg College	Rager, Lehman & Houck, P.C.
Gettysburg Group Reservations	Redding Auction Service
Gettysburg National Military Park/ Eisenhower National Historic Site	Town and Campus Hair Care, Inc.
Gettysburg Tours, Inc.	Upper Adams School District

Member News



From left: Melinda Hauser Davis, Hannah Hauser, Jane Hauser Patrono and Judy Alder, representing HACC.

A new scholarship has been established at HACC, Central Pennsylvania's Community College, with the addition of the Helen Hauser Memorial Scholarship Endowment. The endowment will provide scholarships to students enrolled in the college's viticulture/enology program. The scholarship is funded by the Hauser family, owners and operators of the Hauser Estate Winery in western Adams County. The endowment is close to \$11,000, with nearly \$2,000 donated from memorial contributions in Hauser's memory.

Gordon L. Brown & Associates, Inc. is pleased to announce that Byron W. Trout has received his Professional Engineer license from the Commonwealth of Pennsylvania. A graduate of the University of Pittsburgh at Johnstown with a Bachelor of Science degree in Civil Engineering Technology, Mr. Trout joined GLB&A in 1990. His primary professional responsibilities involve providing engineering services to townships, boroughs and authorities.



Atlanta-based strategy firm Junction Creative Solutions expands its team and adds Sara Burgett as Director of Business Development. Sara will focus on developing relationships and seeking new business development opportunities to support the firm's rapid growth. Sara began her career working for a Fortune 1000 company and later serving as a Director for a major healthcare system.



The 2012 Gettysburg Good Scout Toast and Silent Auction was held on November 29 at the Links at Gettysburg. The event was a good time to catch up with other leaders in the Adams County area. The Boy Scout's honored Mrs.

Tammy Myers, General Manager of the American Civil War Wax Museum, for her outstanding work in positively impacting the lives of Adams County residents. Tammy currently serves on the Gettysburg Visitors and Convention Bureau Board, and is also a current member of the Gettysburg Rotary Club.

Gettysburg Smiles, the offices of Dr. Rita Tempel & Associates is pleased to announce Brian Bowser, DMD has joined the practice. Dr. Bowser is a York native and a



fourth generation dentist. He loves all aspects of being a dentist, but especially enjoys the everyday interaction with patients. He is the current president-elect of the York County Dental Association. Dr. Bowser will be providing dental care on Mondays, Fridays, and select Saturdays.



Peter T. Ruth

The law firm of Stock and Leader is pleased to announce Peter T. Ruth and Christopher L. Ryder join the firm as associates. Mr. Ruth is a member of the firm's Real Estate Practice Group counseling clients in the areas of buying, selling, refinancing, and leasing property. Mr. Ryder is a member of the firm's Environmental Law Group, focusing his practice in the areas of federal and state environmental and agricultural laws, municipal law, and related regulatory actions.



Christopher L. Ryder



HACC's Gettysburg Campus has been recognized by the American Heart Association as a Gold Fit-Friendly Worksite for the second year in a row. The campus was awarded this elite

Give the Gift of FUN!

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Available in any dollar amount. Valid year round on everything our resort has to offer including, lift tickets, snow tubing, golf, & dining!

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Liberty Mountain
Resort & Conference Center

www.LibertyMountainResort.com
78 Country Club Trail, Carroll Valley, PA 17320 717.642.8282

Celebrate the Holidays at Liberty!

Now taking reservations for Christmas Eve, Christmas Day and New Year's Eve Dining. Please call the resort to make a reservation.

Don't miss our huge New Year's Eve Celebration 2013!
Slopes open until 1AM, Boulder Ridge Snow Tubing Bash, Kids Activities, Live Music, and a Mountaintop Fireworks show!

Member News

honor by recognizing the importance of a healthy workplace for employees and taking important steps to create a culture of wellness by providing support to staff members. As a Fit-Friendly Worksite, HACCC's Gettysburg Campus will receive recognition on the American Heart Association's website, as well as local recognition.



The Gettysburg Times is proud to announce the essential *Gettysburg Companion* free smartphone app. This all-inclusive app is a must whether you are a native or just visiting the area. It will lead you to the best accommodations, restaurants, shops, attractions and adventures. It will also include the top 3 winning establishments from our 2012 Pick of the County contest, and a postcard feature designed by the user. Projected launch is December 2012. Contact Walt Tuchalski at the *Gettysburg Times* for more info.



The Adams County Arts Council is pleased to announce that Brenda McCabe has joined the staff as Development Director. Ms. McCabe has been an active member of ACAC for nearly 12 years, serving on the Board of

Directors, Executive Committee, Program Committee and volunteering at numerous events. She brings years of experience in fundraising and event planning to ACAC. She is a graduate of York College of PA and Eastern University. Ms. McCabe lives in Gettysburg with her husband Jim.

Dennis Kutzner, Founder and CEO of **Gettysburg Campfires**, dba Global Church Connection has been made an associate consultant with Church Doctor Ministries of Corunna, Indiana, specializing in Risk Assessment. Kutzner received his certification from the Cambridge Program in Risk Management for Churches and Schools, University of Cambridge Local Examinations Syndicate, England, 2000.



Schaedler Yesco Distribution, Inc. (SYD) has been named as one of the Best Places to Work in PA, an annual award program

designed to identify, recognize, and honor the best places of employment in Pennsylvania, benefiting the state's economy, its workforce, and businesses. SYD also won the award from 2004-2007, and in 2011. They are a leading electrical, lighting, datacomm, and industrial supplies distributor since 1924. Schaedler Yesco has 17 locations throughout Pennsylvania.

Hauser Estate Winery has announced the move and expansion of their 17 Lincoln Square shop to just a few feet away to 19 Lincoln square in the heart of historic Gettysburg. The new space, considerably larger in size than their previous location, will now allow for comfortable seating areas inside and outside on the Square, weather permitting. The new shop will feature local artist's works and special events throughout the year.



Compassionate, Caring, & Closer to Home!



Raymond B. Weiss, MD



Satish A. Shah, MD



Tina A. Khair, DO



Howard I. Saiontz, MD

Accepting New Patients at All Locations

- Chemotherapy
- Clinical Trials
- Infusion Suite



- Genetic Testing
- Hospital Consultations
- 2nd Opinions

Gettysburg Cancer Center
20 Expedition Trail, Suite 101
Gettysburg, PA 17325
Phone: 717-334-4033

Hanover Cancer Center
250 Fame Ave, Suite 206-B
Hanover, PA 17331
Phone: 717-698-1564

Westminster Cancer Center
826 Washington Road, Suite 204
Westminster, MD 21157
Phone: 410-857-8272



ACNB Bank has been voted the #1 Bank by the readers of the *Gettysburg Times*, *The Evening Sun* and the magazine *Celebrate Gettysburg*. Readers of each publication voted for their favorite bank, restaurant, hotel, etc. When the results were tabulated for each publication, ACNB Bank was voted #1 out of the other banks and credit unions in the area. With local decisions, extensive experience and personalized service, nothing is more important to ACNB Bank than taking care of its customers.



ACVESA



Saturday, March 2, 2013

(5:45 Cocktail Hour, 6:45 Dinner)

**at the Historic Gettysburg Hotel
1 Lincoln Square, Gettysburg**

FIREFIGHTER'S BALL

Featuring...

*Live Entertainment, Cash Bar, Silent Auction, Tombola Auction,
Fill the Boot with Change, and Discounted Rooms!*

Sponsorship and Advertising Opportunities Available

Would You Like to Donate Auction Items?

Contact firefightersball@acvesa.org

\$40 per ticket

Purchase Tickets at:

**CRS Insurance, Inc.
360 York Street
Gettysburg, PA 17325**

**Lady & Taylor, Inc.
2293 Heidlersburg Road
Gettysburg, PA 17325**

**School Express, Inc.
15 Cedar Road
New Oxford, PA 17350**

*Proceeds from the Ball will go to the new
state-of-the-art training facility
to train our community firefighters.*

If you would like to make a donation, please log on to www.acvesa.org

BEP Program Updates

We are off to another great start! The Business Education Partnership's Mentoring Program kick off event was held at the National Emergency Training Center (NETC) in Emmitsburg, Maryland at the end of September.



Mentors and Mentees fill out personality profiles for the training event at NETC.

The assembled Mentors were introduced to the students and then they were introduced to the "Winning Colors" program by a Junior ROTC team from Gettysburg Area High School. The exercise helps one to assess their personality type and give a little insight as to how you communicate and behave. It was fun to see who was a "Planner", a "Builder", a "Relater" or an "Adventurer!" The students and their mentors then did some interesting getting to know you activities followed by a fabulous lunch at the campus cafeteria.

After lunch the group was given a tour of the National Fallen Firefighter's Memorial which is located there on the campus of NETC. It is a beautiful memorial and the

statue erected to commemorate the brave men and women who served at the World Trade Center site in 2001 is very moving. The group had their picture taken in front of the statue this year.

After a couple of fun team building games, again led by the Jr. ROTC, everyone was sent home and the relationships will begin to build on an individual basis. Hopefully this was just the beginning of a very fulfilling relationship. If you or some one you know would like more information on this program please contact Edith at 334.8151 or edithw@gettysburg-chamber.org.



Mentors and Mentees training.

Sprint TIP OF THE MONTH



Chamber Members, are you wondering: What is the iPhone 5 hype about?

Let me shed some light on it! The iPhone 5 is a fantastic new device, but even if you are a lowly iPhone 4 or 4s user, you can still reap many of the benefits that the iPhone 5 has to offer. iOS 6.0 is the latest version of the operating system that Apple uses for iPhones and iPads. If you haven't updated already, just go to Settings, General, and Software Update.

There are several new and / or improved features that are beneficial for business owners and their employees, including:

1. Maps. Get even better maps with more detail as you are traveling into the unknown for work or play
2. Siri. Siri has been upgraded! Now, she can make recommendations and even reservations for that all important business lunch or dinner you have coming up through Open Table.com. Is your client a sports fanatic? Siri can tell you the scores to all the latest games to help instantly keep you in the loop and make small talk!
3. Passbook. For those of you who travel out of the area frequently, Passbook is the new way to carry tickets and boarding passes. American Airlines and United both have apps available for Passbook.

For more information on the FREE benefits already available to you via your iPhone with the new iOS 6.0, visit Apple's website: <http://www.apple.com/ios/whats-new/>

What will they think of next?

Questions? Please feel free to reach out to me directly:

Mark Morrett

Sprint Business Consultant

Mark.Morrett@emp.shentel.com • (717) 841-4105



Community Partners

It's Beginning to look a lot like Christmas in Charming Gettysburg

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



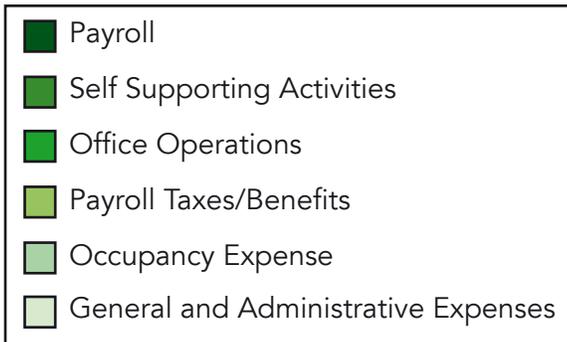
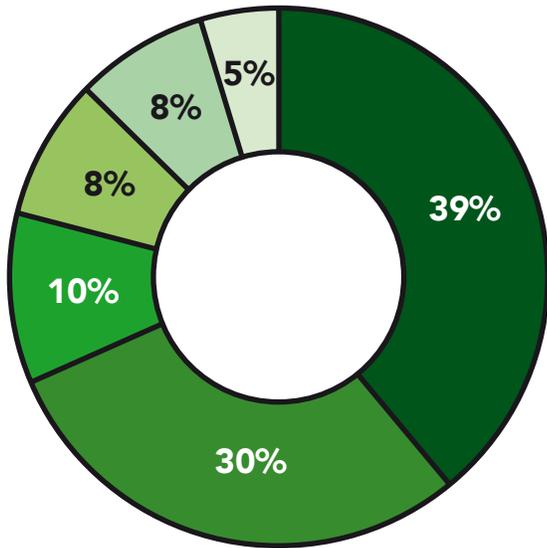
Gettysburg Area Retail Merchants Association

Charming downtown Gettysburg is decorated for Christmas. The tree is standing tall on the Square, Santa is keeping visiting hours in his Shanty near the House of Bender every Friday, Saturday, and Sunday, **Gettysburg Area Retail Merchants' Association (GARMA)** retail stores are stocked with millions of gift ideas, GARMA restaurants are booked with holiday parties, registration is underway for the annual \$1,000.00 GARMA Shopping Spree Giveaway at participating member locations, and the town is buzzing with the sounds of the Season.

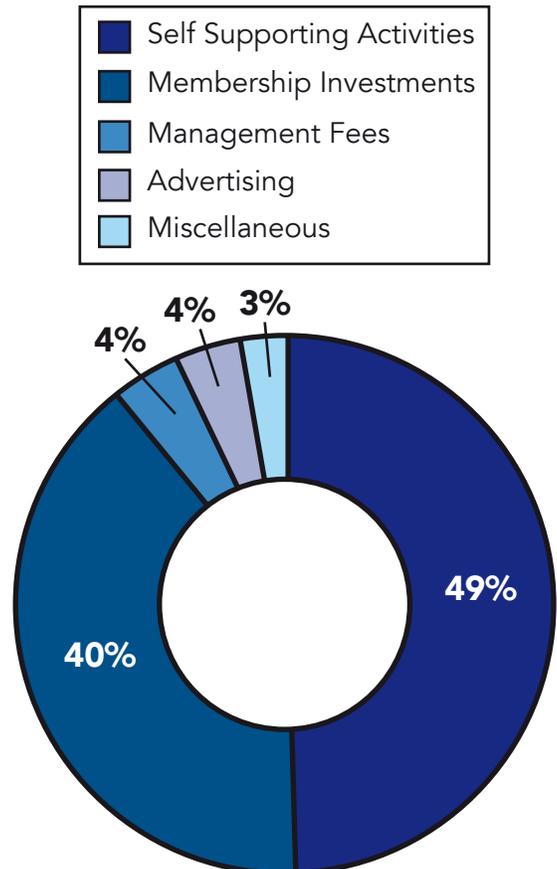
Register for your chance to win a \$1,000.00 GARMA Shopping Spree or one of scores of other prizes at participating member locations. Look for the colorful window sign inviting you in to register for the Giveaway. You may enter once per member location, per day, so visit as many GARMA members as often as possible to improve your odds of winning this fantastic prize. The Grand Prize Drawing will be held on Wednesday, December 19, on Gettysburg's Lincoln Square, under the ACNB Bank Clock, near the ACNB Bank branch office, at 2 Chambersburg Street. All entry boxes from across the community will be consolidated into the GARMA Christmas Spin Bin under the clock by 3pm to allow you one last chance to enter the Shopping Spree Giveaway. ACNB Bank and GARMA officials will witness Santa drawing the \$1,000.00 Grand Prize Winner at 4:50pm that evening.

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

Expenditures for Year End December 31, 2011



Revenue for Year End December 31, 2011



HIGHLIGHT OF *Accomplishments*



SPECIAL SECTION

2012



NETWORKING



INFORMATION



EXPOSURE

The mission of the Gettysburg Adams Chamber of Commerce is to provide and promote business opportunities and connections that promote and enhance county-wide economic and civic well being. During this past year new programs have been implemented to better fulfill this mission and current programs and activities have been enhanced based on input from you, the members.

Advocacy

In addition to annual programming such as the Legislative Luncheon featuring Congressman Platts, Senator Rich Alloway, and Representatives Dan Moul and Will Tallman; the Joint Agriculture and Legislative Team meeting featuring the Pennsylvania Department of Agriculture Secretary, we were pleased to host a candidates' forum for the 4th Congressional District candidates.

However, legislative advocacy is not the only way we advocate for our member businesses. In an effort to help your bottom line, the Chamber has developed a number of partnerships that offer member only pricing and/or increased options for your business. In order for the Chamber to support this type of partnership with a company, there must also be an opportunity for the Chamber to receive non-dues revenue. Not only do these programs offer added value to members, but they also provide needed income to the Chamber which helps keep your membership investment as low as possible.

Advocacy continued on next page



Advocacy *continued from front page*

The newest addition to our Chamber partners is Video University offering brief online training opportunities for member businesses and their employees. These offerings will be available to members through the Chamber's website in the next few months.

Chamber Partners include:



Networking

Hands down, a vast majority of you told us loud and clear this was one of the top reasons you are involved in the Gettysburg Adams Chamber of Commerce. And, we are pleased to offer an avenue for you to establish connections in a variety of different settings—monthly membership mixers, general membership breakfasts/annual meeting, the annual golf outing and other special events/programs. New this year are the County Corners breakfasts. These are a great way to learn about members in various "corners" of Adams County, as well as connecting with potential new customers or clients.



Information Exchange

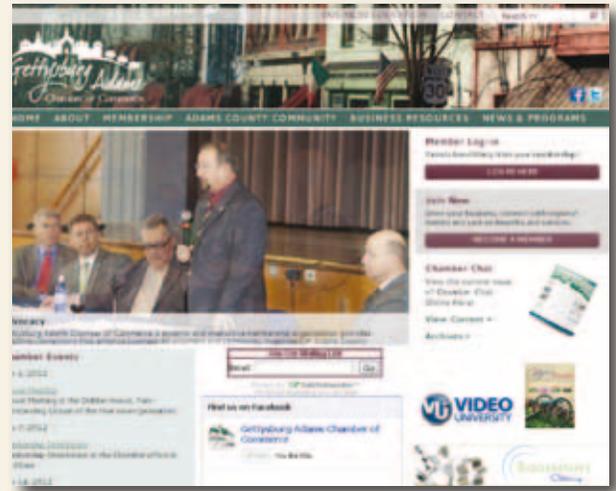
One of the key attributes identified in the strategic plan is for the Chamber to serve as a "one stop shop" for local businesses seeking information and resources. Information is available in a variety of formats to suit your needs in person, by phone, or via the web.

One new resource the Marketing Team and staff worked extremely hard on is the Chamber's new website that was launched this spring. All materials are readily available at your fingertips when you need it, whether it's reading the monthly Chamber Chat, checking the calendar for an upcoming Lunch and Learn program, finding a member in the online member directory, or utilizing the resource section of the site, it's there when you need it most.

Information Exchange

The Chamber's website is a valuable tool for you and your employees—check it out at www.gettysburg-chamber.org.

After a two-year hiatus, an updated Community Profile and Membership Directory has been produced and distributed to all Chamber members as well as member hotels interested in including a directory in each room. This is an extremely useful tool to find general information on what our community has available, as well as an alphabetical and categorical listing of Chamber member businesses.



Exposure/Visibility

With your membership there are numerous ways to enhance your visibility in the community. The launch of the website has provided several of those opportunities. In addition to your free listing in the online business directory, there are optional upgrades and advertising available.

Last fall the Chamber launched a member to member discount program offering free ongoing marketing for participating member businesses. With 22,500 cards printed, all members' employees have access to the offered discounts.

Breakfast programs provide not only an opportunity to share valuable information with members, but to recognize them for their hard work within the community and loyalty to the Chamber. This summer, the County Corners breakfasts were launched not only to connect with outlying communities in Adams County, but to recognize members for their commitment to the Gettysburg Adams Chamber of Commerce.



2011 Outstanding Citizen Award



Environmental Stewardship Award



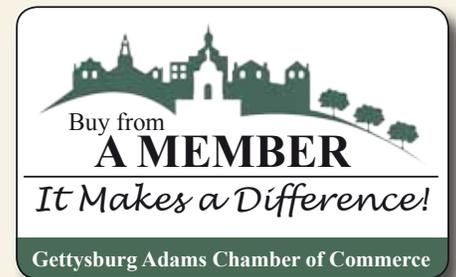
Small Business Person of the Year Award



Educator of the Year Award



Chamber Volunteer of the Year Award



Member-To-Member Discount Program

Incoming Board Members



S. Gregory Allen (Incumbent) has been president of **Graphcom, Inc.** since 1982. He has excellent problem solving skills, good consultative skills, and solid accounting abilities. Greg has been a Chamber member for many years, serving not only as a Director, but as Board Chair for the past two years; and member of the Executive and Policy & By-Laws Committees. In addition, he has participated in several membership drives, and encourages his employees to be active, participating members.

Mary Bottorf (Incumbent) is currently a sales professional with **Scott and Company Fine Jewelers** in Gettysburg. Previously, she served as Director of Counseling at the Gettysburg Campus of HACC. As part of the post-educational system, she dealt with the needs of the business community and the local concerns of adult students. Mary has been an active member of the **Gettysburg Adams Chamber** since 2007 where she currently serves as Chair of the Awards Team, and participates with the Taste of the Town, Wine Festival, and New Member Orientation programs.



Darlene A. Brown (Incumbent) has been the Executive Director of Pennsylvania Interfaith Community Programs Inc., **Adams County Housing Authority** and Turning Point Interfaith Mission for the past seventeen years. On the Chamber's Board of Directors, Darlene represents the "non-profit" world. She has fulfilled two full terms as a director, most recently acting as Secretary. She is no stranger to volunteering and she enjoys interacting with many groups. Darlene serves on numerous Chamber councils/teams including; Executive, Legislative, Wine Festival, Basket Bingo, Policy & By-Laws and the Business Education Partnership.

Dave Campbell, MBA, is Market Manager for **Susquehanna Bank** and adjunct professor at Wilson College. Dave has been active on the Membership Council from the time he joined Susquehanna Bank. He is also a member of the Dwight D. Eisenhower Senior Self Improvement Committee of the Business Education Partnership, a Board member of the **United Way of Adams County** and serves on the Board of Directors and several committees of the Chambersburg YMCA. Dave has an extremely diverse background and education



Ryan A. Fox is an 8th generation Adams Countian, is Gettysburg Director of the **Financial Consulate, Inc.** Ryan is also an adjunct professor at Elizabethtown College and Eastern University where he facilitates adult coursework in economics, finance, and business strategy. Ryan has a vested interest in seeing Adams County grow economically in order to retain and attract business investment in our community. He is involved in several local civic organizations. He currently serves on the Board for the Adams-York Chapter of the American Red Cross, Survivors, Inc., and is a member of the Optimist Club of Gettysburg.

Carl Frantz (Incumbent) is the President/Owner of **Carl Frantz Plumbing and Heating Company**, which has been a member of the Gettysburg Adams Chamber of Commerce since it opened its doors. As a business owner, Carl offers communication skills, financial structuring and event planning qualifications. Carl served on the Chamber's Board of Directors in the 1980's and 1990's. He is currently serving on the Executive Team and is Chair of both the Golf and Raffle Teams. He is also past President of the Pennsylvania Plumbing, Heating, Cooling Contractors and remains a member of the association continuing to rally for legislation for licensure and standards for state contractors.



Steve Rice is an Attorney and President of **Steve Rice Law**, a criminal defense firm in Gettysburg with branch offices in Chambersburg and Hanover, PA. He has been a member of the Gettysburg Adams Chamber for 9 years. As a professional, Steve serves on committees dealing with improving the criminal justice system. He possesses the ability to develop differentiating concepts and brings the knowledge of small business management and expansion to the table.

Community News



Strawberry Hill Nature Preserve invites the public to visit Santa in the Pink Cabin at the Preserve on December 7 & 8 from 5-7pm and

December 14 & 15 from 12-3pm. Visit Santa by the fire in Strawberry Hill's historic Pink Cabin built in 1798. Portrait Package includes: (1) 5x7 Print, hot chocolate with Santa, & a free holiday gift from Strawberry Hill. Walk-ins welcome, however, please call to guarantee a time slot! Portrait Package \$10.

The Gettysburg Foundation

invites you to attend a Holiday Open House

December 7, from noon-8 pm, at the Historic Rupp House. The Rupp History Center's Open House, scheduled in conjunction with Gettysburg's First Friday activities, will showcase 1860s-style decorations and your hostess will be none other than Mrs. Caroline Rupp herself! Mrs. Rupp welcomes you to join her for this festive time and will be serving holiday punch, tea and cookies in the library.



"Mytho/Logical," a new exhibit in the gallery hallway of the HACC-Gettysburg Campus, features the multi-media work of Maryland artist Julie Maynard. Maynard's work can be described

as a form of painting with paper on two or three-dimensional surfaces. Her multi-media collages often use advertisements and illustrations torn from magazines and catalogs. The exhibit is free and open to the public and will continue through December 14.

Audubon Christmas Bird Count on Saturday, December 15, 8-9:30am at Strawberry Hill's bird feeding station to learn how to identify the winter feeder birds! All equipment will be provided, be sure to dress for the weather. Carole Simon, Strawberry Hill Naturalist, and a South Mountain Audubon Society member will lead the group. Pre-registration preferred. \$5 for members, \$8 for non-members.



Fort Ritchie Community Center (FRCC) is hosting the 2nd Annual Polar Plunge on January 1, 2013. Don't miss the coolest party of the New Year at Fort Ritchie's Lake Royer. The party starts at Noon with

a lakeside campfire, music, hot cocoa and cash bar at Lakeside Hall. The plunge is at 1pm. To register, visit www.theFRCC.org or call 301.241.5085. Sponsorship opportunities available, call Kirsten Hubbard for details.

Penn State Cooperative Extension is holding a Social Media Boot Camp on January 3-4, 2013,

from 9am-4pm. On January 3, the Boot Camp will be held at HACC-Gettysburg Campus, and on January 4, it will be held at Penn State Cooperative Extension. Ag entrepreneurs considering developing their social media marketing and existing business owners who want to develop an effective social media marketing strategy should attend. For more information, contact Carla Snyder at 717.334.6271, ext. 321 or csu24@psu.edu.

PENNSSTATE



Cooperative Extension
College of Agricultural Sciences



The Shippensburg University SBDC will present First Step: Starting a Small Business Workshop on January 23, 2013, from 9am-Noon at the Gettysburg Adams Chamber of Commerce. This workshop is FREE and you will learn the basics of small business ownership by attending... This workshop is intended to provide aspiring small business owners with an overview of many of the issues involved in planning and launching a new business venture. Register by calling 717.477.1935, emailing SBDC@ship.edu or online at www.ship.edu/sbdc.

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When: Wednesday, December 12, 12:15-1pm

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

RSVP: 717.334.8151 by December 5

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Member Spotlight

Hanover Door

The original Hanover Overhead Door was established in 1978. Current owners Randy and Kathie Hilton purchased the company in July of 2006 and changed the name simply to **Hanover Door**. Hanover Door is a local, family-run business, that began with servicing the Greater Hanover area, including: McSherrystown, Abbottstown, New Oxford, Spring Grove and all communities in between. We have expanded our territory since 2006, to include all of York, Adams, Cumberland, and Franklin counties in PA, as well as Carroll County and northern Baltimore County, MD.



Hanover Door is a residential and commercial overhead door company that sells, installs, and services all types of overhead doors, operators, and dock equipment. From the most basic of repairs to the most intricate and detailed installation, we have the certified technicians to do the job right. We offer both residential and commercial planned maintenance programs. These planned maintenance visits are designed to help keep each door operating properly, efficiently and safely throughout its existence. Besides planned maintenance programs we provide 24/7 emergency service to our wide range of commercial patrons which range from manufacturers to warehouse and distribution centers to airports and local fire companies.



We also offer our customers a vast array of residential door options from two well respected manufacturers. Choosing a garage door is not as simple as it used to be. The garage door has become more of a focal point of the curb appeal of the home and on average makes up 34% of the facade. A \$2,000.00 investment into a new garage door can increase the value of a home by up to \$7,000.00. Steel, wood, and fiberglass are all material choices while plain, standard raised panels and carriage house are all design options. Do I go with an insulated or non-insulated

door, windows or no windows, decorative hardware or no hardware? Along with material and panel style these have now become some of the common decisions that customers have to make before purchasing a new garage door. As far as commercial doors are concerned we can assist our customers from the inside to the outside their facility. We offer everything from counter shutters and fire-rated rolling steel doors to traditional sectional doors, rolling steel doors, strip curtains, high speed roll-up doors, and even bug screens.

On October 1, we moved from our location on York Street in Hanover to our new and permanent home at 218 W. Golden Lane in New Oxford. The move was predicated by the need for more space at a reasonable price. The new location has not only more than doubled our square footage but it also has allowed the full integration of both companies into one location with more office space, increased storage, and an expansive warehouse. We not only have the room we need to accommodate our current operations but the ability to expand as we move toward future growth.

Whatever the time, case or place we have the experience and knowledge to take care of our customers needs. Customers expect options. They expect honesty. They deserve reliable service...and we strive daily to provide that for them.



Hanover Door
218 W. Golden Lane
New Oxford, PA 17350
717.632.6525
www.hanoverdoor.com

Member Spotlight

Hoffman Homes



130 boys and girls ages 6 to 17 each year, who have a major mental health diagnosis by providing behavioral and cognitive therapy, physical health care services, and creative therapies.

Hoffman Homes for Youth (HHY) is a private, non-profit Pennsylvania Corporation related to the United Church of Christ, and is accredited by the Joint Commission on Accreditation of Healthcare Organizations. We provide comprehensive psychiatric care, treatment, and education to emotionally and behaviorally troubled children and their families. HHY treats the needs of over



Watching lights projected onto the ceiling is soothing and calming for the children.

Recently, we have had an increase in admission of children on the autism spectrum. One way to help children on the spectrum is through Sensory Integration Therapy because autistic children often have difficulties combining sensory information. Sensory integration is based on the idea that the child is either overstimulated or understimulated by the environment. Thanks to Bonsall, Manfredi & Associates, and the support of donors from our community, HHY now has a Sensory Room!

Most of us are able to learn to combine our senses in order to understand our environment. In general, people experience events that stimulate more than one sense simultaneously. Childhood experiences help us to gain the ability to use all of our senses together to plan a response to our environment. Children with autism are less able to respond appropriately to different stimuli. This creates anxiety and behavioral concerns for these children. The Sensory Room is created to make the child want to run into it and play. It has been observed that these types of activities can be calming and relaxing to the children. Examples of activities include:

- Swinging in a cuddle hammock (movement through space)
- Dancing to music (sound)
- Playing in boxes filled with beans (touch)
- Projector with lighting (sight)
- Weighted blankets or vests (balance)

The goal of our sensory room is to improve the ability of the brain to process sensory information so that the child will function better in his or her daily activities. It will help children with autism combine appropriate movements with input they get from the different senses. "Children at HHY are already utilizing the sensory room! It is amazing to see the excitement on the kids faces as they enter the room, and sense the feeling of calmness that takes over."

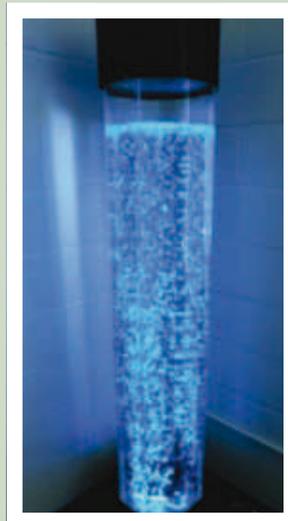
—Director of Clinical Services, Melissa Leathery, LSW

We invite you to visit the new sensory room and our campus, located at 815 Orphanage Road, Littlestown, PA 17340! Please feel free to contact us with questions or to set up a visit at 717.359.7148. You can also learn about us at www.hoffmanhomes.com and www.facebook.com/.hoffmanhomesforyouth.

*Photo to the Right:
The lycra cuddle swing is comforting for the children and also releases natural endorphins while they swing which makes them feel happy.*

*Middle Photo:
The bubble machine is a visual tool that helps with relaxation.*

*Far Right Photo:
Bouncing the oversized ball helps develop strong motor skills.*

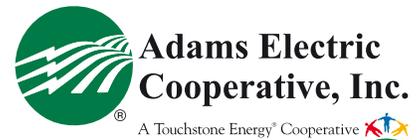


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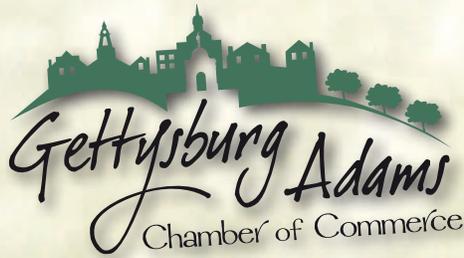
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December 2012 Events

December 3

Staff Meeting, 9:30am, Chamber office

December 6

Holiday Jackpot Raffle, 5-7pm, Wyndham Gettysburg

December 7

Membership Council Meeting, 8:30am, Chamber office

December 10

Staff Meeting, 9:30am, Chamber office

December 11

Executive Team Meeting, 7:30am, Chamber office

Environmental Team Meeting, Noon, Chamber office

December 12

Lunch & Learn Program Series: Are You Ready for the Ride?, 12:15-1pm, Chamber Office

December 13

Legislative Team Meeting, Noon, Gettysburg Eddie's

December 17

Staff Meeting, 9:30am, Chamber office

December 19

Marketing Council Meeting, 12:30pm, Chamber office

December 20

BOD Meeting, 7:30am, Refectory

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

December 24

Office Closed for Christmas

December 25

Office Closed for Christmas

John J. "Ski" Sygielski, President of HACC and Representative Dan Moul share a laugh at the Chamber's Annual Meeting on November 1, at the Dobbin House.



Photo by Leer Photography



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