

# CHAMBER

# Chat



January 2013

A monthly publication of  
the Gettysburg Adams  
Chamber of Commerce



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## January is National Mentor Month and the 2013 theme is “Mentoring Works”

National Mentoring Month was started in 2002 with the simple goal of focusing national attention on the need for mentors by celebrating those who are mentors now and realize the very positive effect it can have on young people and their lives.

Throughout the month we want to raise awareness of mentoring in its many forms, that can include academic support to career development and job search strategies to helping develop self-esteem. You might already know that mentoring works, it's just common sense.

But there is more than common sense to back up that claim, there's lots of research to prove it! Quality mentoring helps young people stay in school and off of drugs. Most improve their grades and many go on to higher education. The programs also promote positive outcomes such as improved social skills, self-esteem and career development. And that's just what the students get out of a mentoring relationship, the benefits to the mentors are just as plentiful.

To be a mentor, all you need is the ability to listen and offer friendship, guidance and some encouragement to a young adult. You will be amazed by how much you will get out of the experience.

For more information or if you know someone who is interested in becoming a mentor please contact Edith at 717.334.8151 or [edithw@gettysburg-chamber.org](mailto:edithw@gettysburg-chamber.org).



*Mentor Ed Keyser looks on as his mentee, Michael Shrader, gives an overview of his mentoring experience.*



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.

## —2013 BOARD OF DIRECTORS—

**\*Stacey Green, Board Chair**

Biggerstaff's Catering

**\*Duane Kanagy, Vice Chair**

Adams Electric Cooperative, Inc.

**\*Carl E. Frantz, Secretary**

Carl E. Frantz, Inc.

**\*S. Gregory Allen, Treasurer**

Graphcom, Inc.

**\*Mary Bottorf**

**\*Darlene A. Brown**

Adams County Housing  
Authority/Pennsylvania Interfaith  
Community Programs, Inc.

**\*Dave Campbell**

Susquehanna Bank

**Emried Cole**

Lutheran Theological Seminary  
at Gettysburg

**Norris Flowers**

Gettysburg Convention &  
Visitors Bureau

**Ryan Fox**

Financial Consulate, Inc.

**William G. Hanne**

Borough of Arendtsville

**Bryan Johnson**

Country Inn & Suites By Carlson

**Katie Lawhon**

Gettysburg National Military Park

**Pete Martin**

Sharrah Design Group, Inc.

**Steve Rice**

Steve Rice, P.C.

**Matt Sheads**

Hockley & O'Donnell Insurance  
Agency

**\*Carrie S. Stuart, President**

Gettysburg Adams Chamber of  
Commerce

*\*Denotes Executive Committee member*

## —CHAMBER STAFF—

**Jennifer McCleaf**

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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

**Diane Smith**

**Adams County Christian Academy**

1865 Biglerville Road  
Gettysburg, PA 17325  
717.334.9177 • FAX 717.334.7691  
accadjsmith@yahoo.com  
www.adamscountychristian.org  
Education

**Herb Abenshon**

**BottomLine Pros, LLC**

10141 Golf Course Rd.  
Fayetteville, PA 17222  
717.586.3862 • FAX 717.401.0051  
herbabenshon@bottomlineprosllc.com  
www.bottomlineprosllc.com  
Professional Services---Business Services

**Julie Nagle**

**Community Creations, Inc.**

4371 Pinch Town Rd.  
Thomasville, PA 17364  
614.460.3656 • FAX 614.475.4096  
julienagle57@gmail.com  
www.communitycreations.com  
Professional Services---Marketing

**Joe Spadolini**

**Etched in Time**

P.O. Box 3222  
Gettysburg, PA 17325  
717.253.6022  
etchedintimeusa@aol.com  
www.etchedintimeusa.com  
Professional Services---Plaques/  
Engraving

**Lou Murray**

**Quality Inn at General Lee's Headquarters**

401 Buford Ave.  
Gettysburg, PA 17325  
717.334.3141 • FAX 717.334.1813  
qualityinn@thegettysburgaddress.com  
www.thegettysburgaddress.com  
Hospitality/Travel---Accommodations

# From the Desk of... the Chamber President



As always, it's so hard to believe that we are beginning another new year. With the close of 2012, we say good-bye to two members of the Board of Directors – John Kramb and Nina Redding. I would like to extend my heartfelt thanks to both for their numerous contributions to the Chamber. John is always good for playing the devil's advocate and making sure all angles are considered. We could always count on Nina to have a level head and to make sure we are following procedures!

During the December meeting of the Board of Directors, Executive Council members were elected for the coming year. The officers and at-large Council members are:

Chair – Stacey Green, Biggerstaff's Catering

Vice Chair – Duane Kanagy, Adams Electric Cooperative, Inc.

Secretary – Carl Frantz, Carl E. Frantz Plumbing

Treasurer – Greg Allen, Graphcom, Inc.

Council Members -Mary Bottorf, Individual member, Darlene Brown, Adams County Housing Authority/PA Interfaith Community Programs Inc., Dave Campbell, Susquehanna Bank

We are looking forward to an exciting year ahead, and as always if you are interested in participating on one of the Councils or Teams, please don't hesitate to contact the Chamber office for more information. We appreciate everything our volunteers are able to offer in the support of Chamber initiatives.

*Carrie S. Stuart*

## 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 community:*

AUSA Carlisle Barracks/Cumberland Valley Chapter

Beauchat & Beauchat, LLC

Beegle's Chiropractic

Cannon Cleaning Service, Inc.

Codori Memorials

Commuter Services of Pennsylvania  
c/o URS Corporation

Norma L. Calhoun, CPA

Drummer Boy Camping Resort

The Evening Sun

First Data

Gettysburg Campground  
Gettysburg Outdoors, Inc.

Gettysburg Holistic Health Center  
Hafer, Sebastian R.

Hanover Door

Hilton Garden Inn - Gettysburg

Hull's Electric Service, Inc.

Jo Bo Holstein Farm, LLC

KPI Technology

Land Conservancy of Adams County

Larson, Andrew M.

Liberty Mountain Resort  
at Ski Liberty

Lincoln Intermediate Unit #12  
Special Projects Division

Mediation Services of Adams County  
Mission of Mercy

NHS Human Services

Pennsylvania Chamber Insurance

Possum Valley Municipal Authority

Raffensperger, Martin & Finkenbiner, LLC

Roaring Spring Water

Glenn E. Simpson & Son, Inc.

Scott & Co. Fine Jewelers

Spectra-Kote Corp.

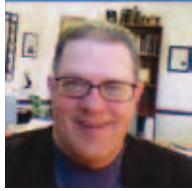
Stars and Stripes Tours

Xente Media

Zeigler Bros., Inc.



# Member News



**Gettysburg Campfires'** founder and CEO, Dennis Kutzner, announces the formation of a Church Consultation Department Global Church Connection, which is a dba of Gettysburg Campfires. "Gettysburg Campfires exists to explore

the Divine Connections and Leadership Principles of America's Civil War", says Kutzner, "and now we have added to that purpose by helping provide competent consultation and resources to churches worldwide in matters of church planting, internal activity, outreach, governing, structure, leadership development, organization, administration, and risk management."

## Preferred HealthStaff Inc.

has been named a recipient of the 2012 Customer Satisfaction Award for Excellence in Customer Service, presented by Talk of the Town News, Customer Care News and Celebration



Media. This award honors companies and professionals that provide excellent customer service, as reported by their customers through no-cost, user review websites. The reviews are analyzed by a team of researchers who calculate a star rating system based on this data, which determines a business' award eligibility.



Kimberly J. Wines, SPHR, AAAPM, Firm Administrator/Director of HR with Smith Elliott Kearns & Company, LLC based in Hagerstown, MD has been awarded the Association-certified Accredited Administrator in Accounting Practice

Management (AAAPM) by the Association for Accounting Administration (AAA). This prominent designation recognizes Kim's knowledge and professional experience in accounting practice management. Kim joined Smith Elliott Kearns & Company, LLC in December 1989, in the role of Firm Administrator.

**Rotz & Stonesifer, P.C.** is pleased to announce the addition of financial services to the practice, and Mr. Harold Beshaw as the new Director of Financial Services. The firm has grown to serve clients in tax and accounting matters across South Central PA and the tri-state area. Harold has worked in the financial services industry in the Central Pennsylvania region for over 17 years. He specializes in comprehensive wealth management for individuals, families and business owners.



*Brenda Wallech shows off the 2 ornaments she made in memory of her husband.*

**Lutheran Home Care & Hospice's** bereavement program conducted several holiday ornament workshops recently in Franklin, Adams and Fulton Counties. The workshops gave participants the opportunity to make a holiday ornament in memory of their loved ones, view a video "Coping with the Holidays," and socialize with others who shared their grief

experiences. For more information on how to get help with grief support, or other home care services, please call 1.800.840.9081.

The **Gettysburg KOA Kampground** recently received an award for 20 years of faithful service to the Kampgrounds of America system. The award was presented to the Bergeron family during KOA's 50<sup>th</sup> Annual International Convention at the Gaylord Palms Resort in Orlando, FL. The Gettysburg KOA is located at 20 Knox Road in Gettysburg, and is run by John, Lorelle, and Simone Bergeron since 1991.



## Your Business Deserves the Same Respect You Give Your Customers.

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\*More information about the Insured Bank Deposit Program, including the program disclosure, is available from your financial advisor or at [www.edwardjones.com/bankdeposit](http://www.edwardjones.com/bankdeposit).

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Financial Advisor

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**Edward Jones**  
MAKING SENSE OF INVESTING

# Member News



Mike Heneghan has been appointed Vice President of Sales for **TimBar Packaging & Display's** Point of Purchase Division. TimBar Packaging & Display is a privately-owned manufacturer of corrugated sheets, packaging and merchandising solutions. Mike has extensive experience in the industry and most recently held the position of Director, Strategic Accounts at Rock-Tenn. Mike currently serves as the Chairman of POPAI's Board of Directors.

**Big Brothers Big Sisters of York & Adams Counties** was honored to be the recipient of funds raised during the 8<sup>th</sup> Annual Andrew Wagman Memorial Golf Tournament. This year the event raised \$12,000. These funds provide financial support to the School-Based Mentoring Program



Pictured from left to right: Kimberly Brister, BBBS Board President; Michael Smith, BBBS Executive Director; Chris and Carol Wagman.

known as SMART (Students Mentoring and Achieving Results Together). In this Program, high school or college mentors are paired with elementary students to help them with homework, read stories, play games, eat snacks and provide positive role models and friendship.



Bonnie S. Aleshire, of **Smith Elliott Kearns & Company, LLC**, recently earned the *QuickBooks Advanced* and the *QuickBooks Point of Sale (POS)* certification from Intuit's Certified ProAdvisor program. The *QuickBooks*

*Advanced* ProAdvisor certification is awarded by Intuit to individuals who are already acknowledged QuickBooks experts. This designation helps distinguish them as highly proficient in the use of QuickBooks with a deep understanding of accounting principles and the ability to troubleshoot client data.

When Gloria Hartley stopped by the **Eisenhower National Historic Site** headquarters building in September, she was coming home. Hartley, of New Holland, PA, had raised her children in the farmhouse that is now the staff offices. Her husband, Bob Hartley, was the herdsman and farm manager for the Eisenhower Farm's registered Angus cattle operation. Mrs. Hartley returned to the farm to donate the Eisenhower Farms sign that identified the cattle when they were at shows.



L-R, Supervisory Historian Carol Hegeman, Gloria Hartley and Curator Michael Florer with the sign.



The Eisenhower Farms sign hangs above herdsman Bob Hartley at the International Livestock Exposition in Chicago, Illinois in 1961.



*presents*

## FREE ANALYSIS



**Do you want to review your merchant services account? We have a special member program in place just for you. January 17 is your opportunity to learn more!**

**Sheila Vargas, representative from FirstData will be available (by appointment only) at the Chamber Office on Thursday, January 17 from 10am-4pm to meet with you**

**Each appointment time slot is 30 minutes. All you need to do is fax a current merchant services statement, in advance, to Sheila at 402.916.7476.**

**Members interested in this free opportunity should contact Jennifer McCleef at 717.334.8151 to schedule an appointment.**



L-R: Terry Shade, Exec. Dir. for Lutheran Home Care & Hospice and Dr. Joseph Thornton.

Dr. Joseph Thornton has been awarded the 2012 Physician of the Year Award by **Lutheran Home Care & Hospice** and **LIFE Lutheran Services**. Dr. Thornton was nominated by Lisa Beaver, Hospice RN. In nominating Dr. Thornton, Lisa noted that he "uses a holistic approach and looks at each of his clients as a whole person. He treats them with the utmost respect. He is extremely sensitive to the clients that I share with him in the hospice spectrum."



# Member News

TimBar Packaging & Display's Oxford Division located in New Oxford, Pennsylvania is now offering preprint. Printing the liner before it is combined into corrugated board allows very high quality flexographic printing to be achieved. It also reduces the risk of wash boarding or the crushing of flutes during printing. Preprinted liners are available in up to 7 colors plus coating and are printed with waterbased inks so they are environmentally friendly.



Adams County Economic Development Corporation (ACEDC) and the Department of Community & Economic Development are pleased to announce the reduction of interest rates for several business financing

programs offered by the Commonwealth. The new rates will initially be in place for applications received by the Department through March 31, 2013. The following programs are affected:

- Machinery & Equipment Loan Fund (MELF)
- Small Business First (SBF)
- Pollution Prevent Assistance Program
- Export Financing Program
- Pennsylvania Industrial Development Authority (PIDA)

The rate for the above mentioned programs was decreased from 2.75% to 1.5% for applications received through March 31, 2013. In addition to the rate reduction, the Department is also waiving all Department fees associated with the above listed business financing programs.

This is a bold statement by the Commonwealth, confirming its commitment to growing Pennsylvania's businesses, promoting job creation and improving the economic base of our communities. By reducing interest rates and the cost of borrowing, we hope to encourage new capital investment, provide critical access to capital and free up operating cash to support new hiring.

For information please contact Kaycee Kemper, Director of Business Development at ACEDC 717.334.0042 ext. 2 or [kemper10@acedc.org](mailto:kemper10@acedc.org).

## Learn to Ski or Ride!

Take part in the 'Best Program in the Nation,' located right in your backyard... we guarantee you'll be back for more!

**January is National Learn to Ski and Snowboard Month.**  
Liberty Mountain Resort will be offering 'Learn To's' specials all month long!

Featuring

**\$39**  
Thursdays!

Learn to Ski or Snowboard Package Includes Lift, Lesson & Equipment Rental!

**LibertyMountain**  
Resort & Conference Center

\*Ages 8 and up & other restrictions apply. See website for details.

**LibertyMountainResort.com**

*Compassionate, Caring, & Closer to Home!*

**Raymond B. Weiss, MD**

**Satish A. Shah, MD**

**Tina A. Khair, DO**

**Howard I. Salontz, MD**

**Accepting New Patients at All Locations**

- Chemotherapy
- Clinical Trials
- Infusion Suite

- Genetic Testing
- Hospital Consultations
- 2<sup>nd</sup> 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

# 2013 SPONSORSHIP OPPORTUNITIES

## WHAT DO I GAIN FROM SPONSORING A CHAMBER EVENT?

### Be Seen.

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

### Be Heard.

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

## General Membership Breakfasts

An exclusive opportunity to gain 2 hours of visibility with over 100 area business leaders. The meetings include informative speakers to address topics of importance to the business community and the area's leading awards recognition ceremony.

**Event Sponsor—\$275.00 (limit 2 per breakfast) | Student Breakfast Sponsor—\$100**

## Legislative Luncheon

An opportunity to gain 2 hours of visibility with area legislators and over 100 business leaders. The program allows members the opportunity to express ideas and suggestions to the Adams County legislative delegation and thank them for their continued service to the community.

**Event Sponsor—\$500 (limit one) | Table Sponsor—\$200 (unlimited)**

## Membership Orientation

An elite opportunity to expose your products and/or services to new members of the Chamber. This program allows members the opportunity to learn more about the program and benefits of Chamber member and how they can get the most return on their investment.

**Event Sponsor—\$250**

## Golf Outing

Expose your business to CEOs, business leaders and top officers representing companies from across the county. It's a full day of visibility on the course!

**Platinum Sponsor—\$1,250.00 | Dinner Sponsor—\$425.00 | Putting Contest Sponsor—\$250.00 | Hole Sponsors—\$50**

**Contact Jennifer McCleaf, 334.8151, for additional details**

## LUNCH and LEARN Series

Hosted by:



FINANCIAL  
CONSULATE

**When:** Thursday, January 24, 12:15-1pm

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

**RSVP:** 717.334.8151 by January 17

TOPIC:

**"Financial Updates  
and Key Issues of  
Concern for 2013"**

**Bring your lunch & questions!**

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



## Membership Orientations

Membership orientations give you a great snapshot of the Chamber. It's a tremendous way to learn how to maximize your membership to make new business connections, market your business and get involved - whether you are a new member or you're a new employee of a member business.

**February 6, 2013 - 11:30am in the Chamber office**

**June 5, 2013 - 8am in the Chamber office**

**October 2, 2013 - 8am in the Chamber office**

Food is provided so pre-registration is required.  
Contact Jennifer McCleaf, 717.335.8151  
or [jenniferm@gettysburg-chamber.org](mailto:jenniferm@gettysburg-chamber.org),  
for further details.



# Community Partners

## Gettysburg Merchants Welcome the New Year

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



Members of the Gettysburg Area Retail Merchants Association (GARMA) are excited about the prospects for a Happy New Year as we anticipate the challenges of the 150<sup>th</sup> Anniversary Commemoration and look forward to building upon the progress and growth we experienced in 2012.

Gettysburg Area Retail Merchants Association

GARMA membership grew to 97 participating businesses, professionals, and organizations during the past year. Many of the newest members helped re-energize and expand our standing committees and focused on improving our customers' experience in Gettysburg. Members understand happy customers will return to Gettysburg and recommend a visit to their friends and family if they have a good experience shopping and dining in Gettysburg. GARMA can see the results of positive feedback in the social media we participate in, and in the increasing numbers of people who turn out month after month for our 1<sup>st</sup> Friday - Gettysburg Style events. You can find GARMA on line at [www.gettysburgretailmerchants.com](http://www.gettysburgretailmerchants.com) as well as on FaceBook and Twitter.

Speaking of social media, GARMA Member Gettysburg Times launched a new smart device app in mid- December that is sure to become your 24/7 BFF in Gettysburg whether you live here year round or just visit on occasion. The Gettysburg Companion App is the most comprehensive smart device app for historic Gettysburg and the surrounding community, and it's available as a FREE download at your app store. Over 60 area businesses, restaurants, and service providers participated in the launch, and many more are sure to join this user friendly, GPS driven app as the 150<sup>th</sup> draws near. You can learn more about the app at <http://www.gettysburgcompanion.com/mobile.htm>.

Follow Gettysburg Area Retail Merchants Association and First Friday Gettysburg Style on Facebook to stay posted on the latest happenings in Gettysburg, and learn more online at [www.gettysburgretailmerchants.com](http://www.gettysburgretailmerchants.com). Contact Walt Tuchalski at 717.309.2482 or [wtuchalski@foxsports1320.com](mailto:wtuchalski@foxsports1320.com) to connect with a real member.

A large advertisement for Roaring Spring Premium Spring Water. The background is a vibrant blue with a dynamic splash of water. In the center, a circular logo features a white wave and the text "ROARING SPRING PREMIUM SPRING WATER". In the foreground, a variety of products are displayed: several boxes of Bigelow and Lipton teas, boxes of Equal and Splenda sweeteners, a box of Swiss Miss hot chocolate, a large blue water cooler, a black coffee maker, a black French press, and a white mug. The text "NEED WATER OR COFFEE?" is written in large, bold, white capital letters across the bottom. Below this, it says "CALL US TODAY! 1.877.914.WATER | [RoaringSpringWater.com](http://RoaringSpringWater.com)". A small Facebook logo is in the top left corner.

**NEED WATER OR COFFEE?**  
CALL US TODAY! 1.877.914.WATER | [RoaringSpringWater.com](http://RoaringSpringWater.com)



# SAVE THE DATE

## *General Membership* **BREAKFAST** **2.14.13**

at Hoffman Homes for Youth

Registration at 7am

Program begins at 7:30am

Cost is: \$15 per person

Call 717.334.8151 or email  
[info@gettysburg-chamber.org](mailto:info@gettysburg-chamber.org) to register

## NOMINATIONS NEEDED

for the  
**15<sup>th</sup> 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](http://www.gettysburg-chamber.org).

Deadline is January 18, 2013

Recipients will be announced at the General  
Membership Breakfast on February 14, 2013.

# Owned By Those We Serve



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Adams Electric Cooperative provides its employees the resources they need to effectively serve 32,000 member-accounts in Adams, Cumberland, Franklin and York counties. The co-op provides peace of mind while improving the quality of life in communities it serves. Adams Electric: Owned By Those We Serve!



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*It Makes a Difference!*

Gettysburg Adams Chamber of Commerce

# MEMBER-TO-MEMBER

Call the Gettysburg Adams Chamber  
of Commerce at 717.334.8151  
if your business would like to offer a  
discount to other members!

## Adventure in Fun

*Expires 10/13/2013*

243 Chambersburg St., Gettysburg • (717) 334-7528

Receive 10% off all entertainment services.

## Brown's Ranch

*Expires 10/13/2013*

180 Redding Lane, Gettysburg • (717) 334-2921

Receive a 10% discount on all orders 1/4, 1/2 or whole-of Angus beef.

## Club 50 Fitness of Gettysburg

*Expires 10/7/2013*

1400 Proline Pl., Ste. 700, Gettysburg • (717) 339-0050

The sign up fee will be waived (regularly \$59).

## Country Inn & Suites By Carlson

*Expires 1/27/2013*

1857 Gettysburg Village Dr., Gettysburg • (717) 337-9518

Receive 20% off current standard rate.

## Easy ReInk

*Expires 5/17/2013*

204 Chambersburg St., Gettysburg • (717) 458-2200

Receive \$10 off any laser toner or \$2 off ink cartridge refill.

## Fast-Teks of Central Mason-Dixon Region

1863 Gettysburg Village Dr. • (717) 549-3910

Receive 20% off total labor for on-site computer services

(residential or business), plus 10% off all parts. *Expires 8/31/2013*

## Fort Ritchie Community Center

*Expires 10/7/2013*

14421 Lake Royer Dr., Cascade, MD • (301) 241-5085

10% off non-member rentals. Options include a gymnasium, meeting room, game room, craft room or multipurpose room for seminars, birthday parties, meetings and corporate retreats in a mountain top setting within 20 minutes of downtown Gettysburg.

## Hanover Area YMCA Association

*Expires 3/26/2013*

500 George St., Hanover • (717) 479-1494

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

## Adams County SPCA/Meyers Animal Shelter

11 Goldenville Rd., Gettysburg • (717) 677-7962

Half price membership at \$12.50 with presentation of discount card. Current membership is \$25. *Expires 11/26/2013*

## American Civil War Wax Museum

*Expires 3/31/2013*

297 Steinwehr Ave., Gettysburg • (717) 334-6245

Complimentary Admission for you and your guest.

## Bruster's Real Ice Cream

*Expires 1/25/2013*

1126 York Rd., Gettysburg • (717) 338-0575

Receive a \$0.50 discount off any item.

## Comfort Suites

*Expires 12/7/2013*

945 Baltimore Pike, Gettysburg • (717) 334-6715

Receive 50% off the regular rental of the meeting room facility. Also receive 15% discount of rack rate on sleeping rooms booked with rental of meeting room.

## Dairy Queen

*Expires 12/31/2013*

915 York Rd., Gettysburg • (717) 334-4411

Receive 10% off total purchase.

## Fabios Events & Catering

*Expires 12/31/2013*

22 North Aspers Rd., Aspers • (717) 778-7929

Receive \$100 off any service totaling \$500 or more.

## Financial Consulate, Inc.

*Expires 12/27/2013*

131 Carlisle St., Gettysburg • (717) 334-1861

Receive 10% off the following customized financial plans: Business Owner's Financial Physical, Retirement Financial Physical or Personal Financial Physical, a one-hour comprehensive, complimentary review of your existing investment portfolio.

## Glenn E. Simpson & Son, Inc.

*Expires 3/1/2013*

37 South 5th St., Gettysburg • (717) 334-1929

Receive a 5% discount on a new geothermal system installation, not to exceed \$900.

## Health Tech Cleaning Systems, Inc.

1 Valley View Tr., Fairfield • (717) 215-2515

Receive a \$25 discount on a job priced at \$150 or more.

*Expires 6/21/2013*

Member-To-Member Discount Cards must be presented at



# DISCOUNT PROGRAM

<b>High Peak Tent Rentals</b> <b>119A Petersburg Rd., Carlisle • (717) 258-8006</b> Receive 10% off on all rentals. <i>Expires 12/1/2013</i>	<b>Hilton Garden Inn - Gettysburg</b> <b>1061 York Rd., Gettysburg • (717) 334-2040</b> Receive \$2.00 off breakfast or 10% off dinner at The Garden Grille & Bar (Formerly the Great American Grill) located in the beautiful Hilton Garden Inn Gettysburg. <i>Expires 12/7/2013</i>
<b>Home Instead Senior Care</b> <b>14 Deatrick Dr., Gettysburg • (717) 398-2565</b> Receive a free in-home evaluation for a senior loved one as well as a free senior emergency kit. <i>Expires 10/26/2013</i>	<b>iNet Technology Group, LLC</b> <b>233 Buford Ave., Gettysburg • (717) 398-2550</b> Free consultation and one free service call per year (up to 2 consecutive hours). <i>(Valued at \$350)</i> <i>Expires 4/18/2013</i>
<b>Inn at Herr Ridge</b> <b>900 Chambersburg Rd., Gettysburg • (717) 334-4332</b> Receive 10% off entire bill - excluding alcohol. <i>Expires 10/20/2013</i>	<b>Junction Creative Solutions</b> <b>7401 Princeton Trace NE, Atlanta, GA • (717) 495-6960</b> Receive 15% discount on all consulting and creative services for Chamber members. <i>Expires 3/1/2013</i>
<b>Jeff Davenport, Professional Tax Preparation</b> <b>210 Cottage Dr., New Oxford • (717) 778-1368</b> Receive 10% off tax preparation/accounting services and a free review of prior year's returns. A 10% donation will be given to the Gettysburg Adams Chamber. <i>Expires 3/1/2013</i>	<b>NEXT Step Martial Arts, LLC</b> <b>4910 Fairfield Rd., Unit F, Fairfield • (717) 457-0023</b> Receive a free lesson of Taekwondo and Cardio Kickboxing for one month. <i>Expires 5/10/2013</i>
<b>Papa John's Pizza</b> <b>44-1 Natural Springs Rd., Gettysburg • (717) 338-1770</b> Receive a large 2-topping pizza for \$7.98 - for carryout only. <i>Expires 10/23/2013</i>	<b>Preferred HealthStaff Inc.</b> <b>201 E. Main St., Fairfield • (717) 642-8500</b> Receive a gift, valued at \$35, for a new client. <i>Expires 10/27/2013</i>
<b>Roaring Spring Water</b> <b>1325 Hanover Rd., Gettysburg • (717) 334-8080</b> Receive a 10% discount on the purchase of a new water cooler, any style or type. Includes bottled water, bottom loaders, in line filtration or R.O.'s. <i>Expires 12/12/2013</i>	<b>Roaring Spring Water</b> <b>1325 Hanover Rd., Gettysburg • (717) 334-8080</b> With a signed 1-year agreement, receive \$5 off our standard monthly rental rates. A cook & cold is \$3.95/mo. (reg. \$8.95) and hot & cold is \$5.95/mo (reg. \$10.95). You also receive (5) 5-gallon bottles at no charge to start (does not include deposits). <i>Expires 12/12/2013</i>
<b>Roaring Spring Water</b> <b>1325 Hanover Rd., Gettysburg • (717) 334-8080</b> Receive a special price of \$5.95 on all 5-gallon bottle with a cooler rental contract. Includes spring, drinking, or distilled waters. Your choice. <i>Expires 12/12/2013</i>	<b>Schmuck Lumber Co. Inc.</b> <b>615 York St., Gettysburg • (717) 398-2400</b> Receive O'Malley premium hardwood heating pellets for \$215/ton AND free delivery. <i>Expires 10/7/2013</i>
<b>Scott &amp; Co. Fine Jewelers</b> <b>2 Lincoln Way East, New Oxford • (717) 338-3902</b> Receive a free silver polishing cloth with a \$75 jewelry purchase. Limit one. <i>Expires 2/14/2013</i>	<b>Sherwin Williams</b> <b>35D Camp Letterman Rd., Gettysburg • (717) 334-3315</b> Receive a 10% discount on all paints and stains. <i>Expires 10/14/2013</i>
<b>Subway</b> <b>11 W. Railroad St., Gettysburg • (717) 337-2411</b> 5% discount on all regular subs. Offer does not include any premium or double meat sandwiches. <i>Expires 1/19/2013</i>	<b>Sweet!</b> <b>100 Baltimore St., Gettysburg • (717) 339-0039</b> 10% off Mix and Match, a selection of over 1,000 types of candy, including taffy, chocolate, sweet & sour for all tastes. <i>Expires 3/31/2013</i>
<b>Tail Chasers Grooming</b> <b>100B Buford Ave., Gettysburg • (717) 337-1800</b> Receive \$3 off a complete groom or bath only for your pet. <i>Expires 10/7/2013</i>	<b>Ursus Enterprises Inc.</b> <b>445 Custer Dr., Gettysburg • (703) 879-5888</b> Receive 25% off any printing product. <i>Expires 12/9/2013</i>
<b>Wide Open Communications</b> <b>233 Buford Ave., Gettysburg • (717) 337-2424</b> If a member has us do the website design and development for them, they will receive FREE (\$100 Google Adwords Credit), FREE domain name registration for a year, and FREE 1 year free web hosting (valued at \$240). <i>Expires 4/4/2013</i>	<b>YWCA Gettysburg &amp; Adams County</b> <b>909 Fairfield Rd., Gettysburg • (717) 334-9171</b> Receive a 10% discount on YWCA Gettysburg & Adams County membership* (*min. 3-month membership required). <i>Expires 12/31/13</i>

time of purchase and can't be combined with any other offer.

# Community News



The Gettysburg Area School District cordially invites you to continue "The Great Conversation" and build positive and ongoing conversations with members of our Community about public schools, on Monday, January 14, at 6pm in the high school cafeteria. Light fare and musical entertainment will be provided. Please RSVP no later than Friday, January 4, 2013, to Ms. Jane Collins at 717.334.6254 ext. 1212, or by emailing [jcollins@gettysburg.k12.pa.us](mailto:jcollins@gettysburg.k12.pa.us).

The Martin Luther King Jr. Celebration Committee, in partnership with Gettysburg College, will present the annual King celebration event January

21, from 7-8:30pm in Gettysburg College's Christ Chapel. The celebration will feature keynote speaker Charlayne Hunter-Gault. The annual Living the Dream Award will be presented during the celebration to an Adams County individual or group who embodies Dr. King's dream of equality and justice for all. The award includes a cash prize, sponsored by the United Way of Adams County and the YWCA Gettysburg & Adams County. Admission to the event is free and the public is invited.

**eliminating racism  
empowering women  
ywca**



The American Cancer Society is having a Cancer Prevention Study-3 (CPS-3). The study will help researchers better understand the lifestyle,

environmental and genetic factors that cause or prevent cancer and will save lives. If you are between the ages of 30 and 65 years old and have never been diagnosed with cancer, you are eligible to enroll at HACC Gettysburg, in the Hoffman Community Center on February 20, from 2:30-6pm. For more information about CPS-3, please visit [www.cancer.org/cps3](http://www.cancer.org/cps3), email [cps3@cancer.org](mailto:cps3@cancer.org) or call toll-free 1.888.604.5888.

The 2013 Adams County Home Show will be held at the All Star Events Complex, 2638

Emmitsburg Road, Gettysburg, PA on February 22 and 23, 2013. Food will be offered by Put on the Feedbag Catering with a nice variety of menu items for the exhibitors and patrons. Show hours are Friday evening from 5-8pm and Saturday from 10am-7pm. Final deadline for exhibitor applications is February 15, 2013. Call 717.337.5144 for more details.



## Day of Transformation

Jennifer Weaver was a community leader who touched many lives in the process. To honor her legacy, her daughter, Brooke, is teaming up with several non-profit organizations to present a "Day of Transformation" for local women on March 11, 2013 at HACC-Gettysburg. The event gives women in need the opportunity to choose career clothing, get tips on hair and makeup, and learn about successful interviewing and more. Call 717.334.9171 for more details.

The LIU#12 Adams County Literacy Council will be changing their annual fundraiser from a Spelling Bee to a Trivia Contest, and will be held on April 4, at 6pm at the Gettysburg Fire Hall. They will serve dinner followed by the contest. There will be teams of ten people at a table, all able to participate in answering the trivia questions, with three rounds of questions increasing in difficulty. Cost is \$500 for a team of ten.



## LUNCH and LEARN Series

Hosted by:



**When:** Wednesday, January 30, 12:15-1pm

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

**RSVP:** 717.334.8151 by January 23

TOPIC:

**"Delivering Gettysburg  
from Remembered to  
Remarkable!"**

**Bring your lunch & questions!**

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



# Program Updates

## GETTYSBURG ADAMS CHAMBER OF COMMERCE 2013 PROGRAMS

### February

- 14 General Membership Breakfast at Hoffman Homes for Youth, 7am – *Environmental Stewardship* award presented

### April

- 11 General Membership Breakfast at Cross Keys Village - The Brethren Home Community, 7am – *Small Business Person of the Year* award presented

### March

- 15 2013 Legislative Luncheon, in the Robert C. Hoffman Community Room at HACC-Gettysburg Campus, 11:30am

### May

- 16 General Membership Breakfast at the Lodges at Gettysburg, 7am – *Educator of the Year* award presented

### September

- 12 General Membership Breakfast at Eisenhower Hotel & Conference Center, 7am – *Chamber Volunteer of the Year* award presented

### November

- 7 Annual Meeting at Liberty Mountain Resort, 7am – *Outstanding Citizen of the Year* award presented

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## Holiday *Jackpot* Raffle



Congratulations to the following winners:

\$1,000 – Duane Kanagy  
\$500 – Barry Wiseman  
\$500 – Michelle Liller  
\$500 – Greg Livelsberger  
\$100 – Bryan Johnson  
\$100 – Scott Simonds  
\$100 – Ryan & Megan Fox  
\$100 – Deb Little & Karen Arthur  
\$100 – Kerm Singley  
\$100 – Jean Thomas  
\$100 – Norris Flowers  
\$100 – Norris Flowers  
\$100 – Esther Little  
\$100 – Michelle Hornbrook  
\$100 – Renee Foley  
\$100 – Bob Teeter  
\$100 – ACNB Bank Lending Group  
\$100 – Gary Rappoldt  
\$100 – Jane Hoover

# If we can't meet or beat your current rate we will pay you \$200!\*

Receive a Visa® gift card if we are unable to match or do better than your current payment processing rate.



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Our trademark is providing fast, safe and cost-efficient transactions. Let us analyze your latest statement, and we will PAY you if we can't meet or beat your current rate.

**For more information, talk with a sales representative.**



\*Offer subject to change without notice. Some restrictions and limitations may apply. Merchant processing cost comparison based on all merchant services processing charges shown on most recent processor merchant statement, excluding 3rd party fees, compliance fees and equipment costs. Limit one gift card per merchant, regardless of the number of business locations. The \$200 will come in the form of a Visa® Gift Card. Please allow 6 to 8 weeks for your gift card. Other fees may apply. Offer may be extended, modified or discontinued at any time without notice.

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# Member Spotlight

## Bruster's Real Ice Cream

Bruster's Real Ice Cream was founded in 1989, by a man whose passion for extraordinary ice cream and stellar customer service runs deep. Born into the restaurant business, Bruce Reed opened his first Bruster's in Bridgewater, Pennsylvania, after perfecting his recipe for rich, creamy homemade ice cream.

People came from miles around to enjoy the skillfully prepared desserts that Bruce created right in that first store. It got to where he had to expand to keep up with the growing demand for his ice creams. Before long, Bruster's became one of the fastest expanding ice cream stores in the country and Bruce regretfully all but stopped wearing his apron to work.

While we've come a long way from those early days, we adhere to the guiding principles that have made Bruster's the revered brand that it is today. For example, we still use fresh, natural ingredients in our ice creams. And we continue to make all our desserts, such as our cakes, pies, and waffle cones, as well as our ice creams, right in the store where they're served.

Most importantly, we've never lost sight of the reason Bruce started serving ice cream in the first place: to make our customers happy.

Bruster's carries 146 flavors of ice cream, with some of those flavors being seasonal, 152 flavors of frozen yogurt, 24 flavors of Italian Ice and Sherbet Flavors, and 7 Sorbet flavors. You may enjoy one of our crunchy vanilla waffle cones, sundaes, banana splits, cake, pie, shakes or smoothies. Bruster's also has a no sugar added, fat-free alternative, which customers say is the best around!

Did you know that Bruster's does catering? We can help you pull off something spectacular. Whether you want to take your event to a sweeter level or you just need some help breaking the ice, Bruster's is ready to add an element of cool decadence to your next affair. You pick the occasion, we'll get the party started.

Bruster's also offers fundraising that easy, fun and profitable. We can help your school, community, clubs, athletic organization, etc. raise extra money. Visit online at [www.brusters.com](http://www.brusters.com) or call 717.338.0575 for more details or to get started.

The Gettysburg Bruster's is open 7 days a week from Noon-9pm. Check out their Banana Split Thursday – bring your own banana and get ½ off a banana split! Come treat yourself to the extraordinary taste of Bruster's ice cream today.



1126 York Rd.  
Gettysburg, PA 17325  
Phone 717.338.0575  
Manager: Sue Munshour  
[www.brusters.com](http://www.brusters.com)

# Chamber Members Reduce Energy Costs in 2013

What is the largest operating expense for your business? For many Chamber members, monthly energy bills are a leading cost of running a business. Chamber members in the Met-Ed service territory can reduce energy costs by locking in a contract with a competitive electricity supplier. Now is the time to lock in. Many Met Ed customers that switch suppliers are seeing a savings of more than two cents per kilowatt hour.



The Gettysburg-Adams Chamber of Commerce selected APPI Energy as the preferred energy services provider for our members. As a member benefit to Chamber members, APPI Energy can review your most recent energy bill and recommend cost-saving solutions specific to your business. Contact our trusted team of energy experts at 1.800.520.6685 or [info@appienergy.com](mailto:info@appienergy.com), and mention that you're a Gettysburg-Adams Chamber of Commerce member.

## CUSTOMER TESTIMONIAL

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

*- Brad M. Hollabaugh, General Manager,  
Hollabaugh Bros., Inc. Fruit Farm & Market, Biglerville, PA*



## MEMBERSHIP MIXERS 2013



## MIXER DATES FOR 2013:

**THURSDAY, JANUARY 17**

Adams County Winery,  
co-hosted by Biggerstaff's  
Catering

**THURSDAY, FEBRUARY 21**

Eisenhower Hotel &  
Conference Center

**THURSDAY, MARCH 21**

Gettysburg Hotel

**THURSDAY, APRIL 18**

Gettysburg Holistic  
Health Center

**THURSDAY, MAY 16**

Children's Aid Society

**THURSDAY, JUNE 20**

Adams County SPCA

**THURSDAY, JULY 18**

Ag Center, 670 Old  
Harrisburg Rd. hosted by  
Adams County Connected

**THURSDAY, AUGUST 15**

Iron Masters Mansion  
hosted by Fabios Catering  
& Events

**THURSDAY, SEPTEMBER 19**

Leonard J. Ferrara Co.

**THURSDAY, OCTOBER 17**

Hilton Garden Inn-  
Gettysburg

**THURSDAY, NOVEMBER 21**

The Pub & Restaurant

*All Mixers are held on Thursdays from 5-7pm.*



# Reap the Rewards of Chamber Involvement...

## Join a Council

### Adams Resource Advisory Council

☐ **Agriculture Team**

Works with county agricultural groups and monitors the agricultural industry of Adams County.

☐ **Environmental Team**

Monitors local and regional environmental conditions and recommends implementation of programs to enhance the quality of life in the area. Meets the 2nd Tuesday of the month at Noon.\*

☐ **Legislative Team**

Works with county agricultural groups and monitors the agricultural industry of Adams County. Meets the 2nd Thursday of the month at Noon.\*

### Community Events/Fundraising Council

☐ **Wine Festival Team**

☐ **Holiday Jackpot Raffle Team**

☐ **Taste of the Town Team**

☐ **Marketing Council**

Works to develop and enhance the image of the Gettysburg Adams Chamber of Commerce and publicize Chamber events and improves communication with media and the public. Meets the 3rd Wednesday of the month at 12:30pm.\*

☐ **Membership Council**

Recruits and maintains Chamber membership. Meets the 1st Friday of the month at 8:30am.

☐ **Awards Team**

Selects individuals or groups for recognition of their contributions, service and dedication to Adams County. Meets 4 times a year or as needed.

☐ **Golf Outing Team**

Organizes an annual golf outing in the Summer. Meets as needed.

### Business & Education Council

☐ **Business & Industry Team**

Monitors local and regional conditions affecting the businesses of Adams County and recommends programs to enhance the climate. Meets the 3rd Thursday of the month at Noon.\*

\*Meetings are Dutch Treat

Please mark all teams/councils you are interested in serving on.



Name: \_\_\_\_\_

Business: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Direct Email: \_\_\_\_\_

☐ I am interested in being an on-call volunteer.

Please return the sheet to the Chamber office: 18 Carlisle Street, Suite 203 - Gettysburg, PA 17325 or Fax: 717.334.3368

**THIS EVENT IS OPEN TO THE PUBLIC!**

**Annual Adams County Volunteer Emergency Services Association**

# **FIREFIGHTER'S BALL**

**Saturday, March 2, 2013**

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

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

**Featuring Dancing, 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](mailto:firefightersball@acvesa.org)**

**TICKETS**

**\$40 per ticket**

**Purchase Tickets at:**

- CRS Insurance, Inc. - 360 York Street, Gettysburg**
- Lady & Taylor, Inc. - 2293 Heidlersburg Rd., Gettysburg**
- School Express, Inc. - 15 Cedar Road, New Oxford**
- Firehouse Grill - 8 East King Street, Littlestown**
- Southeastern Adams Volunteer Emergency Services, #29 - 5865 Hanover Road, Hanover**

**You can also call 717-339-8412 to order tickets.**

*Proceeds from the Ball will go to a new state of the art training facility  
(similar to photo above) to train our community volunteer firefighters.*



**ACVESA**



**Adams County Volunteer Emergency Services Association**

**If you would like to make a donation, please log on to [www.acvesa.org](http://www.acvesa.org)**







## January 2013 Events

### January 1

Office Closed for New Year's

### January 3

Taste of the Town Meeting, 12:30pm,  
Knovex

### January 4

Membership Council Meeting, 8:30am,  
Chamber office

### January 7

Staff Meeting, 9:30am, Chamber office

### January 8

Executive Team Meeting, 7:30am,  
Chamber office

Environmental Team Meeting, Noon,  
Chamber office

### January 10

Legislative Team Meeting, Noon,  
Gettysburg Eddie's

### January 14

Staff Meeting, 9:30am, Chamber office

### January 16

Marketing Council Meeting, 12:30pm,  
Chamber office

### January 17

Data Merchant Analysis with FirstData,  
10am-4pm, Chamber office

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

Membership Mixer, 5-7pm, TBD

### January 21

Office Closed for Martin Luther King Jr. Day

### January 23

Career Fair Meeting, 1pm, Chamber office

### January 24

BOD Meeting, 7:30am, Chamber office

Lunch & Learn Program Series: "Financial  
Updates & Key Issues of Concern for  
2013," Financial Consulate, Inc.,  
12:15-1pm, Chamber office

### January 28

Staff Meeting, 9:30am, Chamber office

### January 30

Lunch & Learn Program Series: "Delivering  
Gettysburg from Remembered to  
Remarkable!," Avalon Foster, LLC, 12:15-  
1pm, Chamber office

Chamber volunteer, Esther Little poses  
with the \$100 she won at the Holiday  
Jackpot Raffle on December 6 at the  
Wyndham Gettysburg.







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