

A monthly publication of
the Gettysburg Adams
Chamber of Commerce



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**Also: President's Message,
Updates & More!**

The Chamber's Small Business Person of the Year Named

The Gettysburg Adams Chamber of Commerce presented Ken VanHoutte of SERVPRO of Gettysburg/Adams County with the 2013 Small Business Person of the Year Award at their General Membership Breakfast on April 11, at Cross Keys Village-The Brethren Home Community.

Ken started SERVPRO of Gettysburg/Adams County in 2003, out of a small office in the basement of his house, with himself being the only employee. Since then, the Gettysburg franchise has grown to six full-time employees certified in numerous areas of emergency mitigation techniques, an impressive inventory of specialty drying equipment, a fleet of three vehicles, and the ability to service any size disaster.

SERVPRO is currently working on a program called the Priority Service Club. The program will provide quicker response times and will generate peace of mind when people need it most. They have just released the first version of their Ready App. It allows for the creation of an emergency ready profile containing critical facility information to help speed up response time.

Ken is very involved in the community as well. He is active in the Gettysburg Lions, the Chamber, and donates water to the Spirit of Gettysburg 5K Run every year. Congratulations to Ken on a well-deserved honor!



From left-right: Jim Martin, Adams County Commissioner, Ryan Fox, Chamber's Chair of the Day, Randy Phiel, Adams County Commissioner, Scot Pitzer, Field Representative for Senator Rich Alloway, Ken VanHoutte, SERVPRO of Gettysburg/Adams County, Marty Qually, Adams County Commissioner, Representative Dan Moul, and Carrie Stuart, Chamber President.



The Gettysburg Adams Chamber of Commerce supports the Adams County area by promoting diverse economic opportunities through advocacy, networking and information.

New Members

—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**

Celebrate Gettysburg

***Mary Bottorf**

***Darlene A. Brown**

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

***Dave Campbell**

Graphcom, Inc.

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

Membership/Events Director

jenniferm@gettysburg-chamber.org

Edith Waldron

Operations Assistant

edithw@gettysburg-chamber.org

Stephanie Mummert

Marketing Assistant

stephm@gettysburg-chamber.org



18 Carlisle St., Ste. 203 | Gettysburg, PA 17325

717.334.8151 | FAX 717.334.3368

info@gettysburg-chamber.org

www.gettysburg-chamber.org

Office Hours

Monday-Friday, 9am-5pm



Alison O'Brien

Appsifter

223 Baltimore St., Ste. B106

Gettysburg, PA 17325

717.549.3949

FAX 717.312.8046

alison@appsifter.com

www.appsifter.com

Professional Services----Marketing

Claire Barnett

Arbonne International

122 N. Carlisle St.

Greencastle, PA 17225

717.608.4337

barnettclaire1@gmail.com

www.arbonne.com

Retail----Health & Wellness Products

Patrick Abell

Artisans Design Build

P.O. Box 4432

Gettysburg, PA 17325

717.420.5170

artisansdb@aol.com

www.artisansdesignbuild.com

Contractors/Residential Services----

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Natasha Kara

**Service Access &
Management**

1305 E. Market St.

York, PA 17403

717.848.8744

FAX 717.848.8799

nkara@sam-inc.org

www.sam-inc.org

Associations & Organizations

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:

Affiliated Power Purchasers Int'l, LLC

Apple Ridge Family Medicine

BG&H Investigators

Biggerstaff's Catering

Brown's Ranch, Inc.

Children's Aid Society

Christopher & Banks

Days Inn Gettysburg

digitalSunrise

Edward Jones

The Financial Consulate Inc.

Gettysburg Glass Inc.

Gettysburg Regional Airport/SARAA

Littlestown YMCA

Johnson, Keith

Junction Creative Solutions

Kennie's Markets, Inc.

Kime's Cider Mill, Inc.

McDonald's

McSherrystown Family Practice, PC

Mike's KARS

Miller & Associates Real Estate, LLC

NicMar Water

ShIPLEY Energy

Sixeas Premier Marketing

Smith Elliott Kearns & Co., LLC

St. Francis Xavier School

Thomas, Roy

Tripwire Operations Group

The Village of Laurel Run

From the Desk of... the Chamber President



Timothy Mauer, CFP® is the Vice President of the Financial Consulate, Inc. and was the featured speaker at the April Economic Breakfast sponsored by Graphcom, Inc (see photo on the bottom of the front page). Given the number of positive responses we received, I asked Mr. Mauer if he would be willing to provide me with an overview of his presentation.

Below is a brief summary he has provided with the seven points he covered on planning your personal finances.

While there are some very valid reasons for optimism regarding the future of our market and economy, the number of negative headlines with serious implications—while important to recognize and process—risk gripping us with fear leading to inaction. But all of these negative headlines have one thing in common: WE HAVE NO CONTROL OVER THEM. We, then, should feel freed and released to reduce our fear of the uncontrollable and take the steps necessary to claim dominion over that which we CAN control. Here are seven steps to guide you in doing so in your personal finances:

1. Conduct a cash flow audit. (Budgeting is not optional—it's our duty as our households' CFOs.)
2. Review life, long-term disability income, long-term care, home, auto and liability insurance needs and policies. (Don't overinsure or underinsure—seek the counsel of a fee-only planner, not an insurance salesperson whose compensation is predicated on your decisions, for answers.)
3. Examine your investment strategy. (Ensure that you have one, and not just a collection of disjointed investments.)
4. Consolidate, consolidate, consolidate. (Simplify your financial existence for better management.)
5. Review/revise your retirement plan. (Retirement isn't a date in the future, it's a number—how much income can you generate?)
6. Update (or initiate) your estate plan (It's unfortunate that 80% of people haven't done adequate estate planning, because it's probably the most important recommendation in your financial plan, especially if you have minor children and/or assets.)
7. Ask WHY? (We certainly know what we do and we likely know how we do it, but the real question is WHY? Engage this question before making financial decisions, remembering that personal finance is more personal than it is finance.)

Member News



As our health care delivery system is increasing in complexity, additional education is needed to support the nurses who must navigate it. To better align its curriculum with the projected future of nursing practice and employment opportunities, **Penn State Mont Alto** will transition its RN Nursing degree from an associate of science (A.S.) to a bachelor of science (B.S.) program. The change will take place in fall 2014, when the final class of associate degree students will be admitted.

The **Gettysburg Festival** is pleased to welcome Randy Prasse as the organization's new Executive Director. Mr. Prasse was selected from 200 applicants responding to a national search. Gettysburg Festival Board Chair, Edith Jardine, explains the board's decision: "We believe that in Randy Prasse we have the perfect combination of experience and demonstrated success. He brings an extensive background in major festival and event management, including five years as CEO and Executive Director of the Wisconsin State Fair."



From l-r: Norma Calhoun, president of LCAC, Linda and Ernest Shriver, Debbie and Chris Smith, and Sarah Kipp, LCAC Conservation Coordinator.

The Land Conservancy of Adams County (LCAC) welcomed new and prospective members and celebrated 2012 accomplishments at its 17th Annual Dinner Meeting on March 14, at the **Gettysburg Hotel**. Volunteers, staff, and

board members were honored. Additionally, landowners who preserved their properties in 2012, including: Chris & Debbie Smith, Mark & Katherine Rarrick, Ernest, Ethan, & Linda Shriver, and the Civil War Trust were also honored. The preservation of these properties brings the total to 122 easements protecting 7,720 acres throughout the county.

Breaktime Massage is very pleased to announce that they have been approved to receive Health Savings Account (HSA) and Flexible Spending Account (FSA) debit cards as an acceptable form of payment for their massage therapy services! HSAs and FSAs are tax-deductible accounts that are set up to pay for certain medical expenses, and because of the approval received, Breaktime Massage can accept and process these transactions just as easily as any other debit or credit card.



Adams County Winery announced that "Rebel Red," one of the six Official Wines of the 150th Anniversary of the Battle of Gettysburg, earned a Double Gold Medal at the 13th Annual Finger Lakes International Wine Competition held last month in Rochester, NY. In addition to the Double Gold Medal awarded to the winery's best-selling red wine, seven additional medals were awarded to the Orrtanna-based winery. More than 70 judges from around the world conducted blind judging of the wines.

The Adams County Arts Council (ACAC) bids a fond farewell to Office Manager and E-press editor Peggy Talbot who, along with husband John, is returning to Colorado. Moving into Peggy's former position is Joh Ricci, a support staff member since January 2012. They would also like to welcome a new support staff member, Alexis Crowner, who joins Debbie Westmoreland and Ann Griffith at the reception desk. The ACAC would also like to announce their new website at www.adamsarts.org.



LUNCH and LEARN Series

Hosted by:



When: Wednesday, May 8, 12:15-1pm

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

RSVP: 717.334.8151 by May 7

TOPIC:

"Using Mobile Promotions to Attract Tourists "

Bring your lunch & questions!

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

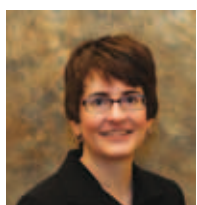
Member News



John R. Schnitzer

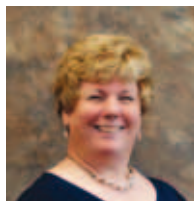


Scot E. Orndorff



Kara M. Darlington

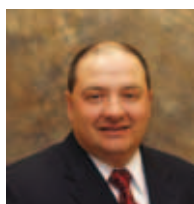
Smith Elliott Kearns & Company, LLC is pleased to announce it will be represented in 2013 on six PKF North America (PKF NA) national committees. PKF NA is a membership association comprised of 99 independent accounting and consulting firms in North America who share resources such as education, client service, best practices, marketing and various ranges of expertise. John R. Schnitzer, CPA, was appointed to the *Firm Management Committee*. Kimberly J. Wines, was appointed to the *Human Resources Committee*. Scot E. Orndorff, CPA, was appointed to the *Accounting &*



Kimberly J. Wines



Scott N. Drake



Gregory P. Hall

Auditing Committee. Scott N. Drake, CPA, serves on the *Financial Institutions Community of Practice*. Kara M. Darlington, CPA, serves on the *Employee Benefit Plans Community of Practice*. Gregory P. Hall, CPA, serves on the *Not-for-Profit Community of Practice*.

ACNB Bank is embarking on plans to expand its North Hanover Office, located at 1127 Eichelberger Street, reinforcing its ongoing commitment to the Hanover area. Once the expansion is complete, in addition to the existing full-service retail banking office, the facility will house mortgage and commercial lending staff, as well as a Trust & Investment Services Officer.



Marking the groundbreaking are, front, l-r: Susan Behm, Retail Office Manager of ACNB Bank's Hanover area offices; Ed Groft, ACNB Bank Facilities Manager; Mike Hartman, owner of H&H General Excavating; and the Mayor of Hanover, Ben Adams. Back, l-r: Chuck Hartman, Project Manager for H&H General Excavating; Jim Helt, ACNB Bank Executive Vice President/Banking Services; Edward Reed, Hanover Assistant Borough Manager; Doug Seibel, ACNB Bank Senior Vice President of Commercial Lending; and, Debra Little, ACNB Bank Vice President of Trust & Investment Services.

TIP OF THE MONTH

Geotab provides the world's most sophisticated GPS fleet management solutions

Rising fuel costs, increasing competitive pressures and unpredictable market conditions are driving fleet and operations managers to seek out new ways to leverage technology, telematics, and other business metrics within their operations to increase operational efficiencies and do more with less.

Did you know that a 5% reduction in operating costs has the same P&L impact as a 30% increase in sales? Did you also know that your wireless carrier can help you achieve these objectives and more? Many leading companies look to Sprint for superior fleet-tracking and telematics solutions. We are not just in phones anymore. Just to pat ourselves on the back a bit, we're the nation's number one provider of GPS solutions with more than 10 years of experience!

One of the products currently on the market is GeoTab. It is a plug and play device that hooks up to your fleet and begins reading data. It notifies you of erratic driving behavior, vehicle maintenance tasks and issues, and more. It runs on the cost of an air card each month. Sprint has the exclusive on this product through the summer.

If you are looking for ways to increase operational efficiencies, there may be a way that your wireless carrier can help. Reach out to your business rep with a wish list and let's explore together. This is what we are here for!

Questions? Please feel free to reach out to me directly:
Mark Morrett
 Sprint Business Consultant
 Mark.Morrett@sprint.com • (717) 841-4100



The Adams County Habitat for Humanity Board of Directors recently broke ground for a new home on Fifth Street, Gettysburg. The organization will

hold a Blitz Build at this location during the first two weekends of June. To volunteer, contact Bob Remaley or Christopher Roan at coachremaley@comcast.net or crrvolunteers@gmail.com. Also, begin following the new Adams County Habitat for Humanity Facebook page for updates! Since its inception in 1988, Adams County Habitat has provided 32 homes to low-income families.

Stock and Leader Environmental Attorney Alex Chiaruttini joined Matt Royer of Penn State University and Jim Baird of American Farmland Trust to present "The Chesapeake Bay TMDL - Protecting Farmlands and Greening Urban Lands for Water Quality," as part of the Annual Pennsylvania Land Conservation Conference at the Penn State Conference Center on April 4-6. During the conference, they examined how the



Alex Chiaruttini

Member News

Chesapeake Bay TMDL carries with it new obligations and commitments on county and local governments to reduce non-point source pollution from agriculture and stormwater runoff.



The team *FRCC Fierce*, part of the newest competitive cheerleading program in the area brought home multiple awards during its first round of competitions recently. Fort Ritchie Community Center added a cheerleading program last fall in response to community needs, and the program quickly grew to over 60 participants in four age brackets. At their first competition, the Junior Team placed first, the Mini Team placed second, and the Tiny Team placed fourth. At a national competition held at Hershey Park Arena, the *FRCC Fierce* placed third.



From l-r: Norris Flowers, President, Gettysburg Convention and Visitors Bureau; Chuck Moran, Regional Director of Operations, Waterford Hotel Group; Joseph Holmes, Executive Chef, Gettysburg Hotel; James Getty, posing as Abraham Lincoln; Andrea Proulx, Director of Sales and Marketing, Gettysburg Hotel; Carrie Stuart, President, Gettysburg Adams Chamber of Commerce.

As part of a full scale renovation, Gettysburg College and Historic Gettysburg Hotel are proud to announce the grand opening of One Lincoln, a stylish new restaurant located adjacent to the hotel on Lincoln Square. One Lincoln is the result of a comprehensive renovation and celebrates the historic charm of

the area while offering an updated and relaxed dining atmosphere.



presents

Small Business Appreciation Week

May 6-10, 2013

Salute to Small Business

The Gettysburg Adams Chamber of Commerce is hosting activities to enhance the business atmosphere during Small Business Appreciation Week.

1 May 6 - **Unemployment Compensation Law**
\$15/Member; \$20/Non-Member

2 May 7 - **Access to Capital**
\$10/Member; \$15/Non-Member

3 May 8 - **Effective Time Management**
\$10/Member; \$15/Non-Member

4 May 9 - **Healthcare Reform**
8-9:30am \$10/Member; \$15/Non-Member
12-1:30pm \$15/Member; \$20/Non-Member
** Note only one representative per business/organization, due to limited seating*

5 May 10 - **Motivating Your Workforce**
\$20/Member; \$30/Non-Member

Contact the Chamber Office at 717.334.8151 to register for the above seminars or email jenniferm@gettysburg-chamber.org

Member Spotlight

The “New” Gettysburg Times

The award-winning **Gettysburg Times** publishes print and electronic editions six days a week. All of our local content is also published on gettysburgtimes.com and we sell reprints of all of our photos.

We also publish a bi-monthly magazine, *The Gettysburg Companion*, which includes longer features on the people and happenings in one of Adams County’s most historic places.

The Gettysburg Times also recently launched our Gettysburg Companion App. This comprehensive guide to Adams County businesses, services and events is available for free on Apple and Droid devices. It is perfect for a local or tourist who is looking for more information on Adams County.

The New Gettysburg Times is committed to having a larger focus on Adams County news and sports.

New Features Include:

- “Around Town” with Fred Snyder
- “Looking Back” with James Rada Jr.
- “Absent Friends”

Some Old Favorites Include:

- “Getting to Know You”
- “Around Upper Adams” with Ruth Bretzman
- “Fur, Feathers and Fins” with B.J. Small
- “Times a-changing”

Please feel free to contact us with new story ideas and feedback.



Photo to Left - Row 1, from left: Janet Amato, circulation director; Monica Bessette, advertising executive; Eva Shaffer, advertising executive; Miriam Kryzton, classified sales; JoAnne Hammill, graphic designer; Sandy Gardner, graphic designer; Loretta Plitt, graphic designer. Row 2, from left: Deb Flickinger, advertising executive; Jessica Haines, night editor; Andrew P. Robinson, staff writer; Holly Fletcher, staff writer/Newspaper in Education coordinator; Jarrad Hedes, staff writer; Bob Hall, van driver; Row 3, from left: Nancy Pritt, advertising executive; Kristy Allen, webmaster; Mike Bentz, accounts payable coordinator; Tommy Riggs, staff writer; Alex J. Hayes, managing editor; Harry Hartman, publisher.

Photo to Right - Row 1, from left: Will Turner, inserter; Marlin Shorb, pressroom assistant; Phil Orendorff, pressman; Andrew Robinson, sports writer Row 2, from left: Loren Roth, inserter; Gordon Ley, pressman; Jenifer Martin, inserter; Wayne Dick, van driver; Paul McGee, van driver; Josh Martin, sports editor.



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2013 AVAILABLE 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.

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!

Hole Sponsors—\$50

June County Connections Breakfast and September General Membership Breakfast

An exclusive opportunity to gain 2 hours of visibility with over 100 area business leaders. The program features networking opportunities and the area's leading awards recognition ceremony.

Event Sponsor—\$275.00 (limit 2 per breakfast)

Chamber Newsletter

Distributed to over 700 business/community individuals monthly. The Chamber Chat is the premier business information publication, featuring pertinent information about fellow members, an introduction of new members and timely community information.

*Full Page Ad—\$350.00 | Half Page Ad—\$225.00 | Quarter Page Ad—\$150.00 *multiple run discounts*

June & October 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

Gettysburg Wine & Music Festival

A unique opportunity to gain regional exposure with thousands of wine and food enthusiasts alike. A sponsorship will show your support of both the agriculture and tourism industries.

*Showcase Sponsor—\$4,500 (4 available) | Vintage Level—\$2,500 | Designated Driver Sponsor—\$2,000
Cellar Level—\$1,000 | Barrel Level—\$500 | Bottle Level—\$250 | Cork Level—\$100*

Contact Jennifer McCleaf, 717.334.8151, for additional details

Program Updates



This year's Golf Outing, sponsored by **Adams Electric Cooperative, Inc.**, will feature the pristine course at **The Bridges Golf Club** on June 6. This outing is a great opportunity to entertain clients, reward top employees, build business relationships with other participants...and spend a beautiful day out of the office. We promise that you'll have a wonderful afternoon – from fun contests on the course to a delicious New York Strip Steak dinner and prizes galore. The Golf Team is excited to announce the addition of a silent auction which will include a few Masters plaques! Contact Jennifer McCleaf for details at 717.334.8151 or jenniferm@gettysburg-chamber.org.

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, marketing your business and get involved - whether you are a new member, new to a member business/organization or you just plain need a refresher! The **Membership Council** is hosting an orientation at 8am on June 5, in the Chamber office. A continental breakfast will be served so pre-registration is required. Contact the Chamber office to RSVP your attendance, 717.334.8151.



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

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

- Exposure to a captive audience of 8,000 attendees.
- Participants are often looking for things to do after the festival ends at 6pm. What better way to give them some options than to advertise!
- Each vendor will have programs at their booths.
- Every visitor will receive a program upon entry to the event.
- The program will feature information on each vendor, so attendees will be more likely to keep it for future reference.

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

Over a year ago, the **Business & Industry Team** heard a presentation from Junior Achievement (JA) on the programs they have available for students in K- 12.



It was recommended and approved by the Board to support the JA program

"Our Community" for second grade students. Three school districts have signed up to participate - Gettysburg this semester, and Biglerville and Fairfield in the upcoming Fall semester. Many thanks to those businesses that have made contributions and to the volunteers for their willingness to serve as "teachers" for the children. The curriculum helps to reinforce concepts taught by teachers by sharing with the students the basics of how the economy works. Please contact Edith Waldron, 717.334.8151 or edithw@gettysburg-chamber.org if you are interested in volunteering at either Biglerville or Fairfield Elementary Schools.

A special thank you to the many businesses - from vendors to sponsors and even volunteers - involved in the **2013 Taste of the Town** on April 7. We hope that you enjoyed yourselves as much as we did! Taste of the Town Sponsors included: Xente Media, Graphcom, iNet Technology Group, and Wide Open Communications.



GENERAL MEMBERSHIP BREAKFAST

Thursday, May 16, 2013

at The Lodges

at *Gettysburg*

685 Camp Gettysburg Road, Gettysburg, PA

Featuring: presentations by students of the Introduction to Manufacturing & Business class and recognition of the 2013 Educator of the Year Award recipient.

Sponsored by:

HACC



Gettysburg Campus



STOCK and LEADER

Registration begins at 7am • Program begins at 7:30am

BEP Program Updates

Gettysburg College was the location for a great day for students and business people alike! The sun was shining as the 13th Annual Adams County Career Fair brought together over 1,100 tenth grade students with over 60 professionals that offered expert guidance on how to attain their career goals.

Before the event can take place a lot of work and planning happens. The Foundation committee updates and prints the Career Focus that gives a description of the careers to be presented. School counselors coordinate the selection process and arrange transportation. Many volunteers help direct the students once they arrive on campus. It is amazing just how much work can go into a one day event!

The Adams County Economic Education Foundation would like to thank the Career Focus sponsors:



We would also like to express our gratitude to the Gettysburg College and the many volunteers, teachers and speakers who made this day a success! The Career Fair would not be possible this year without the EITC donations from Integrity Bank, York Water Co., Weis Markets and Capital Blue Cross.



Carrie Stuart, Executive Director of Adams County Economic Education Foundation, accepts a check from Terri Hamrick and Mike Hanson of The Rotary Club of Gettysburg. The funds will be used to fund the Student Support Programs of the ACEEF.

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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

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Adams County Tech Prep



Brother Floyd's Righteous Pickles



Garden Grille & Bar



Eisenhower Hotel



Clique Vodka



The N.E.W. A-Ville Inn



Gettysburg Wine & Fruit Trail



Mister Ed's Elephant Museum & Candy Emporium



Was held on Sunday, April 7, 2013 at the Eisenhower Hotel

One Lincoln



Pomona's Bakery Café



Pepperidge Farm



Put on the Feedbag Catering



TGI Friday's



C&D Bar & Grill



Reid's Orchard & Winery



Uncle Moe's Soul Food



Harry & David



**All photos taken by
Picture This Portraits
& Special Events**

Community Partners

Moms, Flowers, Antiques and More, Oh GARMA!

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



Gettysburg Area Retail Merchants Association

1st Friday - Gettysburg Style has become a monthly tradition and business opportunity since its inception more than ten years ago under the auspices of the **Gettysburg Area Retail Merchants Association (GARMA)**. Area stores and restaurants are encouraged to extend their business hours, offer special sales and promotions, and host special events or hospitality in their establishments the 1st Friday of every month. You may have noticed the special 1st Friday flags flying outside participating businesses and have seen the matching logo in special advertising sections in local media over the years.

This Friday, May 3, is *1st Friday - Gettysburg Style*. Gather beautiful live flowers FREE from participating GARMA members as you walk about town shopping, dining, and getting to know some of the participating GARMA members. Bring the kids and help them build a lovely boutique of flowers to present to mom before Mother's Day. Flower Boutique, at 39 North Washington Street, has partnered with GARMA members to make this opportunity possible. GARMA will set up a information table on Lincoln Square, in the **Gettysburg Hotel** Quadrant, between 4:30-8pm, where you can pick up list of participating *1st Friday – Gettysburg Style* businesses, or see the list on line at www.gettysburgretailmerchants.com under the 1st Friday tab.

GARMA will sponsor the 46th Semi-Annual Historic Downtown Gettysburg Outdoor Antique Show which returns to the streets of Downtown Gettysburg on Saturday, May 18, turning the town into a virtual antique buyer's and seller's paradise radiating in all four directions out from Lincoln Square. 125 quality dealers from 13 states are expected to exhibit their best wares between 7am-4pm, rain or shine. This large gathering of exhibitors will feature antiques and collectibles from across Americana ranging from the primitive frontier to the nouveau antiques of your youth. Period furniture, depression glass, art-deco, toys, early mechanicals, commercial art, china, kitchenware, and many collectible items of everyday life from the past 300 years. Contact John Angstadt at gettysburgantiqueshow@comcast.net for more information. The Gettysburg Outdoor Antique Show will return on September 28, so plan now to participate. Proceeds from this event help fund GARMA projects to promote shopping in Gettysburg like our monthly 1st Friday's and our Christmas Decorations and promotions around town.

Interested in joining GARMA's 80 members to benefit your own business? Membership in the Gettysburg Area Retail Merchants' Association is open to retailers, restaurants, accommodations, attractions, businesses, professionals, and non-profits trading in the area within five miles around Gettysburg. Learn more about the benefits of GARMA membership by contacting Board Member Walt Tuchalski at wtuchalski@wgty.com or 717.309.2482.

Low Interest Rates for Business Financing

by Kaycee Kemper, Director of Business Development, Adams County Economic Development Corporation



Adams County Economic Development Corporation (ACEDC) is pleased to announce that the Corbett Administration has set the interest rates for the quarter ending June 30, 2013 for business financing programs offered by the Department of Community & Economic Development (DCED). ACEDC is the certified area loan organization, designated by DCED, to facilitate the application process for businesses in Adams County. The interest rate has been set at 1.5% for all Small Business First Fund (SBFF) applications submitted through June 30. The SBFF program can assist manufacturers, agriculture enterprises, warehouse and distribution facilities, research & development enterprises, hospitality and child day care enterprises.

The interest rate for the Machinery & Equipment Loan Fund (MELF), Pollution Prevention Assistance Account (PPAA) and the Export Financing Program (EFP) have also been set at 1.5% for applications submitted through June 30. The First Industries Fund interest rate has been set at 3% for applications submitted through June 30.

ACEDC is excited to announce that we are currently working with our regional partner, the Economic Development Company of Lancaster County, to facilitate SBA financing for the businesses of Adams County. ACEDC hopes to have an SBA lending expert housed in our office several days per month to provide guidance and to also package the SBA applications for Adams County businesses.

If your business is looking to expand, purchase new machinery/equipment or requires working capital, call Kaycee Kemper at 717.334.0042 ext. 2 for more details.

Community Partners

Facts and Preparation Tips

Gettysburg 150 - Reflections of History: June 28 - July 7 Civil War 150th Commemoration

The 150th Civil War Commemoration is an opportunity for Gettysburg/Adams County to shine by providing the best experience possible for the millions of people honoring our nation's history. Hosting this concentrated influx of visitors requires effective planning. We want to create WOW experiences to create repeat visitors. This tip sheet offers ideas to help you create an effective plan.



ARE VISITORS REALLY COMING? YES based on indicators from the Gettysburg Convention & Visitors Bureau such as:

- **Accommodations:** lodging is limited in the Gettysburg area and filling in surrounding areas. Visitors can be directed to the Gettysburg CVB 717.334.6274

THE IMPACT

- **Gettysburg was named a top place to visit in 2013 by:**
 - Fodor's, CNN Travel, USA Today, Associated Press Travel List, Smithsonian Magazine and American Bus Association (ABA)
- **Attendance Expected:** 4 Million+ visitors in 2013 (20-30% increase over previous years); 200,000 during the anniversary period
- **2013 Economic Impact:** \$750 Million revenue predicted for Adams County

TIPS ABOUT HOW TO PREPARE FOR THE TEN DAY COMMEMORATION:

- Create a plan to prepare for large crowds and most importantly communicate this plan to your employees.
- The plan should include:
 - **Space:** Determine how to make your space more efficient for easy customer flow so they can access your establishment quickly and efficiently.
 - **Financial transaction efficiency** – Do you have enough change, weekend cash handling and deposit arrangements?
 - **Accessibility to technology** – If your technology crashes, what is the back-up plan? Does everyone know the back-up plan?
 - **Information accessibility** – do you have key websites and phone numbers for information and services – keep the list near a phone and at your counter
 - **Staffing** – Do you have enough staff and a back-up staffing plan if they cannot get in? Remind them to leave early. Consider public transportation. What is your parking plan?
 - **Customer Service** – Prepare your staff with visitor information including schedule of events, directions, rest rooms, food, and parking. Do you have the information websites available? Consider A.C.E. training.
 - **Emergency Services** – Do you have emergency services numbers available for all employees and plans to review these plans prior to the events? Review fire and emergency plans with staff.
 - **Vendors and Deliveries** – Stock appropriately and make vendors aware of the situation so deliveries can be arranged around the peak traffic times.
 - **Trash Removal and Recycling** – Have you considered not only additional visitor trash but trash created from increased inventory?
 - **Partnering with other businesses** – Pulling together with others may save money and time
 - **Restaurants** – Consider streamlining your menus with items prepared ahead of time
 - **Signage and other communications tools available:** Using signs ensures that the customers are aware of where to go, which line to use and helps to set expectation and calm anxiety. Make sure the signs are easy to read and in big print.

RESOURCES FOR INFORMATION:

- Event Information: www.gettysburgcivilwar150.com
- Visitor Information: Gettysburg Convention and Visitor Bureau – www.gettysburg.travel
- Gettysburg Borough Information: 717.334.1160

Adams County Commissioners Host Community Meeting: May 7, 6:30-8pm. - Gettysburg Middle School

Community News



The Inn at Herr Ridge will be opening the rooftop and wine cellar for a Californian Wine Dinner on May 10 and May 11. The menu will feature many local summer products made in the Californian style-with a modern

flair. Each wine is carefully selected to complement each course. Cocktails begin at 6pm, dinner at 7pm. You will dine with Foodies and Wine Connoisseurs alike. Seating is limited to 20 guests. For reservations call 717.334.4332

Strawberry Hill Nature Preserve

is featuring an Edible Wild Plants Series at the Penn State Extension of Adams County, Ag Center, 670 Old Harrisburg Road, Gettysburg. Part 1: Identification takes place on May 11, from 12–1:30pm. Imagine being stranded in the woods with no food. Could you survive? What would you eat and how would you obtain it? Cost for the series: \$65 for members, \$75 for non-members. Pre-registration is preferred. Call 717.642.5840.



Strawberry Hill Nature Preserve is hosting a mother's day Nature Walk on May 12 from 1–2:30pm at the Preserve. Treat Mom to a guided hike through the Preserve,

led by local horticulture enthusiast, Joe Breighner. Come to Strawberry Hill to enjoy the beauty of nature as you locate and learn about local plants. Cost is \$5 for Members, \$8 for Non-members Pre-registration is preferred. Call 717.642.5840.

The Pennsylvania Chamber's

Educational Series continues with the 2013 Annual OSHA and Workplace Safety Conference on May 16, from 8am-3:15pm, at Sheraton Harrisburg-Hershey, Harrisburg, PA. Topics will include: Walking and Working Surfaces, Distracted Driving, Injury and Illness Prevention Programs, Safety Self-Inspection. The fee to attend is \$295 for PA Chamber members, \$345 for non-members. Full registration, topics and speaker information is included online. You may register at www.PAChamber.org/conf or call 877.866.8965.



Strawberry Hill Nature Preserve invites the public to learn about Ecological Spirituality and the Gettysburg Battlefield on May 21 from 7–8pm at the Lutheran

Theological Seminary, Valentine Hall, Room 206 on

Seminary Ridge Avenue in Gettysburg. National parks, museums, and monuments are places of public remembrance and are becoming a new "Village Green" for American democratic society. Part of their origin was spiritual appreciation of the land and nature. Cost is \$10 for Members, \$12 for Non-members. Pre-registration is preferred. Call 717.642.5840.



Strawberry Hill Nature Preserve

is hosting a Backcountry Hike with Trekking Poles on May 23 from 7–8:30pm and on May 25 from 9am–3pm at the Preserve. Explore

the use of trekking poles to add stability, balance, and endurance to your hiking experience. Optional backpacks are provided. Meeting on Thursday evening is required for the extended hike on Saturday Cost is \$18 for Members, \$23 for Non-members. Pre-registration is required. Call 717.642.5840.

Strawberry Hill Nature Preserve

is hosting an opportunity for the public to participate in Fly Casting with Custom Tied on May 25, from 10am–3pm at the Preserve. George Hammond, licensed Pennsylvania Fishing Guide, of Custom-Tied Flies and Guide Service will be teaching how to tie four types of flies. You'll learn how to tie a nymph, dry fly, wet fly and a streamer. \$45 for Members, \$55 for Non-members. Pre-registration preferred. Call 717.642.5840.



The Gettysburg Joint Veterans Memorial Day Commission have announced that the 146th Annual Memorial Day Parade and Ceremony in Gettysburg will be held on May 27. The parade will begin at 2pm on

Lefever Street in Gettysburg and head northeast to Middle Street, turn west on East Middle Street and then head south on Baltimore Street to the Soldiers' National Cemetery. The ceremony will take place at 3pm at the Rostrum in the Soldiers' National Cemetery.

"The Eyes Have It," and exhibit by the critically acclaimed photographer, Chuck Rineer, is featured through May 29, at HACC's Gettysburg Campus.

The exhibit features Rineer's photographs of wolves at the Wolf Sanctuary of PA, a non-profit rescue facility in Lititz. Rineer's work has been



"Gray Overwatch," by Chuck Rineer-National Geographic featured photographer.

Community News

featured in National Geographic's photo library, Readers Digest, and the Washington Post. He recently accepted membership on a National Geographic research panel regarding nature photography. Lunch & Learn program at HACC's Gettysburg Campus on Wednesday, April 17. Exhibit will be featured from April 1- May 29.



The Adams County Arts Council (ACAC) celebrates its 20th Anniversary this year. Plan to join them on Saturday, June 1, with a candlelight dinner at Sidney Willoughby Run, located at 730 Chambersburg Rd., Gettysburg. The event will include

dinner created by Chef Neil Annis and a live auction. Chef Neil will visit with attendees and talk about his delicious creations served that evening. Tickets, \$100 each, will go on sale beginning in mid-April.

The Pennsylvania Chamber's

Educational Series continues with the Healthcare Roundtable on June 7, from 8am-12pm, at Sheraton Harrisburg-Hershey, Harrisburg, PA. Topics will include: Practical Steps for Complying with Healthcare Reform in 2013-2014.

The fee to attend is \$60 for PA Chamber members, \$85 for non-members, and includes a continental breakfast starting at 8am. Full registration, topics and speaker information is included online. You may register at www.pachamber.org/conf or call 877.866.8965.



From June 8 through August 18, Gettysburg National Military Park will offer a variety of free ranger guided programs that explore the Battle of Gettysburg, its aftermath, the Soldiers'

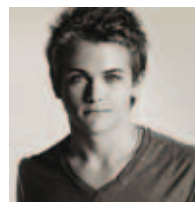
National Cemetery, Lincoln's Gettysburg Address, and the history of the park. Programs take place at the Museum and Visitor Center, on the battlefield, and in the Soldiers' National Cemetery, and last between twenty minutes and three hours, depending on the program. Visit www.nps.gov/gett, and/or www.facebook.com/GettysburgNMP for updates or changes.

On June 8 and 9, the National Park Service at the Eisenhower National Historic Site will commemorate the anniversary of the D-Day invasion. A special interpretive program presented by park rangers, Eisenhower and the Men of D-Day, will remember the



soldiers who landed on the beaches. Visitors will have an opportunity to learn about the D-Day invasion through a hands-on experience with equipment and uniforms. The program will be presented at 11:15am and 2:15pm both days. For more information call 717.338.9114 or visit www.nps.gov/eise.

The Gettysburg Festival is excited to have the Country Music Association's reigning "New Artist of the Year," Hunter Hayes, as the highlight of its 2013 event. Performing on June 14, at Gettysburg College's Memorial Field, tickets are \$30 and \$25 for general admission seating. Other major events throughout the 10-day event include: a lecture and luncheon with author, Jeff Shaara (*Gods and Generals*, *The Last Full Measure*); a feature concert with The Lettermen; and Phil Dirt Presents: Surfs Up! A Tribute To The Beach Boys.



The Gettysburg Foundation invites you to join them for their special

150th Battle of Gettysburg commemorative event, Salute to the States, highlighted with a special performance by renowned actor and playwright Stephen Lang, on July 1. Lang will perform his solo piece, THE WHEATFIELD, in which he, in the character of Medal of Honor Recipient James Jackson Purman, relates the events that transpired at the Battle of Gettysburg on July 2 and 3, 1863.

The Adams County Arts Council (ACAC) is pleased to announce the second annual Gettysburg Cook-off will be held on Saturday, July 13. The ACAC will partner with Gettysburg Bike Week. \$15 admission tickets will allow admittance to the cook-off, as well as entrance to all Bike Week events at Granite Hill Campground. Cook-off tickets will be sold for \$7 advance and \$10 at the door. For more information, visit www.adamsarts.org.



**eliminating racism
empowering women
ywca**

The 2013 Spirit of Gettysburg 5K run will take place on June 22, at 8am at the YWCA of Gettysburg and Adams County. The 5K

course passes the famous Eternal Peace Light Memorial. Walkers are welcome, there is a 50-minute time limit. Baby joggers are permitted at the rear of the pack. Fees are 5K is \$25 1-mi Fun Run/Walk is \$25. All Kids' Runs/Sprints/Trots (12 years and younger) are \$7. Call 717.334.9171 for more information.

SAVE THE DATE



PRESENTS THE

13TH ANNUAL COMMUNITY PRAYER BREAKFAST

WEDNESDAY, NOVEMBER 20, 2013

**at the Gettysburg Hotel, One Lincoln Square, Gettysburg
7:00am**

"When Good Leaders Lose Their Way"

The keynote speaker is Mark Whitacre who came to public attention in 1995 when, as president of the BioProducts Division at Archer Daniels Midland (ADM), he was the highest-level corporate executive in U.S. history to become an FBI whistleblower. For three years (1992–1995), Whitacre acted as an informant for the FBI, which was investigating ADM for price fixing. In apparent retaliation for his role as an informant, ADM investigated Whitacre's activities and, upon discovering suspicious activity, requested the FBI investigate Whitacre for embezzlement. As a result of \$9.5 million in various frauds, Whitacre lost his whistleblower's immunity, and consequently spent eight-and-a-half years in federal prison. Whitacre's story inspired the film *"The Informant,"* which stars Matt Damon.



Your Take Away will include:

- The ultimate real-life lesson in personal and business ethics
- The value of accountability
- The need to think long-term in all of your personal and business decisions
- About ALWAYS doing the right thing

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SEPTEMBER 7 & 8

NOON - 6 PM DAILY

GATEWAY GETTYSBURG COMPLEX

(INTERSECTION OF ROUTES 30 & 15)

95 Presidential Circle, Gettysburg, PA

Sponsored by **Adams Electric Cooperative, Inc., Graphcom, Inc., Gateway Gettysburg and Xente Media.**

VOLUNTEER APPLICATION

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

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

Complete the form below and return it to the Chamber office by faxing it to **717.334.3368** or e-mail to jenniferm@gettysburg-chamber.org or mail to : GACOC, 18 Carlisle Street, Suite 203, Gettysburg, PA 17325

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

Name: _____ T-Shirt Size: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Alternate Phone: _____

E-mail: _____

Emergency Contact: _____ Phone #: _____

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

AREAS: Please mark 1st, 2nd & 3rd Preference

☐ **Check In, Ticket & ID checks**
NOTE: this position requires standing.

☐ **Wine Glass Pickup**
NOTE: this position requires standing.

☐ **Merchandise**
NOTE: this position may require lifting.

☐ **Wine Pick Up**
NOTE: this position requires lifting.
Must be 18 or older.

☐ **Wine/Ice Runner**
NOTE: this position requires lifting.
Must be 18 or older.

☐ **Floater**
NOTE: this position will be asked to work where needed.

☐ **Parking**
NOTE: this position requires standing.

☐ **Set Up/Clean Up**
NOTE: this position requires lifting.

☐ **Gate Monitor**

SHIFT TIMES: DAYS:
Please mark 1st, & 2nd Preference

☐ 11am - 2pm ☐ Saturday

☐ 1:30pm - 4:30pm ☐ Sunday

☐ 3:30pm-6:30pm

Set Up/Clean Up Times

☐ Friday — Noon-3pm — 3pm-6pm

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

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

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

Sign: _____ Date: _____

LUNCH and LEARN Series

Hosted by:



FINANCIAL
CONSULATE

When: Wednesday, May 22, 12:15-1pm

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

RSVP: 717.334.8151 by May 21

TOPIC:

"Will You Outlive Your Money?"

Bring your lunch & questions!

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



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Hanover, PA 17331
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FAX: 717-630-2661

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MEMBERSHIP MIXERS 2013

THURSDAY, MAY 16
at **Children's Aid Society**

343 Lincolnway West
New Oxford
from 5-7pm

RSVP your attendance,
to the Chamber office at
717.334.8151, or
info@gettysburg-chamber.org
before May 11.



Congratulations to Paula Boehner, the winner of One Lincoln's penny jar promotion that took place during the March Mixer! Her guess of 4,500 pennies was closest to the actual number of 4,654.

Paula has won an overnight stay at the Gettysburg Hotel and dinner for two at One Lincoln.



DON'T MISS OUT...

BE A PART OF SOUTH CENTRAL PENNSYLVANIA'S
PREMIER WINE FESTIVAL!



SEPTEMBER 7 & 8, 2013

ADVERTISE IN THE EVENT PROGRAM

Why should you advertise?

- Full color, 24+ page, glossy program handed out to each attendee.
- Exposure to a captive audience of 8,000 attendees to the 2-day Festival.
- Festival is until 6pm, attendees and vendors will need something to do afterwards.
- Target audience is within a 2-hour driving radius of Adams County, so attendees are extremely likely to visit Gettysburg/Adams County again.

**Think about offering a coupon on a return visit.*

Ad Rates: Full Page - \$275
1/2 Page - \$150
1/4 Page - \$95

**Call the Chamber Office at 717.334.8151
for more information**

12th Annual GOLF OUTING

PRESENTED BY:



AT



6729 York Rd., Abbottstown, PA 17301

THURSDAY, JUNE 6, 2013

GOLFER REGISTRATION

Foursome & Hole Sponsor	\$450*
Foursome	\$400*
Individual Golfer	\$110*

*Includes greens fee, cart, range balls, prizes and a NY Strip Steak dinner.

SCHEDULE

Registration	11:00am*
Tee Time	12:30pm (Shotgun start)
Dinner	Approximately 5:30pm
Awards	Following Dinner

*Lunch is available at golfer's expense.

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GOLF OUTING REGISTRATION FORM

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invoice

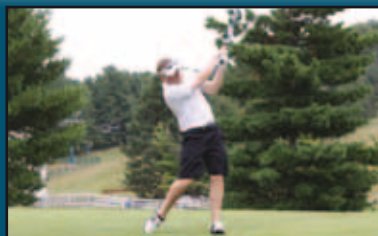
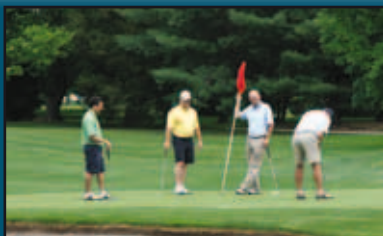
☐ Check
enclosed

PLAYER 1: Name: _____
Business: _____
Address: _____
Phone: _____
Email: _____

PLAYER 3: Name: _____
Business: _____
Address: _____
Phone: _____
Email: _____

PLAYER 2: Name: _____
Business: _____
Address: _____
Phone: _____
Email: _____

PLAYER 4: Name: _____
Business: _____
Address: _____
Phone: _____
Email: _____



Please register by May 30. No refunds! Return to: 18 Carlisle St., Ste. 203, Gettysburg, PA 17325



May 2013 Events

May 3

Membership Council Meeting, 8:30am,
Chamber office

May 6

Staff Meeting, 9:30am, Chamber office

May 6-10

Small Business Appreciation Week

May 7

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

May 8

Lunch & Learn Program Series,
12:15-1pm, "Using Mobile Promotions to
Attract Tourists" presented by Xente Media,
Chamber office

May 9

Legislative Team Meeting, Noon,
Gettysburg Eddie's

May 13

Staff Meeting, 9:30am, Chamber office

May 14

Executive Team Meeting, 7:30am,
Chamber office

Environmental Team Meeting, Noon,
Chamber office

May 15

DDE SSI Award Breakfast, 7:30am,
Adams County Tech Prep Consortium

Marketing Meeting, 12:30pm,
Chamber office

May 16

General Membership Breakfast, 7am,
The Lodges at Gettysburg

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

Membership Mixer, 5-7pm,
Children's Aid Society

May 20

Staff Meeting, 9:30am, Chamber office

May 22

Lunch & Learn Program Series,
12:15-1pm, "Will You Outlive Your Money?"
presented by Financial Consulate, Inc.,
Chamber office

May 23

BOD Meeting, 7:30am, Chamber office

May 27

Chamber Office Closed for Memorial Day

May 28

Mentor Meeting, 9am, Chamber office

Carrie Stuart, President of the Chamber
stands with the People's Choice Award
winner C&D Bar & Grill from New Oxford
at the Taste of the Town Event.





18 Carlisle St., Ste. 203 | Gettysburg, PA 17325
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Everyday Heroes
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