



A monthly publication of the Gettysburg Adams Chamber of Commerce



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

2013 Chamber Volunteer of the Year Named

The Gettysburg Adams Chamber of Commerce announced the 2013 Chamber Volunteer of the Year at the General Membership Breakfast on September 12, at the Eisenhower Inn & Conference Center. The recipient of the award was Deb Sites, Vice President and Business Banking Officer at ACNB Bank.

Deb has been involved with the Chamber for over 10 years. During that time she has given her time in the following areas:

- Basket Bingo Planning Committee – 2007-2011 and volunteered during the Basket Bingo event each year as well.
- Membership Council – 2003-Present
- Taste of the Town – Just joined in 2013
- Deb is a presenter at the New Member Orientations, which are held three times a year.
- Volunteers at the Membership Breakfasts at the registration table, or selling raffle tickets. She also sits with new members at the breakfasts and introduces them to other members.
- Volunteers at the Membership Mixers at the registration table.
- In 2007, Deb placed phone calls for the Membership Campaign.
- Volunteered for the Gettysburg Wine & Music Festival in 2008 & 2010.
- August 2011, participated in the mini-calling campaign.
- Top volunteer recruiter of new members.

There are a lot of volunteers who are dedicated to the Chamber, but none fulfill the Chamber's mission and goals more completely than Deb!

Congratulations Deb on a well-deserved honor. The Chamber staff certainly appreciates all that you do for the Chamber!



Deb Sites, pictured above in red, was named the 2013 Chamber Volunteer of the Year at the General Membership Breakfast on September 21.



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.

***Dave Campbell, Treasurer**

Graphcom, Inc.

***S. Gregory Allen**

Celebrate Gettysburg

***Mary Bottorf**

Hartman & Yannetti

***Darlene A. Brown**

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

Emried Cole

Lutheran Theological Seminary
at Gettysburg

Norris Flowers

Gettysburg Convention &
Visitors Bureau

Ryan Fox

Financial Consulate, Inc.

Amanda Hollabaugh

Hollabaugh Bros., Inc.
Fruit Farm & Market

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

Sherry Wisor

Wisor HR Consulting

***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

Kaylee Sites

Marketing Assistant
kaylees@gettysburg-chamber.org

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Monday-Friday, 9am-5pm



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Michael Calderone

Michael Calderone Company

220 N. Fifth St., Unit 26
McSherrystown, PA 17344
717.318.8148

FAX 717.698.3492

info@michaelcalderoneco.com

www.michaelcalderoneco.com

Professional Services----Marketing/
Promotional Items

Duane Hesse

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125 Pinto Dr.
Pittsburgh, PA 15239
412.793.1792

pcm80@primerica.com

www.primericabusinessopportunity.com

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Legal Guidance - Labor Provisions

Dol.gov/ebsa/healthreform

US Gov't. Business Portal

Business.USA.gov

From the Desk the Chamber President



I'd like to take this opportunity to thank the 80+ volunteers, Board of Directors and staff for their countless hours dedicated to the 2013 Gettysburg Wine & Music Festival. Hands down this was our best year yet thanks to a rain-free week and beautiful weekend!

More than 10 years ago, the Board of Directors identified a need for one project or program that would lend an economic benefit to our members, while showcasing our area to visitors. Additionally, it had to be a program that would generate revenue for our organization. After much discussion and analysis of options, the Ways and Means Committee presented the idea of a wine festival to help feature a part of the agriculture industry in Adams County.

The Festival has become the Chamber's highest non-dues revenue generating program or event. I mention this because this is what allows the Chamber Board to hold the line on significant increases in membership dues and registration costs for programs; and it allows the Chamber to increase programming activities for members such as the County Connections breakfasts and Small Business Appreciation Week.

So again, thanks to all of those who have given support to the Gettysburg Wine & Music Festival so that we can offer more to the local business community.

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:

AgChoice Farm Credit
Americana Souvenirs & Gifts
Edward Jones-Frank Pizzuto, AAMS
Hanover Hospital/Hanover HealthCare PLUS
New Oxford Mechanical Services & Adams County Truck Repair
PA State Constable - Franklin Township
Shippensburg University Small Business Development Center
Tail Chasers Grooming

New Board Members

Please join us in welcoming two of the newest members of the Board of Directors of the Gettysburg Adams Chamber of Commerce. Both of these individuals will serve terms through December 31, 2014.

Amanda Hollabaugh manages the shipping/gift basket division of Hollabaugh Brothers, Inc. Fruit Farm & Market, in addition to working in the retail market. Hollabaugh Bros., Inc. is a three-generation, working family farm.



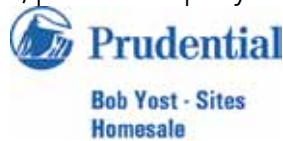
Sherry Wisor, PHR is President of Wisor HR Consulting, LLC, a full service, fully insured Human Resources Consulting group for businesses of any size.

Member News



Toni Dufficy has been selected as the new Chief of Interpretation at **Gettysburg National Military Park and Eisenhower National Historic Site**. Dufficy has served as the Chief of Interpretive Planning at the National Park Service's Harpers Ferry Center since 2005. The Chief of Interpretation position oversees the interpretive, educational and visitor service activities at both Gettysburg and Eisenhower parks, including planning, operations, and evaluation, selection and training of personnel and coordinates with park partner organizations in providing Interpretation and Visitor Services to the public.

Homesale Realty Services Group, Inc., parent company of **Prudential Bob Yost-Sites Homesale**, has been selected as one of Central Penn Business Journal's 50 Fastest Growing Companies. Every year, the Central Penn Business Journal ranks the region's fastest growing companies based on revenue growth over the past three years. Homesale's combined revenue growth over the previous three years from all of its divisions: real estate, title, mortgage, insurance, property management and relocation contributed to this award.



The **Manufacturers' Association of South Central Pennsylvania** is announcing that the Board of Directors has approved a new name for the organization, the **Manufacturers' Association**. The Manufacturers' Association was founded in 1906 as the Manufacturers' Association of York, Pennsylvania changing the name to **Manufacturers' Association of South Central Pennsylvania** in 1989, and is a provider of a wide portfolio of benefits and services to employers in the south central Pennsylvania region.



Staub, Riggs, & Collins Insurance Agency in Littlestown is participating in a food drive with the Harrisburg Branch of Erie Insurance. They are asking for your help to stock the Central PA Food Bank. SRC will be collecting non-perishable canned and boxed food items between September 1 and November 18, in their office located at 1 S. Queen St., Littlestown. Monetary donations will also gladly be accepted by checks made out to the Central PA Food Bank. Let's do our part to help our neighbors, friends, and family.



C.S. Davidson, Inc. is pleased to announce that **Kerryn E. Fulton, P.E.** has received her Professional Engineer license from the State of Delaware. With the addition of Delaware,

Ms. Fulton brings her total state registrations to four including Pennsylvania, New Jersey and Maryland. Fulton serves as the Chief Operating Officer, providing leadership and guidance to the firm, ensuring that operations are conducted in accordance with approved policies.



Stock and Leader, LLP, welcomes Attorney Leigh Dalton to the firm's School Law Group. Prior to joining Stock and Leader, Leigh served as the Director of the York County Truancy Prevention Initiative, a program of the United Way of York County, in partnership with the York County Bar Foundation. In that role, she was responsible for providing training and education on truancy to audiences across the state, including York County's sixteen school districts.



Prudential Bob Yost Homesale Services and Prudential Bob Yost-Sites Homesale recently hosted their 1st annual Hanover/Gettysburg Golf Tournament fundraiser, at **Flatbush Golf Course** in Littlestown, and raised over \$5,000 for the Sunshine Kids organization. Founded in 1982, the Sunshine

MASQUERADE PARTY 2013

BROADWAY
and all that Jazz

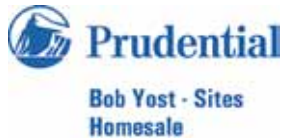
**FRIDAY OCTOBER 25
8:00PM
GETTYSBURG HOTEL
COLGAN-HIRSH AND
THE SLAMMIN' HORNS
CABARET PERFORMANCES
SILENT AUCTION ITEMS
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3RD DISTRICT
L&H
M
ESSIS & BONS
MEMBERS
71
Gettysburg

Member News

Kids is a non-profit organization that is dedicated to helping kids with cancer. The Golf Tournaments and additional events are part of a series of annual events to benefit the Sunshine Kids.



The 19th class of Forty Under 40 award recipients has been announced. All 40 business leaders are under the age of 40 and were chosen because of their commitment to business growth, professional excellence and community service in Central Pennsylvania. The following Chamber members had employees that were named to the list: Sherry M. Cracium-Bolin, CPA, Principal, Rager, Lehman & Houck, P.C., W. Casey Deller, P.E., Project Manager & Technical Services Manager, C.S. Davidson, Inc.



The YWCA Gettysburg & Adams County has received a \$10,000 grant from the Comcast Foundation to support STEM Savvy, an after-school program that encourages high school girls to explore scientific fields. STEM Savvy is also supported



by the following local businesses and organizations: Thrivent Financial for Lutherans; United Way of Adams County; Gettysburg Smiles; Adams Electric Cooperative, Inc.; Comcast; Community Benefits Real Estate; Computer Works; Confederate Woods Veterinary Hospital; Eisenhower Inn and Conference Center; Emmitsburg Veterinary Hospital; Gettysburg Diagnostic Imaging; Graphcom; Historic Gettysburg Hotel; Dr. Null, Seidel, and Dental Associates; Realty Leasing & Management Co.; Susquehanna Bank; and WellSpan Health-Gettysburg Hospital.

The Adams County SPCA received a grant from Community Aid for \$25,000. The SPCA partners with Community Aid, and the clothing bins throughout Adams County make this donation possible. The SPCA is a private non-profit organization that receives only approximately 3% of its annual operating budget of \$500,000 from Adams County. They also receive donations from several townships/ municipalities for their much needed services, but continue to struggle to support the task of caring for the many animals that come through the doors.

**eliminating racism
empowering women
ywca**

Chamber member Terrie Wagner has accepted a new position as Account Executive of Digital and Print Solutions at PA Media Group. Wagner is a resident of Hanover, Pennsylvania and has 20 years of sales experience. She specializes in digital advertising solutions, internet display ads, search engine marketing, search engine optimization and social media marketing. "Working with small businesses in the area is my passion," Wagner says. "Now I have the chance to help them attract more business using effective and efficient, targeted, digital advertising solutions."



From left to right: Nancy Yang, SPCA Board Member, Community Aid Representative, and Joan Stremmel, President of SPCA.

and efficient, targeted, digital advertising solutions."



LUNCH and LEARN Series

Hosted by: **Avalon FOSTER**

When: Wednesday, October 9, 12:15-1pm
Where: GACOC Office, 18 Carlisle St., Ste. 203
RSVP: 717.334.8151 by October 8

TOPIC:

"Leading High-Performance Teams"

*Bring your lunch and questions!

Parking is available in the Race Horse Alley Garage

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

Free Admission!

OCTOBER 20
NOON-4PM



Featuring

- Live Music by Hard Swimmin' Fish
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Swap & Sale Hours: October 19 8am-4pm October 20 (Fall Fest) 9am-4pm

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**Chamber members receive
a 10% discount**
on snow removal services
for the 2013-2014 winter season
for their home or business.



Member Spotlight

Michael Calderone Company



The Michael Calderone Company was formed as a privately held corporation on August 15, 2012 to serve the needs of business, industry, non-profit, and school markets as a promotional products company. Primarily, the firm's market reach has been currently concentrated in the local and regional area, but we also claim university and organizational clients in many locales.

The company actually has over 35 years experience in their marketplace, due to the people who formed the firm. Michael Calderone Company was originally formed as a School fundraising firm in August, 2011 focusing mainly on flip-flops by NEET FEET. Michael Calderone Fundraising was subsequently merged within the next year with the Michael Calderone Company.

We still carry a variety of those flip-flops, as well as our boot line and slipper line, but have now branched out into mugs, tote bags, license plate holders, tumblers, writing instruments, glassware, foam cheering supplies for colleges and high schools. We also carry a number of polo, t-shirt, and other wares from the likes of Gildan® Nike® Golf, and Sport-Tek® apparel.



Our firm believes in working as a team. We believe in our Mission: "To be only the Finest in promotional marketing products and services". We do this by following the "Golden Rule" and exhibiting Honesty, Promptness, Courtesy, and Professionalism while finding a Return On Investment (R.O.I.) for our CLIENTS, TEAMMEMBERS, and SHAREHOLDERS.

As a part of continuous improvement and being a good overall corporate citizen, the firm even felt in order to be successful it was best to have a Board of Advisors, which consists of our general counsel, our accountant, a retired school administrator, and a retired Chamber of Commerce President and CEO. These people serve as the eyes and ears to us in formal decision making. Sometimes



having more heads in the process, truly works!

Michael Calderone is proud to have recently joined the Gettysburg Adams Chamber of Commerce and wishes you all much success with your businesses. Just remember we are always here to serve you in a laid back, friendly manner, where flip-flops are encouraged! We are proud to be one of Adams County's foremost new industries.

Michael Calderone Company

Promotional Products

220 N. Fifth St., Unit #26, McSherrystown, Pennsylvania 17344

Telephone: 717.318-8148 Fax: 717.698.3492

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Community Partners

GARMA Gift Certificates Help Local Businesses and Employers Grow

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



Gettysburg Area Retail Merchants Association

The Gettysburg Area Retail Merchant's Association (GARMA) mission is to help create, promote, advertise, and represent the better business interest of the membership of the organization. GARMA is a consortium of local businesses who believe that healthy businesses create a healthy community and help create good jobs for people within the community. Currently, GARMA has over eighty members representing a number of retail stores, restaurants, financial institutions, transportation, media, attractions, service providers, non-profits and overnight accommodations.

You can help support the local economy by buying, giving, and using GARMA Gift Certificates which are honored at most of the group's member locations. GARMA Gift Certificates are available in denominations of \$5, \$10, and \$20 each to allow you maximum flexibility in choosing the size of your gift, while providing maximum flexibility for the recipient when redeeming your gift at participating GARMA members. You may purchase GARMA Gift Certificates at T&S Menswear on Chambersburg Street, the Gettysburg Gift Center on Steinwehr Avenue or Go-in' Postal at the Gettysburg Outlet Center on Baltimore Pike.

The next *1st Friday- Gettysburg Style* is slated for Friday, October 4, when participating members will be open extended hours and offering specials, discounts, extra hospitality, and unique events for your savings, participation, and enjoyment. The theme for the evening will be "*Salsa on the Square*" and is presented in collaboration with Project Gettysburg-Leon Sister Cities. The celebration will feature salsa music, a performance of Mexican folklore, children's games and activities, dancing and much more taking place on Carlisle Street between Lincoln Square and the railroad tracks, 5:30-10pm. Plan now to shop, dine, and enjoy a fine cultural experience in Gettysburg on *1st Friday*, October 5, beginning at 4pm at participating GARMA members across Gettysburg, and ending at 10pm on Carlisle Street.

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Program Updates



Join us for a networking opportunity to help you expand your connections throughout Adams County. The **County Connections Breakfast Program** is scheduled for October 10, 7:30am, at the Littlestown YMCA, 95 Keystone Street. In addition to an informal networking round table, the program will feature recognition of members celebrating milestone anniversaries of Chamber membership. The deadline to register is October 3.

Does your name say it all? In today's cluttered advertising world, it is often hard to be noticed - even harder when people don't know exactly what you do. With an upgraded listing with the **Gettysburg Adams Chamber of Commerce Online Business Directory** you can solve that issue. For only \$25, a description of your business will appear with your basic listing. Not only does this define who you are - it makes you stand out from those who haven't made this small investment. Where else can you advertise for an entire year for only \$25? Contact Jennifer McCleaf at 717.334.8151 or



jenniferm@gettysburg-chamber.org today to make this small investment that will make your business stand out in the Online Business Directory.

The Awards Team is seeking nominations for the 2013



Photo by:
Leer Photography

Amelia Contreras was the recipient of the 2012 Citizen of the Year Award.

Outstanding Citizen of the Year. Take this opportunity to nominate someone that you believe displays outstanding commitment to serving Adams County area via

active participation in efforts to better the community. Completed forms are due to the Chamber office by October 17. The nomination form can be found on the Chamber's website - www.gettysburg-chamber.org - or by calling the Chamber office at 717.334.8151. The recipient will be announced at the Annual Meeting on November 7.

ACEEF Adams County Economic Education Foundation

Updates

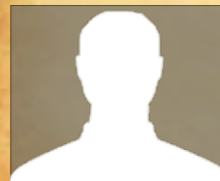
GTECH 106 - What is it?

Do you know a high school Senior that is interested in business? Have them ask their school counselor about scheduling **Introduction to Manufacturing and Business** class in the Spring.

This is a dynamic "college in the high school" course offered through **HACC-Gettysburg**. The course is lead by Dr. Chris Esgar who relates the classroom studies out into the business visits to make a real learning experience for the students. Students who enroll are eligible for high school and college credits for the course.

Any student in Adams County is welcome to enroll including private schooled or home schooled. For more information please contact Edith at 717.334.8151 or edithw@gettysburg-chamber.org.

WANTED



MENTORS! MALE AND FEMALE

Only a few hours monthly to speak with or visit with a high school student who is in need of a little attention and guidance.

Needed for students attending Gettysburg High School, Fairfield High School and Bermudian Springs High School.

REWARD

Knowing that you have made a difference in a young person's life.

For more information please contact Edith at 717.334.8151 or edithw@gettysburg-chamber.org.

LUNCH and LEARN Series

Hosted by:



Marama Local Marketing Services

When: Friday, October 11, 12:15-1pm

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

RSVP: 717.334.8151 by October 10

TOPIC

“Dynamic QR Barcodes”

***Bring your lunch and questions!**

Parking is available in the Race Horse Alley Garage

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

Sprint

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) 841-4105



MEMBERSHIP MIXERS 2013

**THURSDAY, OCTOBER 17
5-7PM**

Please join the staff of the beautiful Hilton Garden Inn-Gettysburg, located at 1061 York Road in Gettysburg, for the October Membership Mixer on Thursday, October 17, from 5-7pm. The festive Halloween themed party will be held in the General's Ballroom. Refreshments and non-alcoholic beverages are compliments of the The Garden Grille & Bar, the restaurant located inside of the hotel. A cash bar will be available. RSVP your attendance to the Chamber staff, 717.334.8151, before October 10.



Thank you to Fabios Events & Catering for hosting the Membership Mixer in August at the Iron Masters Mansion!



Do You Need a Business Coach?



According to an American Management Association survey, there are several key services that speak to the business community about surviving a slow economy better than others. One of those services is business coaching. A business coach is a person who wants to help business leaders and businesses succeed. *A business coach knows this passion and desire to help is essential in building a sense of trust and partnership with a business leader.*

A business coach oftentimes takes on the role of a mentor and helps a business leader or owner formulate a Vision and Strategic Plan to set the expectations for the business to profitably succeed. A business coach can assist with developing employee incentive and benefit programs that can minimize employee turnover and reduce operating costs. A business coach can work with the individual business owner to develop a set of Income, Lifestyle, Wealth and Equity (ILWE) goals to achieve through his business or potential business. The most important job of the business coach is then holding the business owner or leader accountable for attaining those goals mentioned above. This will require having an honest conversation with the business owner or leader in a caring, thoughtful manner –these conversations are called “carefrontations;” but if the trust is built, it becomes less difficult.

Business leaders and owners today are looking for leadership, relationship and opportunity. Business coaches follow well-established discovery processes that will help you, the business owner or leader, have increased confidence in a business coach’s ability to relate to their situation and help them make progress.

Over the next several months, you will be presented with a series of articles in which I discuss “8 Reasons Why You Need a Business Coach”; “The Role of the Business Coach”; and lastly, “Why You Should Get a Business Coach”! *Remember, if running a business were easy, then everybody would be doing it! Creating the right game plan for success and profitability is challenging, requires hard work, and requires putting the right team together - a business coach can help you create and develop that winning team!*

Jeff Rock, Jeff Rock Consulting, LLC
(717) 387-1746 • jeffrock60@yahoo.com

Green Business Recognition



MISSION:

The mission of the Gettysburg Adams Chamber of Commerce’s Green Recognition Initiative is to recognize and promote businesses that are committed to and engaged in environmentally responsible operations and practices, also known as “green” business practices.

PLEDGE:

Recipients of the Green Business Recognition pledge to continually strive toward environmentally safe and sustainable business practices and operations to ensure that Adams County in environmentally healthy and viable. Members also pledge to meet all existing federal, state and

local environment regulations.

CRITERIA:

- Businesses representing 100 or more employees must meet at least one green practice in each of the 6 categories.
- Businesses representing 99 or fewer employees must meet at least one green practice in 4 of the 6 categories.

NOMINATION PROCESS:

- Nominations will be accepted throughout the year and reviewed for acceptance by the Chamber’s Environmental Team.
- Businesses must re-apply every 2 years to maintain qualification as a Green Business Member.

Call 717.334.8151 for a nomination form.





and



PRESENT

The 13th Annual COMMUNITY PRAYER BREAKFAST

Corporate
Sponsors:



Wednesday, November 20, 2013

7-7:30am-Networking & Breakfast Buffet • 7:30-9am-Program
at the Gettysburg Hotel

“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. 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

Cost is \$15 per person - Tables of 10 are available

Parking for the Gettysburg Hotel is available in Race Horse Alley Parking Garage.

Reservations for 13th Annual Community Prayer Breakfast - November 20, 2013

Return this form to the Gettysburg Adams Chamber of Commerce, 18 Carlisle Street, Suite 203, Gettysburg, PA 17325, with a check payable to: **Gettysburg Adams Chamber of Commerce**, or call the Chamber office at 717.334.8151. No refunds after November 13, 2013. No shows will be billed.

No. attending: _____ Check enclosed for \$ _____

Names of those attending:

Business Name: _____

Address: _____

Address: _____

Phone: _____

Email: _____



One thing is undeniable; the success of this event is not possible without the efforts of so many individuals and local businesses. Special thanks to the following that offered their time, talents and products/services to the 2013 Gettysburg Wine & Music Festival:

Battlefield FFA:

Kayla Mayers
 Matt Wagner
 Monica Fleshman
 Amber Wenschhof
 Sage Rodrequiz
 Dakota Miller
 Vera Shaffer
 Brooke Fravel

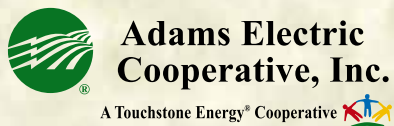
Greg Allen
 Theres Alfano
 Marilyn Brannen
 Darlene Brown
 Frank Buhrman
 Dave Campbell
 Mark Clowney
 Stacey Green
 Steve Higgs
 Cris Hubbard
 Kirsten Hubbard
 Tracy Jenkins
 Bryan Johnson
 Kathleen Kiick
 Pete Martin
 Nathan McCleaf
 Judi McGee
 Josh Mingle
 Stephanie Mummert

Ruth Ann Orndorff
 Jonathan Patrono
 Frank Pizzuto
 Larry Plank
 Hans Schreiber
 Matt Sheads
 Jonathan Stiles
 Carrie Stuart
 Craig Stuart
 Edith Waldron
 L & H Mechanical & Electrical
 Services
 BG&H Investigators
 Xente Media
 Schmuck Lumber Co.
 Adams Electric Cooperative, Inc.
 Gateway Gettysburg
 Eicholtz Co.
 FirstData
 Noteworthy Music
 C.S. Davidson, Inc.
 Capital BlueCross
 Comcast
 iNet Technology Group
 Wide Open Communcations
 Susquehanna Style
 Graphcom, Inc.
 High Peak Tent Rentals

Picture This Portraits & Special
 Events
 Gettysburg Times
 Roaring Springs
 Dougherty's Ice
 Gettysburg Convention & Visitors
 Bureau
 TimBar Packaging & Display
 Waste Management
 Fire Police and EMT's from the
 Gettysburg Fire Department
 B-There Environmental Services, LLC
 Adams County Housing Authority/PA
 Interfaith Community Programs, Inc.
 Knouse Foods Cooperative, Inc.
 Golf Cart Services
 York Adams Transit Authority
 Grannie's Attic
 Baladerry Inn
 1863 Inn of Gettysburg
 Courtyard by Marriott
 Wyndham Gettysburg
 + more than 200 Chamber members,
 friends and family members that served
 as ticket sellers, wristbanders, ice/wine
 runners, etc.



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Community News



Join the Friends of Gettysburg for the annual Fall Muster on October 11 & 12. Included are battlefield tours, lectures, Friends of Gettysburg merchandise, a banquet lunch, plus news about the Gettysburg Foundation. This two-day event of tours and programs will be held at the Wyndham Gettysburg Hotel, 95 Presidential Circle, Gettysburg. Rooms have been reserved a special rate of \$139 plus tax exclusively for the Fall Muster weekend, please call 717.339.0020 or 866.845.8885.

Now is the perfect time to start preparing for the 7th annual ENCORE Breast Cancer Awareness 5K, on October 12, at 8:30am. The YWCA of Gettysburg & Adams County's beautiful fall run to support the YW's breast cancer support group and other local breast cancer causes. Register at the front desk at the Y or visit www.active.com. The YWCA Gettysburg & Adams County is dedicated to eliminating racism, empowering women and promoting peace, justice, freedom and dignity for all.

**eliminating racism
empowering women
ywca**



Enjoy the Apple Butter Festival at Cross Keys Village - The Brethren Home Community on October 12, from 10am-2pm, at the Nicarry Parking Lot and Meetinghouse. The Replogle family will make apple butter the old-fashioned way in a large pot over a wood fire, while craft dealers offer a variety of items for sale, and classic car owners will display their vehicles. Apple butter and fresh-baked bread will be available for sale. Call 717.624.5203.

The Builder's Association of Adams County (BAAC) will be hosting a 200 Club Raffle/Dinner on October 17, at the Gettysburg Eagles.



Doors will open at 5:30pm and dinner begins at 6pm. Only 200 tickets will be sold and the top prize is \$500. \$20 donation includes a cold buffet and beer. You must be a ticket holder to attend the drawing. For tickets or more information, call 717.337.5144. Visit www.adamscountybuilders.com.



"An Evening in the Cellar," is happening at the Inn at Herr Ridge on October 18. They are opening the rooftop and wine cellar for a fall celebration. Enjoy a 7-course French Wine Dinner. Seating is limited to 20 people. Cost for the 7-course dinner with wine is \$150. Cocktails are at 6pm, and dinner will be at 6:30pm. For reservations, call 717.334.4332.



Environmental managers now must juggle a vast array of management issues with less staff and fewer resources. That's why the Pennsylvania Chamber has totally revamped the fall environmental conference into the Core Environmental Series: Environmental Audits; Simple Solutions for Paperwork; Spill Prevention Policies; Recycling Electronic Waste and Surviving Inspections on October 22, in Harrisburg. The fee is \$295 for PA Chamber members, \$345 for non-members. Register at PAChamber.org/conf or call 877.866.8965.

Strawberry Hill Nature Preserve is offering a Natural Arts & Crafts Fall program at the Preserve. Candle Making will be held on October 24, from 7-8:30pm. Have you ever considered how candles were made two hundred years ago? Space is limited to 8 participants. All materials will be provided for one take-home piece per person. Pre-registration is required by October 21. Cost is \$20 for members and \$25 for non-members.



Come as you aren't! The Adams County Arts Council presents its annual Masquerade Party with the 2013

LUNCH and LEARN Series

Hosted by:



*Marama Local
Marketing Services*

When: Friday, October 25, 12:15-1pm

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

RSVP: 717.334.8151 by October 24

TOPIC:

**"Understand Your
Ideal Customer
Profile"**

***Bring your lunch and questions!**

Parking is available in the Race Horse Alley Garage

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

Community News

theme of 'Broadway and All That Jazz.' The Party will be held October 25, at 8 pm at the **Gettysburg Hotel** and features the Colgan Hirsh Band with the Slammin' Horns, numbers from the musical Cabaret performed by the **Gettysburg Community Theatre**, silent auction, costume contest with cash prizes, Tarot readings. Order tickets online at adamsarts.org or call 717.334.5006.



COLLABORATING FOR YOUTH

Doing what works in Adams County

On October 26, from 10am-2pm, local and state police are partnering with Collaborating

For Youth, local fire departments, government and environmental agencies, and area health organizations to conduct the 7th Adams County "TAKE BACK" medicine collection. Collections sites are:

- Gettysburg Area Recreation Park
 - Alpha Fire Co. #1
 - Bermudian Springs School Complex
 - Biglerville Hose and Truck Co. #1
 - Eastern Adams Regional Police Station
 - Fairfield Fire & EMS Department
- Call 717.338.0300 x 24 for more information.

SBDC Small Business Development Center (SBDC) at Shippensburg University is holding two workshops at the Chamber office, 18 Carlisle Street, Suite 203, Gettysburg, on October 29, from 1-4pm. These workshops will help aspiring entrepreneurs to begin the process of successful business ownership including evaluating business ideas, developing a business plan, and exploring financing options. Attendees will learn: unique lifestyle requirements involved in owning a business, how to develop a business plan, and other information.

The **Pennsylvania Chamber's Tax Roundtable: Pennsylvania Tax Update, PA Tax Appeals Process and Tax Implications Related to the Affordable Care Act** will be held from 8am-noon on November 8, at the Sheraton Harrisburg-Hershey, Harrisburg, PA. Top tax and finance attorneys will help businesses understand the steps they should take in order to stay on top of tax compliance this year and in 2014. The fee is \$60 for PA Chamber members, \$80 for non-members. Register at PAChamber.org/conf or call 877.866.8965.



The 150th Anniversary of the Gettysburg Address (Dedication Day) will be held on November 19, from 9am-noon, at the

Soldiers' National Cemetery. The event will feature prominent speakers, the annual recitation of the Gettysburg Address, and candidates taking the Oath of Citizenship. Sponsored by the Lincoln Fellowship of Pennsylvania, in partnership with the Gettysburg Foundation. It is free and open to the public. For more information, please visit www.lincolnfellowship.org or call 717.338.1243.

The **Gettysburg Festival, Inc.**, is gearing up for its 4th Annual Gingerbread Celebration & Holiday Mart to be held




December 6 and 7, at the Gettysburg campus of Harrisburg Area Community College (HACC). Featuring an exhibit of gingerbread houses and gingerbread men made by area residents and businesses, the Gingerbread Celebration is a fundraiser for non-profit organizations, Gettysburg Festival and Survivors, Inc. Free and open to the public.




Fabio Carella of **Fabio's Events & Catering** has organized a Culinary Tour to Tuscany, where he will be your personal chef and tour guide every day. And he would like to give a once-in-a-lifetime opportunity to a very special and


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Raymond B. Weiss, MD



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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

Community News

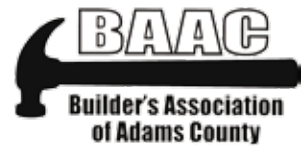
deserving person! Do you know someone that is able to inspire other people, and despite difficulties, have always put others first? A person that gives to others without expecting anything in return, and deserves to be rewarded with a week of relaxation and fun in the beautiful Tuscany? Take a moment out of your day to nominate a friend, family member or colleague for this amazing opportunity. The Grand Prize, valued at over \$4,000, is inclusive of; accommodations at an Italian Villa for one week, food, wine tasting, participation in all activities and roundtrip airfare to Florence. Visit www.fabiosevents.com for details – the deadline to submit an entry is midnight on November 30, 2013.



The Battlefield District of the New Birth of Freedom Council, Boy Scouts of America is proud to announce the 2013 Gettysburg Good Scout Toast community honoree is Mrs. Carrie Stuart. Carrie is currently the president of the Gettysburg Adams Chamber of Commerce and is a true example of citizenship, leadership and community pride. To celebrate this occasion, a reception will be held on

November 1, at the Historic Gettysburg Hotel. The event will begin at 6pm and the cost to attend is \$75 per person and the evening will include fellowship, refreshments and an open bar. This special event will also serve as a fundraiser for the Boy Scouts of America with all of the proceeds raised support the local scouts in Adams County for activities such as day camps, weekend camping events, and trainings. Sponsorships to support the event are also available and anyone wishing to attend or be a sponsor should contact District Executive John Blasius at 717.827.4571 or John.blasius@scouting.org or Good Scout Toast Chairman Harry Hartman at 717.253.9403 or hhartman@gburgtimes.com.

The Builder's Association of Adams County is holding the 200 Club Raffle/Dinner on October 17, at the Gettysburg Eagles, 61 N. Fifth Street. Doors open at 5:30 and dinner begins at 6pm. The top prize is \$500 cash! To get your \$20 ticket, which includes a cold buffet dinner and beer, call 717.337.5144. Only ticket holders can attend the drawing.



2014 Chamber Mixer schedule - 5-7pm	JANUARY 16 Tripwire Operations Group, 1685 Baltimore Pike
	FEBRUARY 20 Eisenhower Hotel/Aspire, 2634 Emmitsburg Rd.
	MARCH - OPEN
	APRIL 17 Confederate Woods Veterinary Hospital, 10 Confederate Dr.
	MAY 15 Gettysburg Community Theatre, 49 York St.
	JUNE 19 Battlefield KIA, 85 V-Twin Dr.
	JULY - OPEN
	AUGUST 21 YWCA of Gettysburg/Adams County, 909 Fairfield Rd.
	SEPTEMBER 18 Adams County Community Foundation at LTSG Refectory, 148 Seminary Ridge
	OCTOBER 16 Adams County SPCA, 11 Goldenville Rd.



These restaurants have pledged a portion of their profits October 7-12 to support our capital renovation:

<p>Monday *Buffalo Wild Wings Scozzaro's</p>	<p>Wednesday *Buffalo Wild Wings Scozzaro's</p>
<p>Tuesday Battlefield Brew Works Scozzaro's The Pike Restaurant Ping's Cafe</p>	<p>Thursday Dutterer's Family Restaurant *Mr. G's Ice Cream Parlor Scozzaro's</p>
<p>Friday Pizza 2 U Historic Fairfield Inn</p>	<p>Saturday Olivia's Restaurant Fall Picnic Historic Fairfield Inn</p>



You can do a good deed for homeless and animals and have great food by visiting these eateries on the above dates.



*Visit www.adamscountyspca.org to download coupon



October 2013 Events

October 2

Membership Orientation, 8am,
Chamber office

October 4

Membership Team Meeting, 8:30am,
Chamber office

October 7

Staff Meeting, 9am, Chamber office

October 8

Executive Team Meeting, 7:30am,
Chamber office

Environmental Team Meeting, Noon,
Chamber office

October 9

Lunch and Learn Program Series: "Leading High-
Performance Teams," presented by Avalon Foster,
12:15-1pm, Chamber office

October 10

County Connections Breakfast, 7:30am, Littlestown
YMCA

Legislative Team Meeting, Noon,
Gettysburg Eddie's

October 11

Lunch and Learn Program Series: "Dynamic QR
Barcodes," presented by Marama Local Marketing
Strategies, 12:15-1pm, Chamber office

October 14

Staff Meeting, 9am, Chamber office

October 15

Mentor Team Meeting, 9am, Chamber office

October 16

Marketing Team Meeting, 12:30pm,
Chamber office

October 17

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

Membership Mixer, 5-7pm, at Hilton Garden Inn-
Gettysburg

October 21

Staff Meeting, 9am, Chamber office

October 24

BOD Meeting, 7:30am, Chamber office

October 25

Lunch and Learn Program Series: "Understanding
Your Ideal Customer Profile," presented by Marama
Local Marketing Strategies, 12:15-1pm, Chamber
office

October 28

Staff Meeting, 9am, Chamber office

Senator Rich Alloway, Jim Cramer of the Adams County Tech Prep Consortium, Doran Condon & Hilary Thomas from the South Central Workforce Investment Board, Chamber President Carrie Stuart and Representative Dan Moul pose for a photo following the September 12 General Membership Breakfast at the Eisenhower Hotel.





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