

# CHAMBER

# Chat

December 2013

A monthly publication of  
the Gettysburg Adams  
Chamber of Commerce

UNITED STATES CHAMBER OF COMMERCE  
**ACCREDITED**

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**Also: President's Message,  
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## 2013 Outstanding Citizen Named

The 2013 Outstanding Citizen of the Year award was presented at the Gettysburg Adams Chamber of Commerce Annual Meeting on November 7. The award is presented in recognition of exemplary volunteer service and contribution to our community. This year's recipient was Melissa Ferguson.

Melissa, the Director of Sales at the Hilton Garden Inn - Gettysburg, is an immense contributor to the betterment of her community. Just for 2013, Melissa's community service efforts total almost 150 hours. According to Christina Turley's nomination, that total is what others try to contribute in the span of several years. Being the mother of two young boys, she is very active in the Upper Adams School District where she is a member of the PTO; she helps run fundraisers and is Secretary of the Biglerville Youth Wrestling Club. What stunned her co-workers is when Melissa learned that there was no soccer coach for the AYSO soccer team, she stepped up to the plate to take the coaching position. Without ever coaching a soccer team before she got a coaching book, put in the hours to learn the rules and continued to coach the children as a team so they did not lose their season.



Pictured above is Melissa Ferguson and Christina Turley.



Pictured above is Melissa Ferguson and her family

Melissa is a high energy individual and commits 120% in all that she does. To name just a few of her volunteer efforts, she has participated in the Hilton Garden Inn's support of the Adams County Children's Advocacy Center's Child Abuse Awareness month by helping arrange the "Grow a Garden" program. This program teaches local youth how to garden and is located at the hotel. She has also given her time to other businesses such as the Gettysburg Convention and Visitors Bureau where she participated in the Town Clean up event.

"I absolutely believe she makes this community a better community and not only is she giving her time but taking the time to teach her boys the value of giving back, to ensure that future generations

*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.

**\*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

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

717.334.8151 | FAX 717.334.3368

info@gettysburg-chamber.org

gettysburg-chamber.org

**Office Hours**

Monday-Friday, 9am-5pm



**Robbie Teal**

**East Berlin Borough**

128 Water St.  
East Berlin, PA 17316  
(717) 259-9224  
ebsecretary@comcast.net  
www.eastberlinboro.com  
Government/Municipalities

**Sue Rebert**

**Keystone Custom Homes Inc.**

601 Mason Dixon Rd.  
Gettysburg, PA 17325  
(717) 359-0111  
suer@keystonecustomhome.com  
www.keystonecustomhome.com  
Contractors/Residential Services---  
Building & Construction

**Mary McGrath**

**TrueNorth Wellness Services**

624 W. Elm Ave.  
Hanover, PA 17331  
(717) 632-4900  
FAX (717) 632-3657  
mmcgrath@truenorthwellness.org  
www.truenorthwellness.org

### NOMINATIONS NEEDED

Nominations are being sought for the  
**16th Annual Environmental  
Stewardship Award.**

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

The award recipient will be announced  
at the February 13, 2014 General  
Membership Breakfast.



Adams Rescue Mission  
was awarded the 2012  
Environmental Stewardship  
Award this past February

# From the Desk of... the Chamber President



At last month's annual meeting I highlighted some of the successes of the Chamber from the past year. I would like to offer a brief recap here. As you know, the strategic plan focuses on four key areas that, we as a Chamber, need to ensure we follow.

Having a member focused culture is vital to this organization's success. Through your input the County Connections program was developed and we had a record attendance at the Littlestown program with over 70 attendees. Programs included in the Small Business Appreciation Week that was new in May covered material requested by members. Because of a more defined retention program, we can now boast of 94% retention of the current membership, as well as achieving over 2.5% growth..

Also, being a strong community partner is critical in supporting member needs. The Chamber fully supports the Adams County Economic Education Foundation which focuses on developing the future workforce. The Legislative Lunch allows the opportunity for members to directly engage with state and federal legislators. For the Small Business Appreciation Week, the Chamber partnered with the Gettysburg Rotary for the first time, to hold the kick-off program.

As with any business or organization, having a diverse revenue stream is what helps ensure financial sustainability. The Chamber partners with businesses to offer additional options to you, while providing revenue back to the Chamber. Additionally, programs such as the Gettysburg Wine & Music Festival and fundraisers like the Holiday Jackpot Raffle provide non-dues revenue critical to our sustainability.

At the May 2012 membership breakfast, the Chamber's new website was launched. Since then, we have continued to enhance the information available to members. In the coming months we will finalize an online member orientation that will allow potential members to access member benefits, while providing current members an educational tool for their new hires on how best to utilize the Chamber. Numerous businesses are offering educational sessions through the Lunch and Learn series. And, our partnership with the Small Business Development Center continues to be where new and existing businesses can access free business counseling. Providing a variety of resources to meet member needs is our goal!

I look forward to continuing to build on these successes in the coming year!

*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:*

Adams County Office for Aging, Inc.  
Adams County Winery  
Adams Electric Cooperative, Inc.  
APM Inc., True Value  
Bar-Ray Products, Inc.  
Bettina T. McBeth, D.M.D.  
Bream Orchards L.L.C.  
Bruster's Real Ice Cream  
C.S. Davidson, Inc. Consulting Civil Engineers  
Campbell & White  
Community Benefits Real Estate  
Dobbin House, Inc.  
Fairfield Area School District  
Family First Health  
Gettysburg College  
Gettysburg Group Reservations  
Gettysburg Lions Club  
Gettysburg Lutheran Retirement  
Village Lutheran Social Services of South Central PA

Gettysburg Tours, Inc.  
Glenn E. Simpson & Son, Inc.  
High Street Brews  
Hollabaugh Bros., Inc. Fruit Farm & Market  
The Horse Soldier  
The Inn at Herr Ridge  
International Paper  
Knouse Foods Cooperative, Inc.  
KPI Technology  
Littlestown YMCA  
Lutheran Theological Seminary at Gettysburg  
M & T Bank  
Martin's Family Shoes  
The Merchandiser KAPP Advertising Service, Inc.  
Monahan Funeral Home  
Moritz Machine & Repairs, LLC  
Mummert's Auto Sales  
Peters Funeral Home, Inc.

The Pike Restaurant and Lounge  
PNC Bank  
The Pub & Restaurant  
Puhl, Eastman & Thrasher  
Quality Inn - Gettysburg Motor Lodge  
Samuels Dental Arts  
SERVPRO of Gettysburg/Adams County  
Shipley Energy  
Sixeas Furniture Galleries  
Survivors, Inc.  
Upper Adams School District  
Valley Quarries, Inc.  
WGTY ESPN 1320  
York Adams Transportation Authority  
Zeigler Bros., Inc.



# Member News



The firm of **Rotz & Stonesifer, P.C.** is pleased to

announce that Todd Stonesifer, CPA was recently selected to serve on the Pennsylvania Institute of Certified Public Accountants State Taxation Committee. The State Taxation Committee provides state law makers, regulators, and the public with strategic leadership and technical expertise on issues that affect the economic and business environment of Pennsylvania. The committee reviews legislation and regulations of interest to PICPA members, meets with the Pennsylvania Department of Revenue to discuss matters that affect the practitioners of our community, works on the annual tax guide for state legislators, and plans a state tax conference.

In September, **Belco Community Credit Union** raised over \$1,500



for the American Diabetes Association. Many Belco employees and their families participated in the ADA Step Out: Walk to Stop Diabetes on Harrisburg's City Island on September 14. The same day, Belco employees also held a Community Yard Sale at the Belco Operations Center on Eisenhower Blvd., and all funds collected were donated to the ADA. In addition, members and employees purchased hand cutouts during a two-week fundraiser in all Belco branches.



Mr. Donald Bair (far right), with his son, Alex, daughter in law, Amanda, and wife Jean.

The Gettysburg Area Civitan Club is very proud and honored to have Donald Bair as their president. Donald was awarded the prestigious Jefferson Award on November 4, in Harrisburg at the Jefferson Awards Banquet. Donald was recognized for his work with Special Olympics. His story aired on WGAL

Channel 8 news on November 15. For more information on the Gettysburg Area Civitan Club, contact Cindy Ziegler at 717.334.6239 or cindy.ziegler@susquehanna.net.

In recognition of World Habitat Day, **Adams County Habitat for Humanity** officially dedicated its latest home to the Padilla-Daniels family on Sunday, October 6. The rehabilitated home in Carpenter's Village, Fairfield



Road, Gettysburg is now owned by Mrs. Amanda Marie Daniels, Mr. Jose Javier Padilla Morales and 5-year old daughter Liliana Padilla. To learn more about this nonprofit organization, check [www.habitatadamspa.org](http://www.habitatadamspa.org) or Adams County Habitat for Humanity on Facebook.



**Rotz and Stonesifer, P.C.** is pleased to announce that Sean Raczowski has joined the firm as a full time Staff Accountant Intern. A 2008 graduate of Montana State University with a Bachelor of Science in Business Finance, Sean has spent the last five years in private accounting positions in Montana, working in the retail and hospitality industries. He has been responsible for full service bookkeeping, financial statement preparation and analysis, managerial discussion and analysis, budgeting, risk management and financing activities. Sean is currently working toward obtaining a Masters Degree in Accounting and Financial Management as well as preparing to take the CPA exams.

## 2014 Adams County Home Show

**February 21st** 5-8pm **AND** **February 22nd** 10am-7pm

**All Star Events Complex** 2638 Emmitsburg Road, Gettysburg, PA




PRESENTED BY THE

## BAAC

Builder's Association of Adams County

**FEATURING:**

***New/larger Floor Plan!***

***Children's Activities***

Saturday 10am to 2pm

***Student design competition, adult competitions, door prizes, free parking and Live Broadcasting from The Peak.***

To become a vender, contact BAAC at 717.337.5144 or [baacmail@yahoo.com](mailto:baacmail@yahoo.com)

Proceeds benefit the Student Scholarship Program

# Member News

After 60 years  
Gettysburg Construction  
Company changes  
hands. A successful  
Maryland construction  
executive, David



Lamberson, with roots in Pennsylvania, is the new owner of Gettysburg Construction Company. Lamberson purchased the company in late October from previous owner, Wayne Hill, who will stay on as Chairman of the Board of Directors. Lamberson has been involved with a broad variety of construction in the Mid-Atlantic area over the last 30 years, including work for the Smithsonian, several mission critical projects, many healthcare projects, and more than 7,000 units of residential projects. For additional information on Gettysburg Construction you may contact Nancy McFeaters at [info@Gettysburgconstruction.com](mailto:info@Gettysburgconstruction.com) or 717.334.2101.

## Gettysburg Community Theatre

This January, The Gettysburg Community Theatre will be partnering with Gettysburg Area School District to produce the newly released musical Disney's Peter Pan

Jr. especially for The Penguin Project. "The Penguin Project demonstrates that the special challenges of a disability do not need to handicap a child's ability to participate in life's experiences," states Dr. Andrew Morgan, Founder of The Penguin Project. There will be a special "Get Acquainted Meeting" held at GCT January 20 and 21 at 7:00pm, for anyone ages 8-21 who would like to participate in this event. The musical will be held on May 9 at 7:00pm and May 10 at 2:00pm. Tickets are \$11 for reserved seating and can be ordered online at [www.GettysburgCommunityTheatre.org](http://www.GettysburgCommunityTheatre.org) or by calling 717.334.2692

The law firm of **Stock and Leader** is pleased to announce that Attorney Kate E. Hynes has joined the firm as an associate. Ms. Hynes is a member of the firm's Business and Real Estate Practice Groups, focusing her practice in the areas of business and commercial transactions, business planning, and commercial real estate and finance. A native of Brookville, Pennsylvania, Ms. Hynes received a B.S., magna cum laude from Drexel University in 2010. Ms. Hynes was admitted to the Pennsylvania Bar in 2013 after earning her Juris Doctorate from The Dickinson School of Law of The Pennsylvania State University.



Another Chance Thrift  
Store's grand opening  
ribbon cutting ceremony will  
be held Saturday, December



7 at 9:45am. Hours of operation for the store which is located at 3560 Fairfield Road, Gettysburg, will be Tuesday through Thursday 10:00am to 6:00pm, and Friday and Saturday 10:00am to 3:00pm. Owner, Margaret Milburn of Carroll Valley, previously managed a thrift store at the Fairfield Mennonite Church for two years. "I am excited to have my own location. We have a convenient location with wonderful inventory inside and a large parking lot. I am glad to once again have a thrift store in our community, offering a local place to volunteer, donate good usable items, and shop for some great bargains," states Milburn.



There is still time to adopt a family through the Christmas gift program of the **Adams Rescue Mission**. Many parents in the community have requested help this year in supplying gifts for their children. If you can support even one child, that would be a huge help!

Consider setting up a box in your church, business, club or group to encourage your patrons or members to donate new, unwrapped gifts or clothing for children ages 0-12. You may also help by making a financial contribution toward this program, and the ARM staff will purchase gifts for the children that haven't yet been sponsored. Contact Jenny for more information at 717.334.7502 or [jlpunchar@gmail.com](mailto:jlpunchar@gmail.com). Donations will be accepted at the Adams County Rescue Mission until December 20.

For nearly 20 years **Mission of Mercy** has been offering free medical care for the poor in the Gettysburg area with a goal of helping to restore health and dignity to those most in need. To keep the clinic open and running, the non-profit staff and community supporters came together and ran a Campaign for Care in September. Executive Director Jennifer Charlton recently announced the total amount raised. With the amount totaling nearly \$80,000, all the staff and volunteers of the Mission of Mercy celebrated the fantastic outcome. Mission of Mercy founder, Gianna Sullivan and her husband, Michael, the chief medical officer of Mission of Mercy, expressed their gratitude to the community for the support.



Holiday

\$50 per ticket

# Jackpot Raffle

**December 12, 2013 • 5-7pm**

Hosted by Wyndham Gettysburg

GRAND PRIZE - \$1,000

Additional Prizes:

3-\$500 and 15-\$100

*Need not be present to win*

Only 299 tickets will be sold.

License No. 1006

*In the event the raffle is cancelled, all money collected will be refunded.*

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

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

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

## Method of Payment:

☐ Check ☐ Visa ☐ Master Card ☐ Discover

Credit Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Please make checks payable to:

**Gettysburg Adams Chamber of Commerce**

☐ I would like to attend the event, but not purchase a raffle ticket. **Cover charge is \$10 per person.**

☐ I cannot attend the event, but would like to donate a door prize in support of the Chamber.

*Please return to:*

*Gettysburg Adams Chamber of Commerce, 18 Carlisle Street, Ste. 203, Gettysburg, PA 17325*

\_\_\_\_ person (s) will be attending,  
but not purchasing a raffle  
ticket.

\$10 per person = \$ \_\_\_\_\_

\_\_\_\_ Raffle ticket (s) at \$50  
(includes admission for two people)

\$50 per ticket = \$ \_\_\_\_\_

Total amount = \$ \_\_\_\_\_

Beverages sponsored by:







**McCleaf  
Landscaping**

[www.mccleaflandscaping.com](http://www.mccleaflandscaping.com)

**717-677-0080 • Biglerville, PA**

**717-630-8656 • Hanover, PA**

**717-530-1165 • Shippensburg, PA**

**Recognized as a STARS safe  
company program for  
commitment to safety excellence in  
2013 by PLANET.**

**Chamber members receive  
a 10% discount**

**on snow removal services  
for the 2013-2014 winter season  
for their home or business.**



**SPECIAL EARLY SEASON DEAL!**  
**Learn to Ski or Snowboard for**  
**\$39!**



**Liberty  
Mountain**  
Resort & Conference Center

**Opening Day through December 23, 2013...**  
Learn to Ski or Snowboard Package Includes Lift, Lesson & Equipment Rental!  
Also, \$10 Class Lessons for All Ability Levels Ages 8 and Up!  
\* No coupon necessary. Offers valid for ages 8 and up.

**ALSO, MAKE PLANS NOW TO JOIN US  
FOR NEW YEAR'S EVE AT LIBERTY**  
Slopes open until 1AM, Boulder Ridge Snow Tubing Bash,  
Kids Activities, Live Music, and a Mountaintop Fireworks show!

**LibertyMountainResort.com**  
78 Country Club Trail, Carroll Valley, PA 17320  
717-642-8282



**Need a last minute  
stocking stuffer?**

Well you're in luck...we have the answer for you this  
year! Taste of the Town tickets are on special!

**\$22.50**

from Black Friday through  
Christmas Eve.  
(NOV. 29-DEC. 24)

\*Available online ONLY - Limited to the first 50 tickets

**<https://totholidayspecial.eventbrite.com>**

For more information contact Jennifer McCleaf at 717.334.8151  
or [jenniferm@gettysburg-chamber.org](mailto:jenniferm@gettysburg-chamber.org)

# Mark Your Calendars

Below is a list of programs, for the first half of 2014, that have been finalized to date. Please mark your calendars now and watch the Chamber Chat and e-blasts for additional details.

## 2014 DATES:

**January 9** County Connections Breakfast, 7:30am

**February 13** General Membership Breakfast at the Gettysburg Hotel, 7:00am

**March 5** Membership Orientation, 7:45am

**March 14** Legislative Luncheon in the Robert C. Hoffman room at HACC-Gettysburg Campus, 11:30am

**April 6** Taste of the Town at the Eisenhower Hotel & Conference Center, 2:00 to 5:00pm

**April 10** Economic Breakfast at the Inn at Herr Ridge, 7:00am

**May 22** Education Breakfast at the Eisenhower Hotel & Conference Center, 7:00am

**June 4** Membership Orientation, 7:45am

**June 5** Golf Outing at Quail Valley Golf Course, 11:30am registration

## Gettysburg Adams Chamber of Commerce and PA Chamber announce membership partner program

The Gettysburg Adams Chamber of Commerce is pleased to announce a new member partnership program with the Pennsylvania Chamber of Business and Industry.

Under the program, Gettysburg Adams Chamber member companies with 10 or fewer employees will receive a FREE membership with the PA Chamber, the state's largest broad-based business advocacy organization.

**"We are pleased to be able to offer smaller members the opportunity to learn about upcoming legislative issues. And, to give them a direct link in order to share their viewpoints with the state chamber as well as their local legislators if they so choose," stated Carrie Stuart, President.**

PA Chamber Director of Membership Jeffrey Albright said the local chamber partner program enhances the already valuable benefits of local chamber membership while giving more small businesses the opportunity to be part of the PA Chamber's unified voice for business at the state level – a network of businesses of all sizes and from all industry sectors.

"We view this program as a key way to strengthen our chambers' collective mission of advancing pro-business legislation and improving the competitiveness of job creators, while helping local chambers engage more small businesses in their work within the local community," he said. "We are pleased to work with the Gettysburg Adams Chamber of Commerce on this exciting new initiative, and look forward to welcoming area job creators to the Pennsylvania Chamber's dynamic membership."

The free PA Chamber membership includes a monthly Small Business, Big Voice newsletter, which will provide information on pending legislation specifically impacting small business; opportunities to provide feedback on bills and proposed regulations; and the chance to participate in grassroots calls to action.

Free members will also receive discounted pricing on the PA Chamber's renowned educational and compliance programs, many of which offer continuing education credits.



# Program Updates

Join us for the exciting end of the year party on Thursday, December 12 at **Wyndham Gettysburg**, 95 Presidential Circle in Gettysburg. In addition to all the great food and networking opportunities, we've got an amazing list of fun and useful silent auction items! Here's just a small sampling of what you can expect...

- An overnight package at the historical and world-class **Omni Bedford Springs Resort** located in the Allegheny Mountains of south central PA. Value over \$250
- Let the details of your next cocktail party to Stacey Green and the staff at **Biggerstaff's Catering**! Includes food for 20, drop off, set up and pick up - labor and beverages are an extra charge. Value \$500
- A beautiful **Scott & Co.** Logo Heart Charm set with a diamond on a 16" sterling silver box chain. Value \$197
- Bring in 2014 in style and enjoy a "historic good time" at the **Wyndham Gettysburg** with their one-of-a-kind New Year's Eve Package. Value \$30



**Membership Orientations** give you a great snapshot of the Chamber. It's a tremendous way to learn how to maximize your membership, make new business connections, market your business and get exposure; whether you are a new member or you're a new employee of a member business. Dates of next year's programs can be found on page 6 in this edition. Food is provided so pre-registration is required. Contact Jennifer McCleaf, 717.334.8151 or [jenniferm@gettysburg-chamber.org](mailto:jenniferm@gettysburg-chamber.org), for further details.



June 5, 2014 is the date of the Chamber's annual Golf Outing. The staff at Quail Valley Golf Course will be hosting the event next year. Mark your calendars now and plan to attend. Additional details will be available soon! There are sponsorship opportunities still remaining. If you would like to learn more about how to promote your business through this event, please contact Jennifer McCleaf at [jenniferm@gettysburg-chamber.org](mailto:jenniferm@gettysburg-chamber.org) or 717.334.8151.

## ACEEF Adams County Economic Education Foundation Updates

All of the student programs are well underway as this school year progresses. The programs are designed to help students make informed educated choices as they move out of school and into the work force and community.

Dwight D. Eisenhower Senior Self Improvement Award honors those students that have chosen to turn their lives onto a new and improved path to success. Applications for this award are available from any high school guidance counselor in Adams County. The award is presented at a breakfast held in April.

The Mentor Program enables high school students to be paired up with area business people who are interested in helping these students find good choices for their future. Bermudian Springs, Fairfield, Gettysburg and New Oxford high schools participate in this program.

If you are interested in volunteering or would like to learn more about any of these programs please contact Edith Waldron at [edithw@gettysburg-chamber.org](mailto:edithw@gettysburg-chamber.org) or 717.334.8151.

## WANTED



## SPEAKERS NEEDED!

The Career Fair Team is seeking speakers for the following occupations:

Automotive Mechanic  
Chiropractor  
Electrician  
Intelligence Community

Biologist  
Dentist  
Graphic Design

The 14th Annual Adam County Career Fair will be held on March 12, 2014.

If you are interested in speaking or know someone who might be, please contact Edith at 717.334.8151 or [edithw@gettysburg-chamber.org](mailto:edithw@gettysburg-chamber.org).

# Incoming Board Members

At the Chamber's annual meeting held last month, results of the election were announced.

Incumbents that were re-elected for the 2014-2016 term include:



**Stacey Green**  
Biggerstaff's Catering



**Peter J. Martin**  
Sharrah Design Group

During the course of this past year, the board deemed it appropriate to increase the number of members serving by two. The by-laws state that a range of 15-19 voting members must be maintained. Any board member appointed during the year must then be placed on the ballot to be voted upon by the membership during the next election cycle. Following are those elected to complete a term that expires December 2014:



**Amanda Hollabaugh**  
Hollabaugh Bros. Inc.



**Sherry Wisor**  
Wisor HR Consulting, LLC

Additionally, three new board members were elected to serve their first three year term:



**Dr. Wesley Doll**  
Upper Adams School District



**Shannon Harvey**  
HACC-Gettysburg Campus



**Mark S. Terry**  
Knouse Food Cooperative

Congratulations and welcome!

## MEMBERSHIP MIXERS 2014

**THURSDAY, JANUARY 16**  
**5:00-7:00PM.**



**THURSDAY, FEBRUARY 20**  
**5:00-7:00PM.**



**ADDITIONAL DETAILS TO FOLLOW**



Thank you to the Hilton Garden Inn-Gettysburg for hosting the Membership Mixer in October.





# 2013 Annual Meeting



Heather Miller & Chris Miller (School Express), Susie Frantz (Carl E. Frantz Inc.), Scot Pitzer (Field Rep. for Senator Alloway), & Carl Frantz (Carl E. Frantz Inc.)



Melissa Ferguson receives award from Christina Turley. (Hilton Garden Inn-Gettysburg)



Gary Hartman (Hartman & Yannetti), Robin Fitzpatrick (ACEDC), & John Fitzpatrick (Children's Advocacy Center)



Judy Alder (Gettysburg Hospital Foundation) & Esther Little



Bryan Johnson (Comfort Inn & Suites) & Nancy Pritt (Gettysburg Times)



Jennifer White (Mission of Mercy) & Deb Sites (ACNB Bank)



Outstanding Citizen Melissa Ferguson (Hilton Garden Inn-Gettysburg), receiving citations from Jim Martin (Adams County Commissioner), Scot Pitzer (Field Rep. for Senator Alloway), Will Tallman (State Representative)



Fred Garman (Hoffman Homes) & Lori Lencheski (AC Office of Planning and Development)



# HIGHLIGHT OF *Accomplishments*

SPECIAL SECTION

2013



## NETWORKING



## INFORMATION



## EXPOSURE

The Gettysburg Adams Chamber of Commerce supports the Adams County area by promoting diverse economic opportunities through advocacy, networking and information. During this past year new programs have been implemented to better fulfill this mission and current programs and activities have been enhanced based on input from you.

## Advocacy

Earlier in the year we had the opportunity to serve as the location for Governor Tom Corbett's press announcement regarding his plan for privatizing the state liquor stores. Although this was not an issue the **Chamber's Legislative Team** had discussed in detail, we felt it would be a great opportunity to hear first hand details regarding the potential distribution of the revenue. Member beer distributors attended the event and were given one-on-one time with the Governor to talk about his proposed plan.



With respect to the Legislative Luncheon in March, we were pleased to add another federal government staffer, Bob DeSousa, from Senator Pat Toomey's office to the panel of legislators: Bob Reilly, deputy chief of staff for U.S. Congressman Scott Perry; State Senator Rich Alloway, R-33; and State Representative Will Tallman, R-193. They addressed the topics of Healthcare, Transportation, Liquor Privatization, Gun Control, Non-Profit Tax Deductions and Sequestration.

President Carrie Stuart had the distinct pleasure of representing the Adams County business community at Chamber Day, June 11, on Capital Hill, co-hosted by Pennsylvania Association of Chamber Professionals and the Pennsylvania Chamber of Business & Industry.



# Networking

The Membership Council is extremely pleased with the continued success and popularity of our County Connections Breakfast Program which was launched last July. In March, GVM, Inc. & Tucker Industrial Liquid Coating were gracious enough to host us in their East Berlin facility. In October, we realized our highest number of attendees (72) at the program held in the Littlestown community at the YMCA. To date we have recognized over 50 members celebrating milestone anniversaries of Chamber membership.



"The Chamber is an exceptional organization to get involved in if you want to expand your network of contacts. I've been active with the Chamber for over 10 years---it's the best organization to be involved with if you want to increase your sources for leads. From monthly mixers to membership breakfasts and orientations, there are numerous opportunities to network with other Chamber members."  
-Debra T. Sites, ACNB Bank

## Information Exchange

We strive to keep you informed of local issues that may affect your business through articles in the *Chamber Chat*, a Lunch & Learn Program Series, participation in our councils/teams and our web site – [www.gettysburg-chamber.org](http://www.gettysburg-chamber.org).

The *Chamber Chat* continues to be the premier business information publication, featuring pertinent information about fellow Chamber members, an introduction of new members and timely community information, with distribution to over 750 business and community individuals. Not only is the publication available in hardcopy, an interactive pdf version can be found on the homepage of the Chamber's web site.

In May of this year the Membership Council launched the first annual Small Business Appreciation Week, giving our members a series of educational seminars on key topics of concern; Unemployment Compensation Law, Access to Capital, Time Management, Health care Reform and Motivating Your Workforce. The week was jam-packed with great information and speakers! In addition, four businesses/leaders were recognized for their efforts throughout the community with a set of new awards.

"The Chamber Lunch and Learns Series is an extremely valuable avenue for our firm to share our unique, fee only fiduciary investment management and financial planning capabilities with the Chamber membership. Each session allows our firm to share vital information on a topic of interest to members in hopes of allowing them to use this information to make informed financial decisions for themselves and their families." –Ryan Fox of Financial Consulate





# Exposure

There are many exposure opportunities to showcase your business to other businesses and organizations and form partnerships in the greater Adams County area. In addition to the existing options, we created a few new items for 2013 while enhancing others such as the Lunch & Learn Program Series and the *Chamber Chat*.

As you may recall in last year's Highlight of Accomplishments, we spotlighted the new website. This year we added an advertising option on the homepage, providing yet another cost-effective avenue for members as the Chamber's web site is used as a tool for both businesses-to-business and business-to-consumer.

As a member of the Gettysburg Adams Chamber of Commerce, each business/organization receives a **free** listing in the online business directory. We've added the option to upgrade your listing, for a nominal fee, to help your business stand out among your competitors. Since the launch we have watched our referral numbers grow from 763,906 (January-September 2012) to 1,419,741 (January-September 2013)!

## Award Recipients



2012 Outstanding Citizen, Amelia Contreras



2012 Environmental Stewardship, ARM



2013 Small Business Person, Ken VanHoutte



2013 Educator of the Year, Amy Beckman



2013 Chamber Volunteer of the Year, Deb Sites



2013 Woman in Business, Christina Turley



2013 Family Owned Business, Mister Ed's



2013 Best Small Business, Breaktime Massage



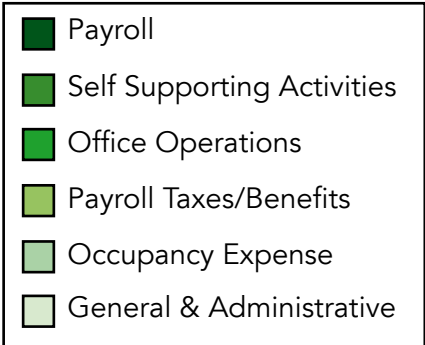
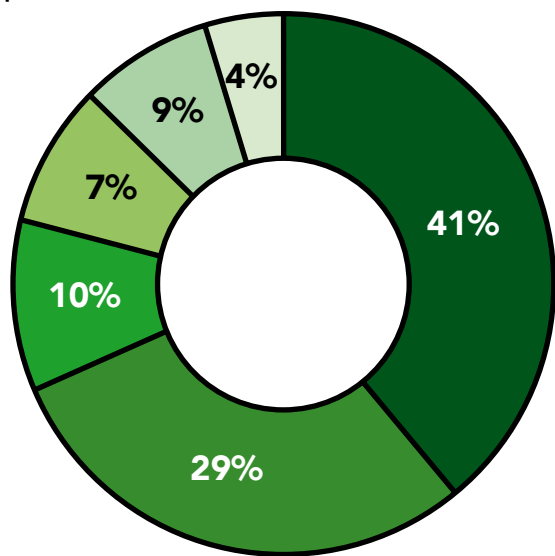
2013 Minority Small Business, Ping's Cafe



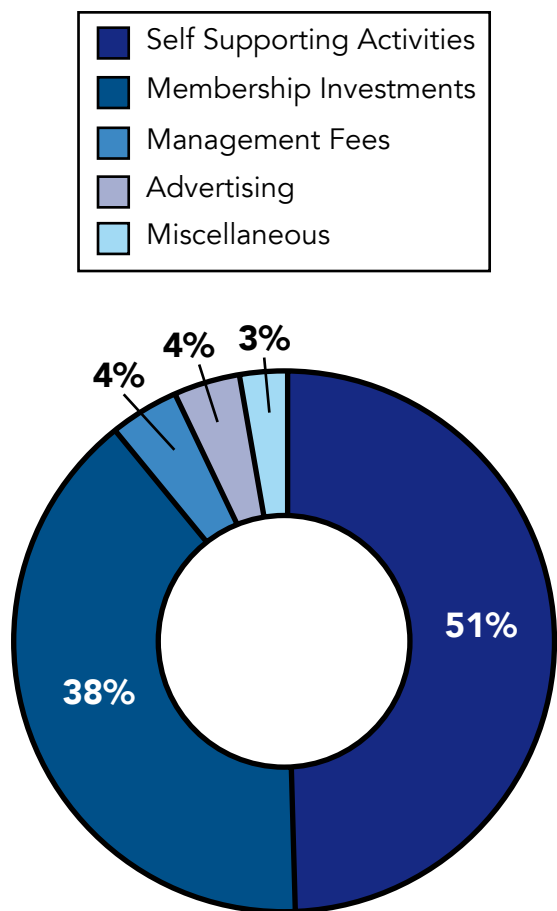
# 2013 New Members

1st Ed Credit Union	G-Force Investigations, LLC
717 Studios LLC	Greathouse, Mark
Adams County Christian Academy	Hibu
Alarm Company of Pennsylvania	Impact Disaster Services
Appsifter	Jeff Rock Consulting/Vistage International
Arbonne International - Claire Barnett	Keystone Custom Homes Inc.
Arbonne International - Donna Vincent	Keystone Podiatric Medical Associates, P.C. -Biglerville
Artisans Design Build	Foot & Ankle Center
BottomLine Pros LLC	Marama Local Marketing Services
Comcast	Metro Public Adjustment, Inc.
Community Creations, Inc.	Michael Calderone Company
Cornwell Business Group Inc.	PA Media Group
Cumberland Township	Primerica
East Berlin Borough	Quality Inn at General Lee's Headquarters
Etched in Time	Quiznos of Gettysburg
Event Central	Service Access & Management
Gettysburg Community Theatre	TrueNorth Wellness Services
Gettysburg Purchasing Power Magazine	U.S. Lawns

Expenditures for Year End June 30, 2013



Revenue for Year End June 30, 2013



# Community News

Gettysburg Community Theater will be performing "A Christmas Carol" by Charles Dickens on December 6, 13 & 14 at 7:00pm and December 7, 8, & 15 at 2:00pm. Tickets are \$15 for reserved seating. Order tickets online at [www.GettysburgCommunityTheatre.org](http://www.GettysburgCommunityTheatre.org). For more information call 717.334.2692.

  
**Gettysburg  
Community  
Theatre**



On December 6, 4:00pm - 7:00pm Strawberry Hill Nature Preserve will be having their annual Holiday Open House! Stop in to start your holiday season off right! Enjoy refreshments, raffles, and plenty of holiday cheer with your favorite Hollabaugh family! This event will be held at Strawberry Hill Nature Preserve, 1537 Mount Hope Road, Fairfield, PA, 17320.

As part of their Fireside Teas series, the **Gettysburg Foundation** is presenting an "1860's Holiday Ball" in the Refreshment Saloon located at Gettysburg National Military Park Museum and Visitor Center. This fun event will be held on Sunday, December 8, from 1:00pm-3:00pm. Savor the delicacies of a high tea service while being entertained by the Victorian Dance Ensemble as they recreate an authentic 1860's Ball. Tickets for this event are \$28.95. There is no deadline to register, but this event typically sells out quickly, so make your reservations soon! For more information and to order tickets, please visit [www.gettysburgfoundation.org/18](http://www.gettysburgfoundation.org/18) or call 877.874.2478.



**Lutheran Home Care & Hospice, Inc.**  
A Ministry of Lutheran Social Services

As the holidays draw near, it can be a difficult time to celebrate when you have lost a loved one.

Lutheran Home Care & Hospice understands the feelings associated with this time of year. Please join others in remembering those who have meant so much to us by attending a candlelight service on Sunday, December 8, 2013 at 6:00pm. The service will be held at Flohrs Lutheran Church, 610 Old Route 30 in McKnightstown, PA. Light refreshments to follow the service. Please RSVP to Kim Sentz, Bereavement Coordinator at 717.337.4465.

There will be a ServSafe Manager certification class with On Line Exam for NRA\* Certification. Classes to be held in the Culinary Arts Center at Adams County Tech Prep from 5:00pm-9:00pm on three consecutive Wednesdays,

January 8, 15, 22. Registrants will use ServSafe Manager study materials with Online Exam Voucher (6th Edition) Contact Chef David Haynes at [dhaynes@gettysburg.k12.pa.us](mailto:dhaynes@gettysburg.k12.pa.us) or call 717.334.6254, select option 8 and dial ext. 4330 to register for class by December 17. Tuition is \$130 and includes all materials and instructions.

To meet the increasing popularity and demand for massage therapists both locally and nationally, **HACC**, Central Pennsylvania's Community College, will launch its 12-month massage therapy program in January 2014 at the York Campus, 2010 Pennsylvania Ave. Those interested can also call 717.221.1386 for more information. The registration deadline for the session beginning in January is December 15, 2013.

The Inns of the Gettysburg Area Holiday House Tour and Tasting will take place Saturday, December 14, from noon to 5:00pm. This year, to commemorate the 150th Commemoration of the Battle of Gettysburg, the tour will include 12 properties located in and around the town of Gettysburg that were witness to the events in July 1863. Tickets for the tour include the special morning tour of the



## Website Advertising Opportunities

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- 1,500 + hits a day
- Create branding awareness
- Ad can be viewed 24/7
- Direct link to your website or landing page
- Our site is informative for both members and non-member visitors

**Deadline: December 31st, 2013**

Formats accepted include: JPEG, GIF, HTML, and Flash

# Community News

Dobbin House Tavern, and admission into all 12 properties is \$15 per person. Proceeds will benefit the Food Pantry and Homeless Shelter operated by the South Central Community Action Program. For more information, visit [www.gettysburgbedandbreakfast.com](http://www.gettysburgbedandbreakfast.com) or call the **James Gettys Hotel** at 717.337.1334.

On December 7, The Annual Olde Getty Place Christmas Parade will be taking place in Downtown Gettysburg. The parade is the official welcome for Santa Claus in the Gettysburg area. The parade will start at 7:00pm. For more information call 717.334.1518 or visit their website [www.adamscha.org](http://www.adamscha.org).



The **Shriver House Museum**, located at 309 Baltimore St. in Gettysburg, will begin offering their Christmas candlelight tours of the museum on December 21. The museum will be decorated for an 1860s Christmas and guests will be able to hear the story of the Shriver family and how the Battle of Gettysburg and the Civil War changed their lives forever. The museum is open on Saturdays from 12:00-

10:00pm; however, private tours for groups of 10 or more are welcome anytime throughout the holiday season. Reservations are required. For additional information, call 717.337.2800.

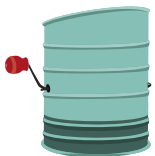
Are you already tired of the commercial Christmas grind? Join **Strawberry Hill Nature Preserve** on December 7, 2013 from 10:00am to 11:00am and learn to make a "field and forest" wreath made entirely from natural collected materials. Everything will be supplied to make one 10" inch wreath including cones, nuts, and seed pods. You may also bring any additional decorative items and ribbon. Cider and snacks will be provided. This event will be held at Strawberry Hill Nature Preserve, 1537 Mount Hope Road, Fairfield, PA, 17320. \$20.00 members / \$25.00 non-members.



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## HAPPY HOLIDAYS

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you look good.



# Community Partners

## **“IT’S BEGINNING TO LOOK A LOT LIKE CHRISTMAS IN CHARMING GETTYSBURG”**

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



Gettysburg Area Retail Merchants Association

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

The Gettysburg Area Retail Merchants’ Association (GARMA) welcomes Christmas and has helped decorate the town in keeping with the custom and heritage of the Holiday’s through the ages. GARMA welcomes you to shop, dine, and enjoy the Season in Gettysburg. We appreciate the cooperation of Gettysburg Borough to provide you FREE parking after 12 noon daily at marked meters throughout the downtown area now through New Year’s Day. This partnership gives Gettysburg a welcoming edge other communities in the area.

Register for your chance to win a \$1,000.00 GARMA Shopping Spree or one of scores of other prizes at participating member locations. Look for the colorful window sign inviting you in to register for the Giveaway. You may enter once per member location, per day, so visit as many GARMA members as often as possible to improve your odds of winning this fantastic prize. The Grand Prize Drawing will be held on Friday, December 20, on Gettysburg’s Lincoln Square, under the ACNB Bank Clock, near the ACNB Bank branch office, at 2 Chambersburg Street. All entry boxes from across the community will be consolidated into the GARMA Christmas Spin Bin under the clock by 3 pm to allow you one last chance to enter the Shopping Spree Giveaway. ACNB Bank and GARMA officials will witness Santa drawing the \$1,000.00 Grand Prize Winner at 4:50 pm that evening.

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

The December 6th First Friday – Gettysburg Style will feature a Cookie Walk across the community as participating GARMA members all over the Gettysburg Market put out holiday sweets and treats, offer extra hospitality, create special sales and events, and welcome you to visit during extended shopping hours beginning at 4:00pm. See the GARMA Website or the Thursday, December 5 Edition of the Gettysburg Times to plan your First Friday route.

## **“Showcase your Business and Honor the 150th Commemoration”**

by Deb Adamik, President, Main Street Gettysburg

Main Street Gettysburg (MSG) was proud and honored to play an integral role in facilitating and orchestrating the many stakeholders who produced a spectacular commemoration carved in the memories of so many people. Everyone in this community should be proud of their part in making this commemoration so special.



In May 2013, Main Street Gettysburg announced the “Pathway of Preservation” engraved, commemorative brick campaign that helps Main Street Gettysburg and its partners keep the town of Gettysburg a wonderful place for its community and visitors. The time and resources to make the 150th successful is a perfect example of this work. This commemorative year is a perfect time to showcase and honor your business or someone special – an employee, veteran, a family member or just to show your patriotic and community pride with a limited edition engraved brick.

To order an engraved brick, you or your business can make a \$150 tax deductible donation either online at [www.mainstreetgettysburg.org/bricks](http://www.mainstreetgettysburg.org/bricks), call 717.337.3491 or email [info@mainstreetgettysburg.org](mailto:info@mainstreetgettysburg.org). Each engraved brick can include a tribute in honor of, in memory of, or in recognition of your business or someone special.

Showcase your business or someone special by becoming a lasting part of the historic pathways in downtown Gettysburg as part of the 150th commemoration.

**In Memoriam  
of  
Ronald F. Kump**



*November 25, 1931 - October 10, 2013*

The Gettysburg Adams Chamber of Commerce was deeply saddened by the recent loss of Ronald Kump. Ronald was a past director of the Gettysburg Adams Chamber of Commerce board. He served from 1978 through 1984. Ronald was an active community leader in Adams County and will be sadly missed.

# LUNCH and LEARN Series

Hosted by:



*Marama Local  
Marketing Services*

**When:** Wednesday, January 22, 12:15-1:00pm

**Where:** GACOC Office, 1382 Biglerville Road, Gettysburg

**RSVP:** 717.334.8151 by January 21

**TOPIC:**

## "Reach 100% of Your Customers"

**\*Bring your lunch and questions!**

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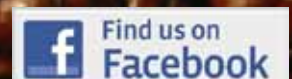


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# The Role of the Business Coach



The primary role of a business coach is to train, to guide, to encourage and to support business owners on what they need to do in order to succeed in their organizations. Business coaching is not limited to one area of the business. It covers all areas such as marketing, sales, leadership, team building, planning, financial management, IT management, and other areas of the operation. A coach will look into your business and identify those areas of your business that require improvements, changes, and identify growth opportunities, and then formulate a “game plan”; a plan of action which the business owner/leader can use or refer to on consistent basis. Like a football coach, a business coach focuses on the game plan. This action-oriented coaching focuses on assisting people to achieve their potential, to identifying goals and offering support required to achieve them.

Business coaches can serve as a mentor in various areas of the business including: staffing, corporate morale, relationship building, marketing, and day-to-day business executions. “The reason someone turns to a coach is to look for fresh perspectives on ways to accomplish their goals. A coach cannot do your job for you or do the work for you, but can be an impartial voice of reason and help you map out a plan and keep you on course,” says Victor Benoun, certified life coach and founder of Core Essence Coaching, specializing in leadership, positive psychology, emotional and social intelligence and group dynamics. Benoun says that anyone with an open mind can benefit from the assistance of a coach, “If we can change the way we think and feel then we have changed our perspective about what stops us from getting where and what we want in life.”

In addition to providing clarity, business coaches also work to create accountability for their clients. “I like to say that a business coach is much like a personal trainer. You know how to do a sit up. But a trainer pushes you to do more than you would on your own. A business coach can inspire and hold you accountable to a higher standard of growth and performance,” says Traci Shoblom, senior partner and chief marketing officer of Decision Systems International, a consulting and coaching business. You need to - Hire the Right Coach: Finding the right coach for you and your business isn’t unlike finding a good lawyer or physician. Most business owners who have solicited advice from a coach were referred to them through a colleague or trusted source. Shoblom suggests not relying only on the credentials presented by the coach. Instead, she suggests considering the experience of the coach when hiring a business coach. “My best advice is to look for a coach who has a Master’s level or higher university degree in a related field and a lot of experience coaching and consulting.” Business coach Lisa McTigue also explains that it’s important for business owners to identify their weaknesses and hire a coach who can help turn those weaknesses into strengths. “A great business coach should be strong in the owner’s weaknesses and become a mentor, a friend, a coach, a cheerleader and someone to turn to when everything seems to be failing,” she says.

In the next article, we will discuss why “You” need to get a Business Coach for your business!

**Jeff Rock, Jeff Rock Consulting, LLC**  
(717) 387-1746 • [jeffrock60@yahoo.com](mailto:jeffrock60@yahoo.com)



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December 31, 2013  
8pm-1am**

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[wyndhamgettysburg.com](http://wyndhamgettysburg.com)**

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## December 2013 Events

### December 2

Staff Meeting, 9am, Chamber office

### December 6

Memberships Team Meeting, 8:30am,  
Chamber office

### December 9

Staff Meeting, 9am, Chamber office

### December 10

Executive Team Meeting, 7:30am,  
Chamber office

Environmental Team Meeting, Noon,  
Chamber office

### December 12

Legislative Team Meeting, Noon,  
Gettysburg Eddie's

Holiday Jackpot Raffle Party, 5-7pm,  
Wyndham Hotel

### December 13

Taste of the Town Team Meeting, 8:30am,  
Chamber office

### December 16

Staff Meeting, 9am, Chamber office

### December 18

Marketing Team Meeting, 12:30pm,  
Chamber office

Career Fair Meeting, 1:00pm,  
Chamber office

### December 19

Board of Directors Meeting, 7:30am  
Seminary Refectory

### December 23

Staff Meeting, 9am, Chamber office

### December 25

Happy Holidays! Chamber office Closed

### December 30

Staff Meeting, 9am, Chamber office

**Merry Christmas  
and Happy New Year!**  
From your Chamber Staff



Pictured from left to right:  
Carrie Stuart, Jennifer McCleaf,  
Edith Waldron, Kaylee Sites





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