

CHAMBER Chat



January 2014

A monthly publication of
the Gettysburg Adams
Chamber of Commerce



—INSIDE—



2 Member News



5 Member
Spotlight



21 Calendar
of Events

Also: Updates, Member-To-Member Discount Program Offers, & More!

January is National Mentoring Month

Across our nation mentoring is being recognized this month for the important role that it plays in improving lives. Each January we join other organizations to work together in highlighting the important role that mentors play to assure brighter futures for many young people in our community.

MENTOR: National Mentoring Partnership, the national organization that promotes mentoring has several reasons to become a Mentor. See if any of these reasons speak to you.

- Millions of kids need a mentor. Be somebody who matters to someone.
- Time spent with a young person is an investment in the future.
- Create social change in your community one young person at a time.
- Every young person should have someone who matters in his or her life.
- Mentoring can change your life!

They have many more examples of how mentoring works!

- Mentors help kids stay in school.
- Mentors help improve a student's self esteem.
- Mentors teach young people how to relate and better communicate with others.
- Young people with mentors are less likely to engage in risky behaviors.
- A mentor serves as a role model, advocate, friend and advisor.
- A mentor lets a young person know that they are someone who matters and in return has the great honor of being of benefit in someone's life.

If you are interested in making a donation or just learning more about our local mentoring program coordinated by the Adams County Economic Education Foundation please contact Edith Waldron at edithw@gettysburg-chamber.org or 717.334.8151.

“Everybody can be great. Because anybody can serve. You don't have to have a college degree to serve...You only need a heart full of grace. A soul generated by love.”

- Dr. Martin Luther King, Jr.

Pictured below are students and mentors participating in a team building activity.



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

New Members

—2014 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.

Norris Flowers
Gettysburg Convention &
Visitors Bureau

Ryan Fox
Financial Consulate, Inc.

Amanda Hollabaugh
Hollabaugh Bros., Inc.
Fruit Farm & Market

Mark S. Terry
Knouse Foods Cooperative, Inc.

***Bryan Johnson**
Country Inn & Suites By Carlson

Katie Lawhon
Gettysburg National Military Park

Shannon Harvey
HACC - Gettysburg Campus

Pete Martin
Sharrah Design Group, Inc.

Steve Rice
Steve Rice, P.C.

Sherry Wisor
Wisor HR Consulting

Dr. Wesley Doll
Upper Adams School District

***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



1382 Biglerville Road | Gettysburg, PA 17325
717.334.8151 | FAX 717.334.3368
info@gettysburg-chamber.org
gettysburg-chamber.org

Office Hours
Monday-Friday, 8:30am-4:30pm



Margaret Milburn

Another Chance Thrift Store LLC

3560 Fairfield Rd.
Gettysburg, PA 17325
717.860.5038
anotherchancethriftstore@gmail.com
Retail----Thrift Store

Did you KNOW?

As a member of the Gettysburg Adams Chamber of Commerce, you have access to a free benefit that you can pass onto all of the employees in your business and/or organization. The Member-to-Member Discount Program was designed to support member businesses and provide economic growth into the Adams County community. Member businesses offer discounts on various services and products good for both personal and business use. If your business/organization requires additional cards for new employees, please don't hesitate to contact the Chamber office. See pages 12 and 13 for a complete listing of offers or see our website for updates, www.gettysburg-chamber.org.

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

1382 Biglerville Rd. Gettysburg, PA

UNDER CONSTRUCTION...



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:

ACNB Bank
Adams County Auto Supply Co.
Adams County Economic Development Corporation
Adams County Historical Society
Adams County Library System
Adams County SPCA
Affiliated Power Purchasers Int'l, LLC
Alexanders Plumbing & Pumps, Inc.
Apple Ridge Family Medicine
Battlefield Bed & Breakfast Inn
Battlefield Harley-Davidson of Gettysburg
Battlefield KIA
Beyond All Boundaries, LLC
The Bridges Golf Club
Codori Memorials
CRS Insurance, Inc.
Dairy Queen
Days Inn Gettysburg
DL3 Systems LLC
Eisenhower Hotel & Conference Center
EZ to Use Big Book
Gary E. Redding Mason Contractor
Gettysburg Area Retail Merchants Association

Gettysburg Campground Gettysburg Outdoors, Inc.
Gettysburg Convention & Visitors Bureau
Gettysburg Family Amusement Complex
Gettysburg Fire Department
Gettysburg Hotel est. 1797
Gettysburg National Military Park/
Eisenhower National Historic Site
G-Force Investigations, LLC
Granite Hill Camping Resort
Hanover Country Club
Hanover Door
Hartman & Yannetti
Herff Jones Yearbooks
Hershey Harrisburg Regional Visitors Bureau
Hoss's Steak & Sea House
Larson, Andrew M.
Little, Esther G.
Main Street Gettysburg
Mamma Ventura Restaurant and Lounge, LLC
The Manufacturer's Association
Mason Dixon Farms, Inc.
Mediation Services of Adams County

Members 1st Federal Credit Union
Mission of Mercy
New Age Associates, Inc.
New Oxford Area Chamber of Commerce
North Gettysburg Coin-Op Laundry
PathStone (formerly Rural Opportunities, Inc.)
Penn State Cooperative Extension of Adams County
Pennsylvania Chamber Insurance
Popp Trucking
Possum Valley Municipal Authority
Pressley Ridge
Rager, Lehman & Houck, P.C.
School Express, Inc.
Staff Music & Amusements, Div. of LDI, Inc
State Farm Insurance-Michael R. Ball
Streeter, Theodore H.
Teeter, Teeter & Teeter
Tom Knox Used Cars Inc.
Totem Pole Playhouse
Town and Campus Hair Care, Inc.
Village Book and Table
Weikert's Livestock, Inc.
Wide Open Communications

Member News



Comcast Business has won multiple awards in the Metro Ethernet Forum (MEF) Carrier Ethernet Awards for North America, including the prestigious Service Provider of the Year. The company also won Best Marketing and Best Carrier Ethernet Business Application for an Ethernet network deployment with the Denver Broncos. The MEF's Carrier Ethernet awards are designed to celebrate excellence and leadership in the development, marketing, and delivery of Ethernet services.

Stock and Leader School Law Attorney
Gareth D. Pahowka partnered with Derry Township School District Food Services, Director Gregory Hummel, South Middleton School District Operations, and Business Manager Richard Vensel to present *Food Services Contracting: If, When and How*, a webcast hosted by the Pennsylvania Association of School Business Officials on December 18, 2013. The program was designed to aid participants in navigating the complex path to food services subcontracting.



For the 19th time, the financial services firm **Edward Jones** ranked No. 1 in

WealthManagement.com/REP. magazine's annual survey of the nation's six largest financial services firms, according to **Erik Hendricks, an Edward Jones Financial Advisor** in Gettysburg. The magazine randomly selects financial advisors nationwide and asks them to rank their firms in various categories. Edward Jones' overall score was 9.5 out of 10 possible points. The firm scored top marks across the board, earning near perfect scores in overall ethics (9.8) and public image (9.7), according to WealthManagement.com.

Frank D. Norris, Jr., has joined **ACNB Bank** in the position of Mortgage Loan Originator. He provides financing solutions for consumers who are looking to buy or build a home, refinance an existing mortgage, or planning to do home improvements. Mr. Norris works out of the Bank's McSherrystown Office, and serves the McSherrystown and Hanover areas. Mr. Norris is a graduate of East Carolina University in Greenville, North Carolina.



Bob Kirby, left, Jonathan B. Jarvis, center, and Sally Jewell.

Secretary of the Interior Sally Jewell, National Park Service Director Jonathan B. Jarvis, and NPS Northeast Regional Director Dennis Reidenbach presented **Gettysburg National Military Park Superintendent, Bob Kirby** with the Superior Service

Award of the Department of the Interior. Kirby was honored for his leadership, vision and planning efforts for the 150th anniversary commemorations of the Battle of Gettysburg and Abraham Lincoln's Gettysburg Address. On January 3, 2014, Kirby will retire from the National Park Service after 40 years of federal service. He has been superintendent of Gettysburg National Military Park and Eisenhower National Historic Site since March 2010.

Adams County Winery is pleased to announce their new store location at the Amish Markets at Hanover which opened in December 2013.



They have several introductory sales at the new location. For more details please visit www.adamscountywinery.com or 717.334.4631.

LEARN TO SKI OR RIDE!



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

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

Featuring

\$39
Thursdays!

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



Liberty Mountain
Resort & Conference Center

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

LibertyMountainResort.com



The United Way of Adams County recently received a contribution in the amount of \$7,000 from ACNB Bank. The United Way focuses on initiatives and partners with other organizations

to advance the common good in education, income and health--the building blocks for a good life.

ACNB Bank's contribution was made in conjunction with the United Way's annual campaign, which continues through March 2014. To make a contribution, please contact the United Way at 717.334.5809.



The National Trust for Historic Gettysburg announces it will provide a \$20,000 grant to **Gettysburg Festival, Inc.** Gettysburg Festival is the non-profit parent organization that produces the annual Gettysburg Fest, Gettysburg Brew Fest, and the Gingerbread Celebration. The grant follows on the heels of a string of positive news, including the recently announced long-term agreement with **Gettysburg College** to be home to the annual Gettysburg Fest beginning in June 2014.



The Gettysburg Hotel was recently announced as the recipient of the "Best Historic Hotel" award from Historic Hotels of America. The award was presented to the hotel's

general manager Chuck Moran during the recent Historic Hotels of America 2013 Awards ceremony and gala dinner. The Historic Hotels of America's annual awards reception recognizes and celebrates the finest historic hotels and hoteliers across the country. The Gettysburg Hotel, which completed an extensive, multi-million dollar renovation in April last year, beat out eight other nominated hotels from around the country in the 75-200 guest rooms category for the honor of Best Historic Hotel.

C.S. Davidson, Inc. is pleased to announce that Wesley C.



C.S. Davidson, Inc.

Werner, P.E. has received his Professional Engineer license from the State of Virginia. With the addition of Virginia, Mr. Werner brings his total state registrations to four including Pennsylvania, New Jersey and New York. Werner serves as a Project Engineer specializing in structural engineering. His duties include executing and overseeing the structural design of projects, creating construction documents, and performing structural assessments of existing structures.



Servpro of Gettysburg/ Adams County would like to thank the residents of Gettysburg and the

surrounding communities for their support over the past 10 years as the business prepares to celebrate its 10 year reunion on December 15, 2013. From the Team at SERVPRO, a very special 'thank you' goes out to the Gettysburg Adams Chamber of Commerce for their support and providing an opportunity to become part of the business community. In the aftermath of a disaster, there's only one objective: Help make it "Like it never even happened."

Mooney & Associates is pleased to announce the new location of their Gettysburg Office. Mooney & Associates has had an office in Gettysburg for the past three years, but has been serving clients in Adams county for over 30 years. In honor they will hold a Ribbon Cutting and Grand Opening celebration on Friday, January 24 at 4:00pm. Join in welcoming them to our community and meet the staff of their full-time office located at 18 E. Middle Street, Gettysburg. Mooney & Associates has 12 locations in South Central PA.



Celebrating the Dec. 7 opening of the new "Another Chance" Thrift Store at 3560 Fairfield Rd. just outside of Fairfield were, from left: Dot Warrenfeltz, coordinator of the Fairfield Food Pantry; Craig Rockey, Hamiltonban Twp. Supervisor; Margaret Milburn, owner of the new enterprise; Carrie Stuart, President, Gettysburg

Adams Chamber of Commerce; Dan Moul, Pa. State Representative and Ed Steinour, Hamiltonban Twp. Supervisor.



Photo Correction

Bryan Johnson (Country Inn & Suites By Carlson) & Nancy Pritt (The Gettysburg Times)

LUNCH *Series* and LEARN



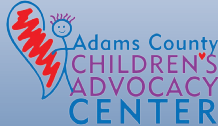
"How do I know?"

When: Friday, January 17, 12:15-1pm

Where: GACOC Office, 1382 Biglerville Rd.

RSVP: 717.334.8151 by January 16

Hosted by:



"Optimize Your LinkedIn Profile"

When: Tuesday, February 25, 12:15-1pm

Where: GACOC Office, 1382 Biglerville Rd.

RSVP: 717.334.8151 by February 24

Hosted by:



Smith Elliott Kearns & Company, LLC
Certified Public Accountants & Consultants

"Reach 100% of Your Customers"

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

Where: GACOC Office, 1382 Biglerville Rd.

RSVP: 717.334.8151 by January 21

*Hosted by: Marama Local
Marketing Services*

***Bring your lunch and questions!**

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

Additional details on each program can be found online at www.gettysburg-chamber.org

Owned By Those We Serve



Voted Among the Best Places to Work in PA 2010, 2011 and 2012.

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



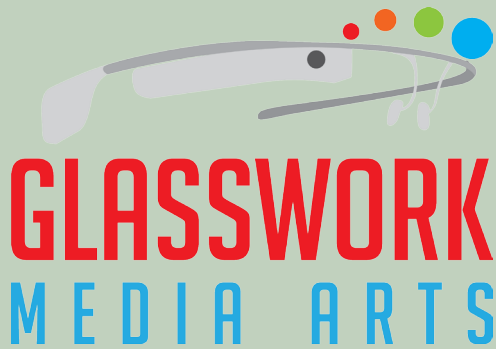
Adams Electric Cooperative, Inc.

A Touchstone Energy® Cooperative

1-888-232-6732 | www.adamsec.coop

Member Spotlight

Glasswork Media Arts
P.O. Box 127, Cashtown, PA 17310



Welcome to Glasswork Media Arts, a full service media/marketing company. Glasswork has been in business in the Adams/Gettysburg area for three years now. Two years as Studmuffin Media, and now this last year under our new brand, Glasswork Media Arts. The Glasswork team offers much more than just social media management, we offer graphic design, print, website design and construction, SEO, photography, video and so much more. You will find that working with the team at Glasswork, they do things just a little different. They go all out, they have fun when they work, and they love what they do.

Besides the usual photography and video, Glasswork goes a step further utilizing a flying drone to capture your event from a vantage point high above, they use Google Glass to capture things in the moment, and from the POV eye level. Currently they are experimenting with time lapse video. It's their love of technology and applying it to marketing situations to create interesting and appealing content for your business that sets them apart. The world of social media/content marketing is so much more than just posting on a facebook page, at Glasswork we understand that marketing isn't about how many page likes or followers you have on a social platform. It is about building an interactive community, turning those communities into consumer advocates for your business. At Glasswork we work in unison with our clients creating a balanced effective strategy to meet your individualized business goals. Rest assured when you work with us, you are working with a team of experienced professionals, who desire nothing short of your success, your success is our success.

At Glasswork we believe that "out of the box" thinking just isn't enough anymore. We believe you need to burn that box, and operate free and off the leash. We utilize a concept developed by Gerry we call Offleash Marketing. Offleash Marketing takes pieces from marketing concepts such as Influence marketing, storytelling, Klout marketing, and Holy Cow content to create a unique and fresh approach to marketing. It is a concept that fits perfectly for small businesses. We would be more than happy to meet with you and discuss if Offleash Marketing would be a good fit for you and your business.



Glasswork is a team of proven professionals, whether it be a logo, rebranding, graphic design, or social media management, Glasswork has you covered. Understanding how all these marketing components fit and work together takes experience. Devising and implementing a social media/marketing strategy that meets your business and marketing goals takes time. We do not offer minutes a day quick fix package strategies at Glasswork, Your business is unique, and it's needs are unique as well, take advantage of our free consultation to find out exactly what Glasswork can do for your business. Check out our website at Glassworkmediaarts.com for more info.

Gerry Michaels
Glasswork Media Arts
717.752.6886 ♦ gmich58@gmail.com

Reap the Rewards of Chamber Involvement...

Join a Council

Adams Resource Advisory Council

☐ Agriculture Team

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

☐ Environmental Team

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

☐ Legislative Team

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

Community Events/Fundraising Council

☐ Wine Festival Team

☐ Holiday Jackpot Raffle Team

☐ Taste of the Town Team

☐ Marketing Council

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

☐ Membership Council

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

☐ Awards Team

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

☐ Golf Outing Team

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

Business & Education Council

☐ Business & Industry Team

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

*Meetings are Dutch Treat



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

Name: _____

Business: _____

Address: _____

Phone: _____ Direct Email: _____

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

Please return the sheet to the Chamber office: 1382 Biglerville Road - Gettysburg, PA 17325 or Fax: 717.1.334.3368

Program Updates



Membership Orientations give you a great snapshot of the Chamber. It's a tremendous way to learn how to maximize your membership to make new business connections, market your business and

get involved – whether you are a new member, new to a member company or you just plain need a refresher! The Membership Council is hosting an orientation on March 5 in the Chamber office, breakfast served at 7:45am. Pre-registration is required. Contact the Chamber office to RSVP your attendance, 717.334.8151.

Preparations are underway for the **Gettysburg Adams Business Week**, formerly known as Small Business Appreciation Week. This weeklong celebration will take place on May 5-9, 2014 to Celebrate • Educate • Recognize all businesses in the Adams County community. The Membership Council is gearing up to finalize the program topics for each session. If your business/organization has a topic of interest, please contact Jennifer McCleaf at 717.334.8151 or jenniferm@gettysburg-chamber.org.

The planning team for the **Annual Taste of the Town** event is anxious for the return of this epicurean adventure on April 6, 2014 from 2 to 5pm at the Eisenhower Hotel & Conference Center. Attendees will enjoy samplings of mouth-watering appetizers, entrees, desserts, pastries, and beverages from caterers, bakeries, specialty shops, wineries, restaurants and breweries, plus live entertainment from Jazz Me - all in one afternoon for one price. Various sponsorship opportunities are available, contact Jennifer McCleaf at 717.334.8151 or jenniferm@gettysburg-chamber.org for details.



The **Lunch & Learn Program Series** is aimed at helping members create awareness about their business or organization by educating fellow members about a specific topic. The program is meant for a smaller, captive audience. If you have an interesting topic that you would like to share with fellow members, please contact Jennifer McCleaf at 717.334.8151 or jenniferm@gettysburg-chamber.org about the possibility of hosting a Lunch & Learn Program Series.



Updates

The fourth year of the **Introduction to Manufacturing and Business** course is about to start and we have a full class with eight students registered. Dr. Esgar is excited to begin class later this month! They will start their business visits in early March. The businesses that have hosted the class in the past include: Adams Electric Cooperative, Inc., Hilton Garden Inn, Graphcom, Adams County Housing Authority, Liberty Mountain Resorts, The Gettysburg Times, Knouse Foods Cooperative, and the Gettysburg Hotel. Please join us for the students' presentations at the May General Membership Breakfast.

The 14th annual **Adams County Career Fair** is fast approaching! On March 12 the campus of Gettysburg College will be the setting for over 1000 Adams County 10th Grade students to learn about their future careers from local business people. We still need speakers for several occupations. If you can help us in any of the areas identified to the right or know of someone who can please contact Edith Waldron at edithw@gettysburg-chamber.org or 717.334.8151. Thank you!

WANTED



SPEAKERS NEEDED!

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

Automotive Mechanic
Chiropractor
Electrician
Intelligence Community

Biologist
Dentist
Graphic Design
Chemist

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.

Thanks to Outgoing Board Members!

Many thanks to Emried Cole and Matt Sheads for their dedication to, and support of the Chamber during their tenure on the Board of Directors.



Em served on the board for two terms. During his six years he was a member of the Finance Team and Policy & By-Laws Team. He has been instrumental in leading us through numerous by-laws revisions, as well as through a structure change of the Adams County Economic Education Foundation. As a member of the Finance Team, he helped develop sound financial policy and work through some very challenging budget years.

Matt has also been a member of the board for two terms. He has supported the Chamber in numerous ways during that time, but most notably as the unofficial chair of the Grunt Committee! Matt has done much of the heavy lifting when strong arms were needed at the Holiday Basket Bingo. He is also instrumental in securing four-wheelers for the Gettysburg Wine & Music Festival, as well as being there during the week prior to help install fencing and both days to help with wine pick-up. In addition to his Grunt Committee activities, Matt is currently a member of the Membership Team and has served on the Environmental, Taste of the Town, Golf and Raffle Teams over the years.



We thank them both for their service and wish them well in their new endeavors in the community!

MEMBERSHIP MIXERS 2014

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



Ever wonder exactly what Tripwire Operations Group does? Ryan Morris, Owner, is pleased to host the Membership Mixer in order to help you get to know the operation as well as the staff. As an additional treat, the beer being served is manufactured by Ryan at Bravo Zulu Brewing in Michigan. RSVP to the Chamber office, 717.334.8151 before January 9.



Thank you to The Pub & Restaurant
for hosting the Membership Mixer in
November.

Photo credit to Picture This Portraits & Special Events



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family, children,
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www.picturethisblogspot.com



"Like" PICTURE THIS PORTRAITS & SPECIAL EVENTS
ON FACEBOOK FOR THE LATEST PROMOTIONS



Presents...

County Connections Breakfast:

helping you build connections throughout Adams County

Thursday, January 9, 2014

at the Bendersville Community Fire Company
144 Park Street, Bendersville, PA

\$15 per person

7:30am - Registration/Breakfast

8am - Program

Featuring: membership anniversary recognitions
and brief presentations by fellow members.

RSVP by January 2 to:

Gettysburg Adams Chamber of Commerce
717.334.8151 or jenniferm@gettysburg-chamber.org



February General Membership Breakfast

Thursday, February 13, 2014
at the Gettysburg Hotel
One Lincoln Square, Gettysburg

\$15 per person

7:00am - Registration/Breakfast

Featuring the presentation of
the Environmental Stewardship
Award



RSVP by February 6 to Jennifer McCleaf at 717.334.8151 or
jenniferm@gettysburg-chamber.org



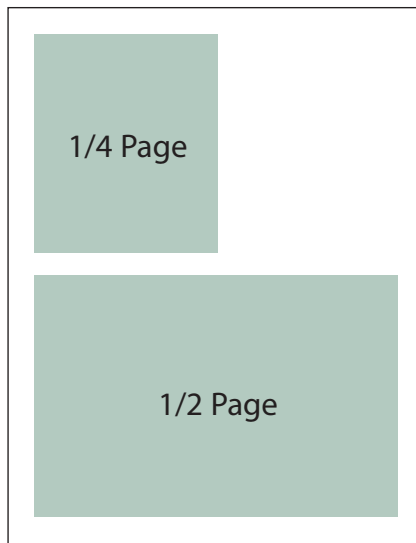
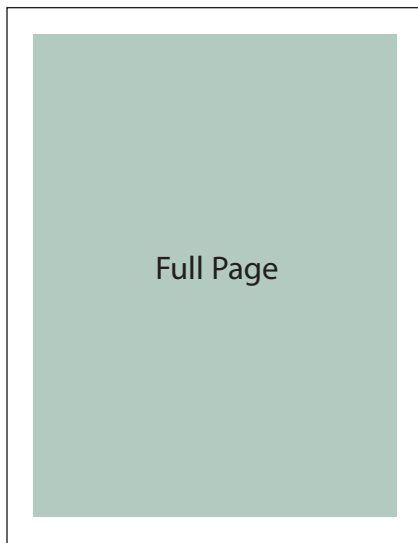
Reserve Your Ad Space Now!

The *Chamber Chat* is the premier business information publication, featuring pertinent information about fellow members, an introduction of new members and timely community information. Don't miss your chance to promote your products and/or services to over 700 business/community individuals. Each issue will be featured on the Chamber's web site, and can be downloaded for circulation within your company or organization. See ad rate discounts below.

Space is Limited Space Close and Materials Due deadlines are subject to change; contact Kaylee Sites at 717.334.8151 today!

Ad Rates

	1X issue/Year Non Member	3X issues/Year Non Member	6X issues/Year Non Member	12X issues/Year Non Member
Full Page	\$350 \$210	\$315 \$190	\$280 \$170	\$250 \$150
Full Page (2-Sided/Back-to-back Ad/Flyer)	\$525 \$315	\$475 \$290	\$425 \$260	\$375 \$225
1/2 Page	\$225 \$135	\$200 \$120	\$180 \$110	\$160 \$100
1/4 Page	\$150 \$90	\$135 \$80	\$120 \$75	\$105 \$65



Ad Sizes

	WIDTH	X	HEIGHT
Full Page	8.5"	x	11" (1/8" bleed on all sides)
1/2 Page	8"	x	5"
1/4 Page	3.875"	x	5"

Ad Submission

EMAIL Stuffed or zipped files under 10M to: kaylees@gettysburg-chamber.org.

Ad Requirements

We require all ads to be submitted in a digital format. Ads submitted incorrectly, including incorrectly sized, may incur additional charges. Ads submitted after materials due date are subject to a late fee.

Preferred format: high res PDF supplied at exact ad size. PDFs must be 300dpi, all colors CMYK and all fonts embedded.

*Ads may be changed month-to-month.

Ad Design is available, with a graphic designer, through the Chamber.



2014 Adams County Home Show

Friday **February 21st** 5-8pm and **February 22nd** Saturday 10am-7pm

All Star Events Complex

2638 Emmitsburg Road, Gettysburg, PA



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.

PRESENTED BY THE



**Builder's Association
of Adams County**

To become a vender, contact BAAC at
717.337.5144 or baacmail@yahoo.com

Proceeds benefit the Student Scholarship Program

Member-to-Member Proudly Sponsored by:



CenturyLink™
ber.org



It Makes a Difference!

Gettysburg Adams Chamber of Commerce

MEMBER-TO-MEMBER

Call the Gettysburg Adams Chamber
of Commerce at 717.334.8151
for information on how to offer a discount!

1st Ed Credit Union 1156 Kennebec Drive, Chambersburg • (717) 264-6506 Sign a child up for a new account and you and your child will receive \$10 deposited into each account. <i>Expires 12/16/2014</i>	Adams County SPCA/Meyers Animal Shelter 11 Goldenville Rd., Gettysburg • (717) 677-7962 Half price membership at \$12.50 with presentation of discount card. Current membership is \$25. <i>Expires 11/26/2014</i>
AllSar Wireless & Easy ReInk <i>Expires 5/17/2014</i> 297 Steinwehr Ave., Gettysburg • (717) 334-6245 Receive \$10 off any laser toner or \$2 off ink cartridge refill.	American Civil War Wax Museum <i>Expires 3/31/2014</i> 297 Steinwehr Ave., Gettysburg • (717) 334-6245 Complimentary Admission for you and your guest.
Arbonne International-Claire Barnett 122 N. Carlisle St., Gettysburg • (717) 334-6245 When hosting a health and wellness or facial party, receive 50% off a product of your choice. <i>Expires 10/7/2014</i>	Arbonne International-Donna Vincent 98 Springs Ave., Gettysburg • (717) 473-0422 Receive 50% discount on the Arbonne Preferred Client Membership. <i>Expires 12/31/2014</i>
Breaktime Massage <i>Expires 7/26/2014</i> 153 Carlisle St., Gettysburg • (717) 579-2864 \$5 off any 60-minute massage or \$10 off any 90-minute massage.	Brown's Ranch <i>Expires 10/13/2014</i> 180 Redding Lane, Gettysburg • (717) 334-2921 Receive a 10% discount on all orders 1/4, 1/2 or whole-of Angus beef.
Bruster's Real Ice Cream <i>Expires 1/25/2014</i> 1126 York Rd., Gettysburg • (717) 338-0575 Receive a \$0.50 discount off any item.	Christopher & Banks <i>Expires 2/28/2014</i> 1863 Gettysburg Village Dr. Ste. 1740, Gettysburg • (717) 334-3016 Receive 50% off one regular priced item. Code 46321
Club 50 Fitness of Gettysburg <i>Expires 10/7/2014</i> 1400 Proline Pl., Ste. 700, Gettysburg • (717) 339-0050 The sign up fee will be waived (regularly \$59).	Country Inn & Suites By Carlson <i>Expires 1/27/2014</i> 1857 Gettysburg Village Dr., Gettysburg • (717) 337-9518 Receive 20% off current standard rate.
Dairy Queen <i>Expires 12/31/2014</i> 915 York Rd., Gettysburg • (717) 334-4411 Receive 10% off total purchase.	Easy ReInk <i>Expires 5/17/2014</i> 204 Chambersburg St., Gettysburg • (717) 458-2200 Receive \$10 off any laser toner or \$2 off ink cartridge refill.
Fabios Events & Catering <i>Expires 12/31/2014</i> 22 North Aspers Rd., Aspers • (717) 778-7929 Receive \$100 off any service totaling \$500 or more.	Financial Consulate, Inc. <i>Expires 12/27/2014</i> 131 Carlisle St., Gettysburg • (717) 334-1861 Receive 10% off the following customized financial plans: Business Owner's Financial Physical, Retirement Financial Physical or Personal Financial Physical, a one-hour comprehensive, complimentary review of your existing investment portfolio.
Fort Ritchie Community Center <i>Expires 10/7/2014</i> 14421 Lake Royer Dr., Cascade, MD • (301) 241-5085 10% off non-member rentals. Options include a gymnasium, meeting room, game room, craft room or multipurpose room for seminars, birthday parties, meetings and corporate retreats in a mountain top setting within 20 minutes of downtown Gettysburg.	Glenn E. Simpson & Son, Inc. <i>Expires 3/1/2014</i> 37 South 5th St., Gettysburg • (717) 334-1929 Receive a 5% discount on a new geothermal system installation, not to exceed \$900.

Member-To-Member Discount Cards must be presented at

DISCOUNT PROGRAM

Hanover Area YMCA Association <i>Expires 3/26/2014</i> 500 George St., Hanover • (717) 479-1494 Receive one free month on an adult membership and the joiner's fee will be waived.	Health Tech Cleaning Systems, Inc. PO Box 344, Fairfield • (717) 215-2515 Receive a \$25 discount on a job priced at \$150 or more. <i>Expires 6/21/2014</i>
High Peak Tent Rentals <i>Expires 12/1/2014</i> 119A Petersburg Rd., Carlisle • (717) 258-8006 Receive 10% off on all rentals.	Hilton Garden Inn - Gettysburg <i>Expires 12/7/2014</i> 1061 York Rd., Gettysburg • (717) 334-2040 Receive \$2.00 off breakfast or 10% off dinner at The Garden Grille & Bar (Formerly the Great American Grill) located in the beautiful Hilton Garden Inn Gettysburg.
Home Instead Senior Care <i>Expires 10/26/2014</i> 14 Deatrick Dr., Gettysburg • (717) 398-2565 Receive a free in-home evaluation for a senior loved one as well as a free senior emergency kit.	iNet Technology Group, LLC <i>Expires 4/18/2014</i> 233 Buford Ave., Gettysburg • (717) 398-2550 Free consultation and one free service call per year (up to 2 consecutive hours). (Valued at \$350)
Inn at Herr Ridge <i>Expires 10/20/2014</i> 900 Chambersburg Rd., Gettysburg • (717) 334-4332 Receive 1/2 off an appetizer.	Junction Creative Solutions <i>Expires 11/29/2014</i> 7401 Princeton Trace NE, Atlanta, GA • (717) 495-6960 Receive 15% discount on all consulting and creative services for Chamber members.
Preferred HealthStaff Inc. <i>Expires 10/27/2014</i> 201 E. Main St., Fairfield • (717) 642-8500 Receive a gift, valued at \$35, for a new client.	Quiznos of Gettysburg <i>Expires 5/22/2014</i> 1863 Gettysburg Village Dr., Gettysburg • (717) 337-3917 10% off any in-store purchase of a \$10 or more.
Quiznos of Gettysburg <i>Expires 5/22/2014</i> 1863 Gettysburg Village Dr., Gettysburg • (717) 337-3917 20% off any catering order of \$50 or more.	Roaring Spring Water <i>Expires 12/12/2014</i> 1325 Hanover Rd., Gettysburg • (717) 334-8080 Receive a 10% discount on the purchase of a new water cooler, any style or type. Includes bottled water, bottom loaders, in line filtration or R.O.'s.
Roaring Spring Water <i>Expires 12/12/2014</i> 1325 Hanover Rd., Gettysburg • (717) 334-8080 With a signed 1-year agreement, receive \$5 off our standard monthly rental rates. A cook & cold is \$3.95/mo. (reg. \$8.95) and hot & cold is \$5.95/mo (reg. \$10.95). You also receive (5) 5-gallon bottles at no charge to start (does not include deposits).	Roaring Spring Water <i>Expires 12/12/2014</i> 1325 Hanover Rd., Gettysburg • (717) 334-8080 Receive a special price of \$5.95 on all 5-gallon bottle with a cooler rental contract. Includes spring, drinking, or distilled waters. Your choice.
Schmuck Lumber Co. Inc. <i>Expires 10/7/2014</i> 615 York St., Gettysburg • (717) 398-2400 Receive O'Malley premium hardwood heating pellets for \$215/ton AND free delivery.	Scott & Co. Fine Jewelers <i>Expires 2/14/2014</i> 2 Lincoln Way East, New Oxford • (717) 338-3902 Receive a free silver polishing cloth with a \$75 jewelry purchase. Limit one.
SERVPRO of Gettysburg/Adams County 3045 York Rd., Gettysburg • (717) 337-9958 15% discount on residential cleaning services. Services to include: carpet, area rug, upholstery and hard surface pressure cleaning. Minimum service charge of \$150.00 required (before discount). <i>Expires 2/6/2014</i>	Sherwin Williams <i>Expires 10/14/2014</i> 35D Camp Letterman Rd., Gettysburg • (717) 334-3315 Receive a 10% discount on all paints and stains.
Subway <i>Expires 1/19/2014</i> 11 W. Railroad St., Gettysburg • (717) 337-2411 5% discount on all regular subs. Offer does not include any premium or double meat sandwiches.	Tail Chasers Grooming <i>Expires 10/7/2014</i> 100B Buford Ave., Gettysburg • (717) 337-1800 Receive \$3 off a complete groom or bath only for your pet.
Wide Open Communications <i>Expires 4/4/2014</i> 233 Buford Ave., Gettysburg • (717) 337-2424 Receive FREE (\$100 Google Adwords Credit), FREE domain name registration for a year, and FREE 1 year free web hosting (valued at \$240). With new website design and development contract.	YWCA Gettysburg & Adams County <i>Expires 12/31/2014</i> 909 Fairfield Rd., Gettysburg • (717) 334-9171 Receive a 10% discount on YWCA Gettysburg & Adams County membership* (*min. 3-month membership required).

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

Community News

Sponsorship opportunities are still available for the fourth annual Dancing With the Local Stars competition, scheduled for January 17 at 7:00pm at the Majestic Theater. Local stars Julie Berger, Mark Clowney, Charlie Gomer, and Jake Schindel will compete with their professional dance partners for the title. For information on how your business can sponsor this event, contact co-producer Alex J. Hayes at ahayes@ywcagettsburg.org. All proceeds from the event benefit the **YWCA Gettysburg & Adams County**. Tickets are available at the Majestic Theater box office.



On February 22, at 5:00pm join the **Gettysburg Foundation's** Sue Boardman, Licensed Battlefield Guide

and author/historian, for an exclusive "after-hours" program of the Gettysburg Cyclorama painting at the Gettysburg National Military Park Museum and Visitor Center. Visitors will explore the history of the genre of cycloramas and in particular the history of the Battle of Gettysburg Cyclorama. Presentation will include a discussion of the massive multi-year conservation effort of our country's largest painting. Please visit www.gettysburgfoundation.org/18 or call 717.334.2436 or 877.874.2478 for more information.

The **YWCA Gettysburg & Adams County**, will host a Community Wellness Day January 15 beginning at 6:30am featuring multiphasic blood screenings by WellSpan (offered until 8:30am), heart and skin screenings, nutrition tips, healthy snacks, and free admission to all YW fitness facilities and classes. To register for the multiphasic blood screening (required), call 800.840.5905.

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Registration is now open for WellSpan Gettysburg Hospital's 19th Annual Women's Health and Wellness Conference. The opening speaker will be Kathleen Jansen,

PsyD, WellSpan Behavioral Health, who will present *I'll Relax a Week from Tuesday...Unless the Dog Needs a Bath!* Self-Care: A Survival Guide for Women. Tammy Miller, international speaker, author and speech coach will present the afternoon keynote, *Just Jump*. Numerous breakout workshops will also be available. Call Cindy Gilbert at 717.337.4272, opt. 1 if you have any questions.



Strawberry Hill Nature Preserve is seeking applicants for part-time naturalist positions. Applicants should have experience working with children and/or adults

in group learning settings and an interest in local conservation topics. A background in environmental education or experiential education is preferred. CPR, First Aid Certification, and a valid driver's license or the ability to obtain a license are required. A criminal background check is required for all staff working with youth. For more information, please call 717.642.5840 or email info@strawberryhill.org. Send an application, resume, and cover letter via email or to: Strawberry Hill Nature Preserve, 1537 Mount Hope Road, Fairfield, PA 17320.

On March 1, 2014 the **Gettysburg Hospital Auxiliary's** Spirit of Hope Gala will take place at the **Gettysburg Hotel**. The Gala offers a special night of friendship, fine food, great music/dancing and a few new surprises to raise funds for a new outdoor healing space at **Wellspan Gettysburg Hospital**. The planned space will provide comfort, inspire strength and touch the spirit of all who come to Wellspan Gettysburg Hospital for care. For more information contact Judy Alder at 717.337.4154 or jalder@wellspan.org.

The Inn at Herr Ridge will be holding a Bridal Boutique on Sunday, January 19, 2014. This event will be held from 1:00pm – 3:00pm, at the historic Bed & Breakfast. For more information please email info@hertavern.com or call Colleen McPherson, Director of Sales at 717.334.4332.



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The **YWCA Gettysburg & Adams County** will kick off a new Brown Bag Lunch series in January featuring Adams County's female

leaders. The first session on January 21 at noon will feature Robin Fitzpatrick, President of the Adams County Economic Development Corporation. Robin will discuss feminine leadership styles and how the qualities of shared leadership and nurturance are becoming sought after in the workplace. The session is free and the public is invited. For information, email Ashley Andyshak Hayes at aahayes@ywcagettsburg.org.



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Breaktime Massage and Hauser Estate Winery have teamed up to offer Gettysburg a new day of the week to look forward to, Wine Down Wednesdays! Join them weekly from 3:00pm - 6:00pm at 19 Lincoln Square, Gettysburg for \$1/Minute

Massage....where

Relax and Wine combine for your comfort! Must be 21 years of age or older. For more information contact: Nancy Depew, 717.579.2864 or marketing@breaktime-massage.com

"Take a Break and De-stress!"
breaktime
massage

Project Gettysburg-Leon will be holding their annual Auction on Saturday, January 18, 2014 from 5:00pm-8:00pm at the Gettysburg College Field House. Project Gettysburg-Leon is a sister city program between Gettysburg and Leon, Nicaragua. All proceeds support sustainable development projects in Leon, Nicaragua and Gettysburg, Pa. Cost is \$15 per person. Tickets can be purchased on-line at www.gettysburg-leon.org. For questions or if you wish to donate contact the Center For Public Service at 717.337.6490.

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The 34th annual Martin Luther King Jr. Celebration will be held Monday, January 20, at 7:00pm in Gettysburg College's Christ Chapel. Keynote speaker is Dr. Michael Eric Dyson, award-winning author and political analyst for MSNBC. The annual Living the Dream Award, co-sponsored by the YWCA Gettysburg & Adams County and the United Way of Adams County, will be presented to a local resident or group who is working to promote Dr. King's dream of freedom and equality for all. Admission is free; a freewill offering will benefit the Adams County Career Aid Project. For information, contact Adrienne Camel at acamel@sccap.org.

If you have information you would like to submit for inclusion in the Chamber Chat, please email it to news@gettysburg-chamber.org

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Community Partners

“GETTYSBURG MERCHANTS WELCOME THE NEW YEAR”

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



Gettysburg Area Retail Merchants Association

Members of the Gettysburg Area Retail merchants Association (GARMA) are excited about the prospects for a Happy New Year and look forward to building upon the progress and success we experienced in 2013.

GARMA membership grew to 85 participating businesses, professionals, and organizations during the past year. Many of the newest members helped re-energize and expand our standing committees and focused on improving our

customers' experience in Gettysburg. Members understand happy customers will return to Gettysburg and recommend a visit to their friends and family if they have a good experience shopping and dining in Gettysburg. GARMA can see the results of positive feedback in the social media we participate in, and in the increasing numbers of people who turn out month after month for our 1st Friday - Gettysburg Style events. You can find GARMA on line at www.gettysburgretailmerchants.com as well as on FaceBook and Twitter.

GARMA is a non-profit corporation recognized by the Commonwealth of Pennsylvania. Members believe healthy businesses create a healthy local economy for the benefit of the entire community. GARMA's membership includes retail stores, restaurants, financial institutions, wineries, media, utilities, transit operators, entertainment venues, attractions, professionals, service providers, accommodations, and non-profit organizations.

Ever thought about joining GARMA? Complete details can be found at www.gettysburgretailmerchants.com under the How To Join tab, and will help you learn more about the organization, its member benefits, and allow you to print out a membership registration form. You will find contact information should you want to schedule an appointment to discuss membership with a current GARMA representative, or explore the list of current members to learn how many of your neighbors are GARMA members already.

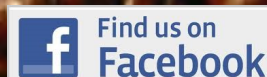


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NOMINATIONS NEEDED

for the

16th Annual Environmental Stewardship Award

Applicants must be able to show a sustainable program that has had a positive environment impact.

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.

Deadline is January 10, 2014

Recipients will be announced at the General Membership Breakfast on February 13, 2014.

2014 AVAILABLE SPONSORSHIP OPPORTUNITIES

WHAT DO I GAIN FROM SPONSORING A CHAMBER EVENT?

Be Seen.

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

Be Heard.

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

General Membership Breakfasts

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

February & April Breakfast Event Sponsor—\$275.00 (limit 2) | Student Breakfast Sponsor—\$100

Legislative Luncheon

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

Supporting Sponsor—\$375 (unlimited) | Table Sponsor—\$200 (unlimited)

Taste of the Town

Taste of the Town is the premier culinary event in Adams County. Spotlight your products/services to over 20 businesses in the hospitality/food service industry and more than 200 "foodies." This unique promotional venture will give you unparalleled exposure to the local community.

Title Sponsor—\$2500 (limit one) | Supporting Sponsor—\$1000 (limit 2) | Contributing Sponsor—\$500 (limit 4)

Community Sponsor—\$250 (limited 6) | Patron Sponsor—\$100 (unlimited) | Table Sponsor—\$50 (limited to total # of vendors)

Contact Jennifer McCleaf, 717.334.8151, for additional details

Why Get A Business Coach?

Why use Business Coaching? For people who are concentrating on their own business, it makes it hard to see where there are opportunities to expand. A business coach's external view can give you the direction needed to improve your business.

Few people who go into business do so as an expert business person, and even if they do, being fully engrossed in their own business makes it difficult to see all the opportunities for growth, to notice mistakes and to commit to taking the action that needs taking. A Business Coach has an external view point, and works with you on your strategy and execution, checking the value of the actions you are taking, and helping you to develop plans for greater success.

Just like a professional sports person at the top of their game will use a coach to help them continuously improve, a successful business person is someone who accepts that they can't be on top of everything all of the time, and values an external input, from a business coach or through mentoring. A Business Coach isn't just for a struggling business; it is a valuable investment to ensure continued success in an ever changing market.



A Business Coach can help you to:

- Grow your business
- Keep on top of your projects and plans
- Monitor and improve your performance
- Be sure you are taking the right actions, being an impartial sounding board
- See what you are doing well and areas in which you can improve
- Set realistic and achievable goals so you can grow your business and measure your success
- Get more business out of your clients
- Make sure you have the confidence, assertiveness and self-motivation you need
- Manage your time better so you can capitalize on ideas
- Maintain a healthy work/life balance

Most business coaches have a coaching program that is usually delivered in a step by step process and focused on the needs of the business and the expectations of the business owner/leader. Business coaching like I said in an earlier article is like sports. In sports, you need to be in good shape at all times. Keep your business in good shape.

Jeff Rock, Jeff Rock Consulting, LLC
717.387.1746 • jeffrock60@yahoo.com

Holiday Jackpot Raffle



Pictured are some of the lucky \$100 winners!



Matt Livelsberger & Dave Sandoe (Graphcom Inc.)



Jeanne Hart (Wyndham Gettysburg) & Andrea Singley



Pictured are winners Mike & Diana Trout (Tail Chasers Grooming), with Judi McGee (Members 1st Federal Credit Union) & Carrie Stuart (Chamber President).



Petula Yingling (Gettysburg Foundation), Steve Rasmussen (Adams Electric Cooperative, Inc.), Larry Plank (L & H Mechanical & Electrical Services, Inc.), Hans Schreiber (Wyndham Gettysburg) & Holly Fox (L & H Mechanical & Electrical Services Inc.),



Carl Frantz (Carl E. Frantz Inc.), Patty Shultz (Outlet Shoppes at Gettysburg), & Bryan Johnson (Country Inn & Suites)



Judi McGee (Members 1st Federal Credit Union) & Carrie Stuart (Chamber President) pose with Christine Smith the \$1,000 Jackpot Raffle winner.

Congratulations to the following winners:

- \$1,000 – Christine Smith
- \$500 – Dawn Glass
- \$500 – Deborah Gemmel
- \$500 – Tail Chasers Grooming
- \$100 – Stacey Green
- \$100 – Wanda Spahr & Rodger Brough
- \$100 – Jeff Shaffer
- \$100 – Dave Campbell
- \$100 – Ben Newton
- \$100 – Susquehanna Bank
- \$100 – Norris Flowers
- \$100 – Charles & Debbie Raffensperger
- \$100 – Diane Baltzley
- \$100 – Keyra Benner
- \$100 – Donald Howard
- \$100 – Jim Martin
- \$100 – Sandy Richardson
- \$100 – Schmuck Lumber Co.
- \$100 – Tail Chasers Grooming

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January 2014 Events

January 1

Happy New Year!
Chamber Office Closed

January 3

Membership Council Meeting, 8:30am
Chamber office

January 6

Staff Meeting, 9am, Chamber office

January 8

Career Fair Meeting, 1:00pm,
Chamber office

January 9

County Connections Breakfast, 7:30am,
Bendersville Community Fire Company
Legislative Team Meeting, Noon,
Gettysburg Eddie's

January 13

Staff Meeting, 9am, Chamber office

January 14

Executive Team Meeting, 7:30am,
Chamber office

Environmental Team Meeting, Noon,
Chamber office

January 15

Marketing Council Meeting, 12:30pm,
Chamber office

January 16

Business and Industry Meeting, Noon,
Gettysburg Eddie's

Membership Mixer, 5-7pm, Tripwire
Operations Group

January 17

Lunch & Learn: "How do I know?"
12:15-1pm, Chamber office

Taste of the Town Team Meeting, 3:30pm
Chamber office

January 20

Chamber Office Closed

January 21

Dwight D. Eisenhower SSI Meeting, 8am,
Chamber office

January 22

Lunch & Learn: "Reach 100% of Your
Customers," 12:15-1pm, Chamber office

January 23

Board of Directors Meeting, 7:30am,
Adams Electric Headquarters

January 27

Staff Meeting, 9am, Chamber office

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