

Chamber chat

February 2012

A monthly publication of
the Gettysburg Adams
Chamber of Commerce



—INSIDE—



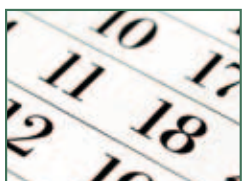
2

Member News
Member Headlines



12

**Community
News**



17

Calendar
Upcoming Events

ALSO:
PRESIDENT'S MESSAGE,
UPDATES & MORE!

Young Adults Learn About Business

Have you ever wondered how our young people learn about the world of business? You might be inclined to think that kind of education would be happening in our elementary or secondary schools. Alas, Pennsylvania does not require even a basic course in economics as a pre-requisite to high school graduation, nor does it even test our students on their knowledge about economics before they enter the workforce.

Thirty-three years ago the business community of Pennsylvania decided to take the matter into their own hands to address this gap in education. In 1979, a marvelously innovative program was born to teach our young people (juniors and seniors in high school) about those issues that face business people every day. *Pennsylvania Free Enterprise Week (PFEW)*, internationally-acclaimed for its excellence, now annually graduates approximately 1,500 students with a vastly improved understanding about free market economics and how economic opportunity is so integrally tied to personal freedom.

Each summer, PFEW holds four, one-week individual sessions in July and August. The focus of the week is to group the participants (strangers at first) into "management teams" of senior executives who have inherited imaginary "companies." These teams, under the guiding hands of "executives-on-loan," called Company Advisors, operate their firms for a computer-simulated three-year period of time. To add a sense of reality, they are competing against two other student "companies" manufacturing and distributing the same product. These fledgling corporate executives are faced with decisions that any real-life business person confronts daily. They work with balance sheets, statements of income, market share surveys, etc., and must also react to a variety of external factors.



Student "company" members take a short break from their PFEW projects.

Continued on next page

—2012 BOARD OF DIRECTORS—

***S. Gregory Allen, Board Chair**
Graphcom, Inc.

***Stacey Green, Vice Chair**
Biggerstaff's Catering

***Darlene A. Brown, Secretary**
Adams County Housing Authority/
Pennsylvania Interfaith Community
Programs Inc.

***Gary Rappoldt, Treasurer**
ACNB Bank

Mary Bottorf
HACC - Gettysburg Campus

Emried Cole
Lutheran Theological Seminary
at Gettysburg

Eric Eshbach
Upper Adams School District

Norris Flowers
Gettysburg Convention &
Visitors Bureau

***Carl E. Frantz**
Carl E. Frantz, Inc.

William G. Hanne
Borough of Arendtsville

Bryan Johnson
Country Inn & Suites by Carlson

***Duane Kanagy**
Adams Electric Cooperative, Inc.

John G. Kramb
Adams County Winery

Katie Lawhon
Gettysburg National Military Park

Pete Martin
Sharrah Design Group, Inc.

***Nina Redding**
Penn State Cooperative Extension of
Adams County

Matt Sheads
Hockley & O'Donnell Insurance Agency

***Carrie S. Stuart, President**
Gettysburg Adams Chamber of
Commerce

**Denotes Executive Committee member*

—CHAMBER STAFF—

Jennifer McCleaf
Membership/Events Director
jenniferm@gettysburg-chamber.org

Stephanie Mummert
Marketing Assistant
stephm@gettysburg-chamber.org

Edith Waldron
Operations Assistant
edithw@gettysburg-chamber.org

18 Carlisle St., Ste. 203 | Gettysburg, PA 17325
717.334.8151 | FAX 717.334.3368
info@gettysburg-chamber.org
www.gettysburg-chamber.org

Office Hours
Monday-Friday, 9am-5pm



Continued from front page

PFEW is designed to give every participant, in broad brush strokes, an idea of what is germane and pertinent to the business world of today. Each day's activities include four to five presentations from world-class business people from a list that reads like Who's Who in Pennsylvania. The students hear about: Business and Finance, the Role and Relationship of Business and Government, Taxation, Business Ethics, Labor Relations, and much more. Does it work? Justin Foster of Grove City Area High School said, *"PFEW has a near perfect balance between its serious aspects and its entertainment, and, when you combine that with the incredible people involved in the program, both students and volunteers alike, you have an invaluable experience that will last and guide many of us throughout our lives and careers."*

The Chamber is proud to support PFEW to give our local students an eye-opening experience like Justin described. We encourage our local companies and civic organizations to provide sponsorships for our students and, if possible, volunteers for the sessions. (PFEW is completely a product of the private sector.) Every student attends PFEW on a fully tax-deductible \$525 scholarship (the actual value of the scholarship exceeds \$1,500) which is provided by a local firm. Each graduate corresponds with his or her sponsor following graduation to report on the program and what they learned.

If you would like to learn more about this award-winning program and how you can help, you can visit their website at www.pfew.org or contact John Trombetta, President of the Foundation for Free Enterprise Education at 814.833.9576 ext. 1, or email him at john@pfew.org.

PFEW is open to all current sophomores and juniors in Pennsylvania and information on attendance, as well as program applications, can also be found on the website. Questions can be directed to Ms. Michelle Warofka, Manager of Schools for PFEW by calling her office at 814.833.9576 ext. 3 or emailing her at michelle@pfew.org.

From the Desk of... the Events Director



Winter's Palette Debuts a New Name & New Venue for 2012

After 10 years of existence, the committee has decided that the event was ready for a few changes! For the last couple of years the weather has been unpredictable and more times than not, attendees did not need their winter coat to attend the event. Besides the name, Winter's Palette, didn't really explain the purpose behind the program. That purpose is to showcase area restaurants, caterers and businesses in the food industry. And so, **Taste of the Town** will take the stage on Saturday, March 31, 2012 at the 1863 Inn of Gettysburg.

It will be one night, one price and one fabulous feast! With more than 20 businesses in the food industry, this epicurean adventure provides a taste of something for everyone. Enjoy mouth-watering appetizers, entrees, desserts, pastries and beverages from the town's finest restaurants, caterers, bakeries and delis.

And what is the best accompaniment to all of that fine food? Well the finest jewels in town of course! Full-service jeweler, **Scott & Co. Fine Jewelers**, will showcase a few fine pieces during the event. One lucky raffle winner will walk away with a little touch of elegance that evening.

And before I forget to mention it, the new venue promises lots of parking...and it's free too! We cannot wait for the debut in March, so don't delay in buying your tickets. Space is limited and tickets may not be available at the door. To make it even easier, we've provided a ticket order form on page 11.

See you in March!

~ Jennifer McCleaf

2012 Community Profile and Membership Directory

We are excited to partner with Centre Publications to bring you a comprehensive full-color Community Profile & Membership Directory for 2012. The publication will allow us to promote the Adams County area while showcasing our members to the business community, new businesses, new residents and visitors.

Each member will be receiving a call from Nancy to schedule a meeting with one of their representatives. This will be a great opportunity for you to learn more about the publication and the various advertising options.

We greatly appreciate your support of this main marketing and promotional tool.

Please feel free to contact Jennifer McCleaf at:
jenniferm@gettysburg-chamber.org
or 717.334.8151, with any questions.



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 County community:

ACNB Bank	Mediation Services of Adams County
Adams County Children's Advocacy Center	New Oxford Mechanical Services & Adams County Truck Repair
Adams County Conservation District	North Gettysburg Coin-Op Laundry
Adams County Historical Society	Picture This Portraits & Special Events
Bermudian Springs School District	Pike Restaurant and Lounge
Bridges Golf Club	Possum Valley Municipal Authority
Brown, Jay P.	Raffensperger, Martin & Finkenbiner, LLC
Coldwell Banker Bigham, Realtors	Ragged Edge Coffee House, LLC
Dairy Queen	Roaring Spring Water
Edward Jones-Frank Pizzuto, AAMS	Nancy R. Hendricks, Insurance Counselor - Agent
Gary E. Redding Mason Contractor	Sherwin-Williams
Gettysburg Municipal Authority	Staub, Riggs & Collins, Inc.
gettysburg.com	Union Cigar Club
Hafer, Sebastian R.	Village Book and Table
Herff Jones Yearbooks	
J. Keith Johnson, Ltd.	
Junction Creative Solutions, LLC	
Larson, Andrew M.	

Member News



Hollabaugh Bros., Inc. Fruit Farm & Market recently held a ground-breaking ceremony for their new fruit market. The new market will be constructed behind the current market north of Biglerville. The construction is scheduled to be completed

in June and the current market will be demolished when the new market is open to make room for more parking. They are located at 545 Carlisle Road in Biglerville. Contact them at 717.677.9494 or visit www.hollabaughbros.com.

The Inn at Herr Ridge was honored with Wine Spectator Magazine's Best of Award of Excellence 2011. They are 1 in 15 restaurants in PA, 1 in 572 restaurants in the United States, and 1 in 833

restaurants internationally to receive this award. They currently house over 5,000 bottles in their wine cellar with over 900 different selections. They are located at 900 Chambersburg Road in Gettysburg. Visit them at www.innatherridge.com or call 717.334.4332.



Junction Creative Solutions is Building Better Businesses in 2012. Enter for your chance to

win services from Junction (valued at \$5,000)! Tell us about what you are doing in 2012 to Build a Better Business and you could win professional consulting services from Junction Creative Solutions! Visit http://www.junction-creative.com/newsletters/2011/december-promo/newsletter/dec_promo_2011_newsletter.html for all the details or call 678.686.1125. Enter your submission to promotions@junction-creative.com. Submission deadline is 5pm on February 17.

The Financial Consulate, located in Gettysburg and led by Gettysburg native and local

financial planner, Ryan Fox, has been mentioned in the *New York Times* recently. Tim Maurer, a fellow planner with the Financial Consulate, was highlighted in the *New York Times* in their 2011 wrap-up article, "Footsteps to Follow in the Coming Year." Maurer expands on this theme at the Financial Consulate's website www.financialconsulate.com as well as on his personal blog www.timmaurer.com and his Forbes blog <http://blogs.forbes.com/timmaurer>.



The Pennsylvania Chamber is holding a special IT security roundtable, Securing Clouds and Mobile Devices, and Defending Against the Latest Attacks from 8am-Noon on Thursday, February 23, at the Sheraton

Harrisburg-Hershey, Harrisburg, PA. Representatives from Dell and Cisco Systems, and a Microsoft specialist will present actual case studies. The fee to attend is \$60 for PA Chamber members, \$85 for non-members. For your convenience, you may register online at www.pachamber.org/conf or call our toll-free Conference Hotline 877.866.8965.



The 2nd place Farm Show display.

Hollabaugh Bros., Inc. Fruit Farm & Market participated in the PA State Farm Show this year. Their Farm Market display took 2nd place, with their educational emphasis on what the crazy weather of the past year did to us. They won Best Bushel for an awesome bushel of Gala and many, many other first place awards and Best of Class Awards. Congratulations and kudos to all of the employees at Hollabaugh Bros.

Adams Electric Cooperative, Inc., and Consolidated Electric Co-op, of Mount Gilead, Ohio, together donated nearly 100 used transformers to the NRECA International Foundation to distribute to electric co-ops in the Philippines. The transformers are en route from Adams Electric to a port in Norfolk, VA. From there, they will travel via sea freight to the Philippines, where co-ops will refurbish them before putting them into service. Transformers are good candidates for equipment donations, because of their longevity.



The used transformers being loaded for distribution overseas.



Knovex, LLC is thrilled to welcome Shana Frantz as the newest member of the company team. Shana is

taking on the role of Recruiter for them and will assist with sourcing and retaining top talent for the training and instructional design programs for a wide variety of corporate and government clients. To learn more about Knovex, located at 122 Chambersburg Street in Gettysburg, call 866.892.8901 or visit www.knovex.com.



Photo by Karen Hendricks

Elizabeth Kirby was named the new Executive Director for the non-profit Gettysburg Festival. Kirby, who has extensive experience in the non-profit sector, received the appointment by the festival's board of trustees. Kirby's most recent experience includes assisting with the creation

of a stewardship donor program as a Land Conservancy of Adams County board member. The 5th Annual Gettysburg Festival is planned for June 8-17. Visit www.gettysburgfestival.org or call 717.334.0853 for details.



presents

FREE REVIEW



CenturyLink™

Do you want to review your business account?
Upgrade your internet or phone systems face-to-face?
Then February 8th is your opportunity!!!

Laureen Lutz, representative from
CenturyLink will be available (by appointment only)
at the Chamber Office on **Wednesday, February 8**
from 9am-3pm to meet with you!

*Each appointment time slot is 30 minutes, and all you will need is your
current CenturyLink business telephone bill. Members, interested in
this free opportunity, should contact
Jennifer McCleaf at 717.334.8151 to schedule an appointment.*

LUNCH and LEARN Series

Hosted by:



Met-Ed

A FirstEnergy Company

When: Wednesday, February 15, 12:15-1pm

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

RSVP: 717.334.8151 by February 8

TOPIC

Cash Incentives for Energy Efficient Equipment

***Bring your lunch and questions!**

Parking is available in the Race Horse Alley Garage

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

Local People, Serving You!



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

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: Local People, Serving You!



**Adams Electric
Cooperative, Inc.**

A Touchstone Energy® Cooperative



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

Program Updates

Senator John C. Rafferty, Jr. (R44), Chairman of the Senate Transportation Committee, will be the featured speaker at the February 23 Membership Breakfast at the **Gettysburg Hotel est. 1797**. Senator Rafferty will address the topic of Transportation-Key to Economic Development. Additionally, the 2011 Environmental Stewardship Award recipient will be announced. Contact Stephanie Mummert, stephm@gettysburg-chamber.org, to sign up, or download a registration form from our website, www.gettysburg-chamber.org.

Thank you to the following breakfast sponsors:



Senator
Rich Alloway

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 also helps establish partnerships to refine outside of the program setting. 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.

The **Legislative Team** has recently established a *Legislative Watch* e-newsletter to keep you informed of key issues and/or pending bills that may affect your business. Please note that the Chamber is non-partisan and this does not reflect our views/opinions of certain legislative matters. This is simply an informational resource for our members.

Expose your business to more potential clients and customers, market to Chamber members and their employees and utilize free on-going marketing with the Chamber's **Member-to-Member Discount Program**. This program is designed to support member businesses and provide economic growth into the Adams County community. Contact Jennifer McCleaf, jenniferm@gettysburg-chamber.org, to sign up, or download an application from www.gettysburg-chamber.org.

Membership orientations give you a great snapshot of the Chamber. It's a tremendous way to learn how to maximize your membership to make new business connections, 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 7 in the Chamber office, lunch served at 11:30am. Pre-registration is required. Contact the Chamber office to RSVP your attendance, 717.334.8151.



present

How to Maintain a Union-Free Workplace Training Class

Tuesday, March 6, 2012
at the Gettysburg Adams Chamber of Commerce • 7:30-10:45am

***\$60 class fee**

***Seminar attendance limited to Chamber and MASCPA members only**

THE NATIONAL LABOR RELATIONS BOARD (NLRB) IS AGGRESSIVELY CHANGING RULES TO FAVOR UNIONIZATION...NOW WHAT?

MASCPA is offering a three-hour class to train supervisors, managers, and executives how to maintain a union-free workplace. Please take a moment to read the information below on why this is needed in every non-union workplace, immediately!

This three-hour interactive class is designed to:

1. Educate managers and supervisors on what to watch for as signs of unionization and about the importance of your company's union-free status to its continued success.
2. Educate managers and supervisors about what unions can and cannot do for employees.
3. It works quite well with a mix of executives, managers and supervisors in each class which promotes a highly interactive and cross-sectional perspective of perceived vulnerability of the organization, as well as an accurate assessment of both positive and negative driving forces that allow employers to maintain a union-free workplace.

Please register with the Chamber Office by calling 717.334.8151 or email info@gettysburg-chamber.org

Community Partners

Be a Part of National Travel & Tourism Week

by Carl Whitehill, Media Relations Manager



The Gettysburg Convention & Visitors Bureau (CVB) is already preparing for National Travel and Tourism Week, May 5-13, 2012.

This is a time for tourism communities around the country to take time and tout the benefits of travel and engaging both visitors and local residents in tourism-related events.

Tourism is the top industry in Adams County, accounting for more than \$370 million in visitor spending, \$104 million in tax revenue, and supporting 5,800 jobs.

In the past, the Gettysburg CVB has held a town cleanup in Downtown Gettysburg and Steinwehr Avenue, and has created the Tourism Star Award to honor employees in the Adams County tourism community. They've also held a reception at the Historic Gettysburg Railroad Station. All of those events the CVB, once again, plans to host in 2012.

But we're looking for more ideas from the local businesses and residents. If you have ideas of how you, or the community, can mark National Travel & Tourism Week, contact Carl Whitehill at the Gettysburg CVB, at 717.338.1055 or cwhitehill@gettysburg.travel.

New Year, New Place, New Plan

by Deb Adamik, President & CEO



With the start of the new year, Main Street Gettysburg (MSG) is pleased to announce our new location directly across from the Courthouse, in the heart of the historic downtown. This is an ideal location for us because it is close to those we serve, the Gettysburg community. Though our Gettysburg address has changed, all of our other contact information remains the same.

MSG's organizational role has evolved since its inception more than 25 years ago. Economic revitalization and historic preservation create the foundation work for our 18-member board of community leaders and staff who have achieved more than \$40 million of community improvements over the years. We work collaboratively to create a vibrant and enterprising community.

Going forward MSG is broadening its efforts in economic revitalization by creating a Gettysburg business strategy plan. Gettysburg 20/20 was the springboard for this planning initiative. MSG hosted a Visioning Day in 2010 that engaged 50 community leaders in this economic planning process. Collaborating with the Borough, County and other organizations on topics such as infrastructure, urban design, and other economic issues will be the top priority for MSG in the coming year.

MSG will continue to keep a pulse on the community and listen to the needs of Gettysburg's businesses, citizens, and visitors to develop means to overcome obstacles that challenge business growth and expansion.

Chamber members are invited to visit our new location at 116 Baltimore Street and become involved. We want to hear from you on how best to improve our local economy and work in tandem to overcome the economic challenges that we all face. Please email us at staff@mainstreetgettysburg and share your thoughts. We look forward to hearing from you.

GARMA Plans 1st Friday Chocolate Walk

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



Gettysburg Area Retail Merchants Association

Chocolate lovers will want to be in Gettysburg on Friday, February 3, to take a *1st Friday-Gettysburg Style Chocolate Walk* across the retail district. Participating members of the Gettysburg Area Retail Merchants' Association (GARMA) have made special arrangement with fellow member, Kilwin's Chocolate, Fudge, & Ice Cream, to offer samples of Kilwin's Chocolates in their businesses that evening between 4-7pm while supplies last. Look for the unique, colorful *1st Friday* flags and window banners which help identify participating members for the day's events.

Kilwin's Chocolates, Fudge, and Ice Cream, at 37 Steinwehr Avenue, is well known for offering a variety of famous Kilwin's gourmet chocolate candies, as well as their own fresh made and locally produced chocolates, fudge, flavored popcorn and the ever popular Nutcracker Sweets.

That same evening, participating GARMA Members will also be registering you for a chance to win a \$100 valued Chocolate Manicure & Pedicure courtesy of Gettysburg Day Spa, 221 Chambersburg Street, a his and hers salon and spa located in the heart of Gettysburg.

What a perfect opportunity to explore the shops and restaurants of Gettysburg looking for gift ideas for your favorite Valentine. Consider giving a GARMA Gift Certificate to the Valentine who already seems to have everything.

GARMA members offer an array of unique shopping opportunities, extended evening hours, special events, warm hospitality, sales or savings each *1st Friday* of the month throughout the year. Mark your calendar now for the next *1st Friday-Gettysburg Style* planned for March 2nd and every *1st Friday* each month of 2012.

Visit GARMA at www.gettysburgretailmerchants.com and click on the *Events* page for the most current information about member participation. Follow GARMA on Facebook and Twitter, too.

2012 SPONSORSHIP OPPORTUNITIES

WHAT DO I GAIN FROM SPONSORING A CHAMBER EVENT?

Be Seen.

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

Be Heard.

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

Golf Outing

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

Platinum Sponsor-\$950.00 | Dinner Sponsor-\$425.00 | Prize Sponsor-\$325.00

Putting Contest Sponsor-\$250.00 | Hole Sponsors-\$100

Wine Festival

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

Showcase Sponsor-\$4,500 (limit 6) | Vintage Level-\$2,500 | Designated Driver Sponsor-\$2,000

Cellar Level-\$1,000 | Barrel Level-\$500 | Bottle Level-\$250 | Cork Level-\$100

Student Programs

A privileged opportunity to promote your business to hundreds of youth and education administrators. The youth of today is the future workforce of Adams County. These programs benefit students in six local school districts.

Mentor Luncheon Sponsor-\$275 (limit 2) | Senior Self Improvement Breakfast-\$275 (limit 2)

Sponsor Students at Membership Breakfasts-\$100 (limit 6 per year)

General Membership Breakfasts

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

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

Chamber Newsletter

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

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

Membership Orientation

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

Event Sponsor-\$250

Contact Jennifer McCleaf, 334.8151, for additional details

2012 Officers of the Board of Directors



BOARD CHAIR

S. Gregory Allen has been President of Graphcom, Inc. since 1982. His business experiences have provided him with many qualifications that could be provided to the Chamber, including excellent problem solving skills and good consultative skills. He has solid accounting abilities. Greg has been a Chamber member for many years, serving as a Board Director, a member of the Executive Committee and the Policy & By-Laws Committee. He also participated in membership drives in the past and encourages his employees to be active, participating members.



VICE CHAIR

Stacey Green is the Owner of Biggerstaff's Catering. She is the Chair of the Community Events/Fundraising Council, which includes the Gettysburg Wine & Music Festival and the Taste of the Town events. Stacey is a member of the Gettysburg Rotary Club and was installed as the first female member of the Gettysburg Optimist Club. Stacey brings her enthusiasm and energy to every project she is involved with.



SECRETARY

Darlene A. Brown has been the Executive Director of the Adams County Housing Authority/Adams County Interfaith Housing Corporation for the past twelve years. During her tenure, she has expanded the operations of the agencies while implementing housing growth in Adams County and the surrounding counties; creating community outreach programs and building collaborative partnerships with local and state government. Darlene is committed to establishing community liasions as evidenced by her participation on several committees and boards, including the Chamber's Board of Directors, Special Events/Wine & Music Festival, Legislative Committee, and Policy & By-Laws committee. She is an active member of Healthy Adams County, the Gettysburg Rotary Club and also serves on the Gettysburg Borough's Elm Street Project and Main Street Gettysburg's Design Committee.



TREASURER

Gary Rappoldt is Vice President, Commercial Lending at ACNB Bank. He has a bachelor's degree in management and a minor in accounting, economics and banking. He is a member of the Chamber's Finance Team and Raffle Team, and previously served on the Business & Industry Team, and the Agriculture Team. Gary serves on the Penn State Cooperative Extension Board and serves as their treasurer. He is a member of the Gettysburg Optimist Club, a 4-H Leader, was on the 4-H Fair Board and serves as a financial counselor for the York County Area Agency on Aging.

Webinar Series:

Energy Efficiency Incentives and Technical Education Presentations

Join us for a new **FREE** webinar series every other
Wednesday from noon to 1:00 p.m. Eastern, starting January 18, 2012.

The first half of the webinar series will cover new enhancements to Act 129 Programs from FirstEnergy's utilities, during which you can learn all about the cash incentives available for your commercial or industrial energy efficiency projects. In the second half, we will have a guest speaker present on a variety of educational topics. For more information and to register, see details below, or call Diana Pangestu at 212-946-2850.

Energy Efficiency Opportunities:

Lighting 101

Wednesday, January 25, 2012, noon to 1:00pm

Special Guest Speaker:
Bob Suders of the Hite Company

For more information, or to register, visit

www.energysavePA.com

The Future of Lighting:

What's to Become of Incandescent?

Wednesday, February 1, 2012, noon to 1:00 p.m.

Special Guest Speaker:

Diane Shellenhamer of Schaedler Yesco

For more information, or to register, visit

www.energysavePA.com

Where to Get Money for Your Energy Efficiency Project

Wednesday, February 15, 2012, noon to 1:00 p.m.

Special Guest Speaker:

Steve Moritz of All Facilities Energy Group

For more information, or to register, visit

www.energysavePA.com

Latest Advances in Lighting Controls

Wednesday, February 29, 2012, noon to 1:00 p.m.

Special Guest Speaker:

Mike Potts of Orion Energy Systems

For more information, or to register, visit

www.energysavePA.com

LED Cooler Fixtures and Other New LED Lighting Options

Wednesday, March 14, 2012, noon to 1:00 p.m.

Special Guest Speaker:

Amanda Sabitus of Friedman Electric

For more information, or to register, visit

www.energysavePA.com

Energy Efficiency Opportunities: Lighting 102

Wednesday, March 28, 2012, noon to 1:00 p.m.

Special Guest Speaker:

Lori Porreca of A1 Energy

For more information, or to register, visit

www.energysavePA.com

To Start the Webinar, go to <http://www.saic.com/customer/datax/>

Scroll to the bottom and enter the following IDs: Conference Reference: 745965, Attendee Security PIN: 5228573097

Audio Conference Call: Please dial 1-800-366-7242 and enter conf code 3401990

For more information on our programs, or to download applications, visit www.energysavePA.com,
or email energysavePA@saic.com.



Scan the QR code for your
Outlook invitation
reminder

Met-Ed®
Penelec®
Penn Power®
West Penn Power™

FirstEnergy Companies

Our New Years Gift to You:

A \$10 Gift Card for Each Application Submitted



This New Year's, we would like to give you a bonus gift.

Beginning January 1, 2012, each application that's submitted to the energy efficiency incentive programs of Met-Ed, Penelec, Penn Power and West Penn Power will earn its contractor/submitter a \$10 gift card. The \$10 gift cards can be redeemed at a number of local and national retailers. Start the New Year efficiently and with a \$10 gift card in your pocket. This promotion expires February 29, 2012, so submit your application today.

To claim your gift card, simply fill out your application online at www.energysavePA.com (or through the other communication portals listed on the website). Please refer to the application for all details and requirements.

Once you receive an email confirming receipt of your application, forward that email to Diana Pangestu at Diana.f.pangestu@saic.com with the following pieces of information:

1. First and last name
2. Company
3. Mailing address to send gift card
4. Phone number
5. Choice of gift card: Choose from Starbucks, Dunkin Donuts, Home Depot, Amazon.com or Gander Mountain.

Once your confirmation email has been received, your gift card will be mailed out right away. For questions on this promotion, please call 212-946-2850. Please note that SAIC reserves the right to deny gift cards to any applicants who submit an incomplete application.

Met-Ed, Penelec, Penn Power and West Penn Power are offering cash incentives for energy efficiency projects completed after October 28, 2009. Get incentives for lighting, HVAC, traffic signals, custom projects, and more!



*Met-Ed®
Penelec®
Penn Power®
West Penn Power™*

FirstEnergy Companies

The Gettysburg Adams Chamber and PA Chamber Insurance – Teaming Up to Bring You Winning Benefit Solutions!

Sidelined by trying to figure out the best benefits for your company and your employees? Ready to call a time-out wading through multiple plan options, deductibles, co-pays and co-insurance? The Gettysburg Adams Chamber of Commerce and PA Chamber Insurance have the winning playbook in helping you find great benefit solutions.

From the first conversation, to the results you're counting on, Pennsylvania Chamber Insurance gives you skin in the game by simplifying the complexity of navigating benefits for businesses, employees and individuals.

Our championship solution lies in the strength of Pennsylvania Chamber Insurance's three key competencies:

- **Service:** Our commitment to delivering outstanding service to you is our number one priority.
- **Simplicity:** Healthcare can be complex. We make it simple by cheering for our customers and sorting through the thousands of plan options and carriers to find the best solution. The added convenience of one invoice for most coverages makes it an unbeatable combination.
- **Selection:** It's all about choice. Offering every carrier in the state, the PA Chamber solution gives you choice of carrier and plan design and increased flexibility with our exclusive dental, vision, life and disability products. Partnered with our unique benefit of no participation guidelines and guaranteed issue for most coverages, our ancillary benefits give you a competitive edge.

Plus, you may qualify for a voucher to use toward chamber membership. Now there's something to get excited about!

Call the PA Chamber Insurance team today at 800.225.7224 or visit www.pachamberinsurance.com to learn more!



Great Fun For All Ages!

Liberty February Events

Feb. 2 - Operation Thank You

Free lift ticket for active duty Military, Paid & Volunteer EMS, Firefighters and Law Enforcement.

Feb. 3 - Earl David Reed Comedy Show

Feb. 4 - One Day Coed Snowboard Camp

Feb. 10 - 98 Rock Baltimore Live

Morning Show 'Bacon & Beer' Broadcast.

Feb. 11 & 12 - 80's Weekend

Feb. 11 - 80's Prom featuring The Reagan Years

Feb. 12 - "Do It For the Love" Rail Jam

All proceeds benefit the American Heart Association.

Feb. 23 - Community Appreciation Day

Local residents receive 50% off lift, lesson, rental, packages, children's products and snow tubing tickets!

Feb. 26 - Mountain Dew Vertical Challenge & One Day Women's Upper Level Snowboard Camp

Every Wednesday - College Days & Nights!

Current college students receive \$35 lift tickets and FREE rentals!

**Times, Pricing, Details & Restrictions for
all events are available online.**

Be sure to read the website before visiting!

78 Country Club Trail
Carroll Valley, PA 17320

www.libertymountainresort.com
717-642-8282

CONSIDERING RETIREMENT?

We conduct a comprehensive analysis
of your situation and provide specific
recommendations without the
traditional economic bias.

**RETIREMENT, BUSINESS OWNER AND
PERSONAL FINANCIAL PLANNING &
INVESTMENT MANAGEMENT, INCLUDING
IRAS & 401K/PENSION ROLLOVERS**

Fee only means we accept NO commissions

FINANCIAL CONSULATE

RYAN FOX, Director, Gettysburg Office, MBA

CHUCK BENDER, CFP/CPA/MBA

131 CARLISLE STREET, GETTYSBURG, PA 17325

717-334-1861 OR 717-321-3053

rfox@financialconsulate.com

www.financialconsulate.com

New Name...
New Location...

Taste of the Town

(formerly Winter's Palette)

One Night! One Price! One Fabulous Event!

Saturday, March 31, 2012

**at the 1863 Inn of Gettysburg
516 Baltimore Street 6:30pm-9pm**

Join us for an epicurean adventure! The **Taste of the Town** event is Adams County's original tasting event, featuring savory samples from the area's finest restaurants, caterers, bakeries and delis.

General admission is \$40 per person and Chamber members' price is \$35 per person.

Event tickets are limited and may not be available at the door.

Name: _____

Address: _____

Phone: _____

Email: _____

_____ # of Tickets
for Chamber
Members at \$35.

_____ # of Tickets
for Non-Members
at \$40.

presented by:

☐

Check Enclosed

made payable to: Gettysburg Adams Chamber of Commerce

☐

Please Invoice

SORRY, NO REFUNDS!

Community News



Recently, Bob and Shirley Smith, along with Paul and Linda Guise, donated a preservation easement to the Land Conservancy of Adams County (LCAC) on 43 acres they own jointly in Huntington Township. Bob and Shirley already preserved

212 acres through the Adams County Agricultural Program; and Paul and Linda previously preserved 176 acres. Organized in 1994, by a small group of volunteers as a member-supported 501(c)(3) non-profit land trust, the LCAC has preserved nearly 7,500 acres.



Through participants and contributions of those involved in the *Annual Andrew Wagman Memorial Golf Tournament, Big Brothers Big Sisters of York* and

Adams Counties has been able to support the SMART (Students Mentoring and Achieving Results) Program. In the SMART Program, high school or college mentors are paired one-on-one with elementary students to help them with homework, read stories, play games, eat snacks and provide positive role models and friendship. More information can be found at www.bbbs-york.org or www.facebook.com/bbbsyork.

Shippensburg University SBDC is sponsoring a workshop, "The First Step: Starting a Small Business," at the Gettysburg Adams Chamber of Commerce on March 21, from 1-4pm. Attendees will also be introduced to the beginning steps of developing a sound business plan. Special Presenter: A financing professional from F&M Trust will present the financial portion of the workshop. Registration will be held from 12:45-1pm. Please give them a call at 717.477.1935, if you have any questions.



Discover the many opportunities for a career in criminal justice at Criminal Justice Discovery Day from 9am-1pm Friday, February 10, at HACC-Gettysburg Campus. Anyone interested in the field is invited to

attend and will also find out about the local and regional outlook for careers in criminal justice, hear from HACC students about their student experiences, and find out how to get started at HACC. To register for this free event, go to www.hacc.edu/gettysburg, or call 717.337.3855.



View of the woods taken in 1880 by William Tipton from the cupola of the Lutheran Seminary building. The Katalysine Springs Hotel is the large building and the woods are just to the left, beyond the hotel grounds. Photo courtesy of the National Park Service.

Herr's woodlot, a 42-acre historic woodlot, in the northwest section of Gettysburg National Military Park, just west of Country Club Lane, still exists from the July 1863 battle and tree experts are now working in the woodlot to perform "health cuts." During the six week project, trees will be cut to reestablish an even balance of trees. Pennington Tree Expert Service of Orrtanna, PA is doing the work. For more information visit www.nps.gov/gett/parknews/gett-battlefield-rehab.htm.

Adams County Children's Advocacy Center is pleased to announce the addition of the "Protecting Our Children" training by the National Center for Missing and Exploited Children on April 13, from 8:30am-4:35pm at the Eisenhower Hotel and Conference Center. This is a comprehensive full-day training on the dynamics of crimes committed against children, the vulnerability of



LUNCH and LEARN Series

Hosted by:



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

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

RSVP: 717.334.8151 by February 15

TOPIC

Strengthen Your Employee Benefits and Actually Increase Your Bottom Line with Supplemental Insurance

***Bring your lunch and questions!**

Parking is available in the Race Horse Alley Garage

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

Community News

victims, the tactics used by the offenders, and the latest prevention strategies. Contact them at 717.337.9888 or email jwalker@kidsagaincac.org.



New Oxford High School will be undertaking a new athletic fundraising initiative. They will be selling advertising signage space around the high school track. The signs will be displayed during fall and spring sports seasons around the fence that encloses the track and football field. If interested in advertising for the 2012-2013 seasons or have any questions, contact Joe Connolly, at 717.624.2157 (ext. 2010) or 717.476.-0166.

Gettysburg Festival announces *Sock Hop: Kick off Your Shoes & Kick the Winter Blues*. Enjoy a fun evening of dinner and dancing, 50's and 60's style on Saturday, March 3, from 6-10pm at the Wyndham Gettysburg. Get out your poodle skirts and saddle shoes to win the "Best Dressed" contest. Grease back your hair and pose for pictures on a brand new Harley-Davidson, available via raffle, courtesy Battlefield Harley-Davidson.



Tickets are \$40 per person; \$75 per couple, available at www.gettysburgfestival.org or 717.334.0853.



The Majestic Theater Gallery will be showing Erin Brown's paintings through March 12. Erin says her paintings "act as historic and fantasy snapshots" of the Gettysburg area. Her work has been seen in the American Visionary Art Museum's Bazaar Show and on American Greetings cards, among others. The Majestic Theater is open daily at noon and the gallery is open to the public. For exhibit details, call 717.486.4455 or email info@americasarts.com.

Shippensburg University SBDC is sponsoring a free workshop, "Writing an Effective Business Plan," at the Gettysburg Adams Chamber of Commerce on March 27, from 1-4pm. Attendees will also be introduced to the beginning steps of developing a sound business plan. Special Presenter: A financing professional from F&M Trust will present the financial portion of the workshop. Registration will be held from 12:45-1pm. Call 717.477.1935, with any questions.



**ROARING SPRING
ROASTED COFFEE**

**The Best Water, The Best Beans,
The Best Coffee.**

Roaring Spring Signature Blend Coffee
Filter Packs and Specialty Coffees
Green Mountain K-Cups®
Tassimo Professional T Discs

We want to be your coffee company too!

RoaringSpringWater.com 1.800.526.4060

Find us on Facebook

Save the **DATE**

Legislative Luncheon

Friday, March 16, 2012
 11:30am - Lunch/Registration
 at the College Union Building at
 Gettysburg College

Featuring:
 Congressman Todd Platts
 Representatives Dan Moul and Will Tallman
 Senator Rich Alloway

**To register, contact the Chamber Office at
 717.334.8151**

LUNCH and LEARN Series

Hosted by:  **FINANCIAL CONSULATE**

When: Friday, February 24, 12:15-1pm
Where: GACOC Office, 18 Carlisle St., Ste. 203
RSVP: 717.334.8151 by February 17

TOPIC: Making Love, Marriage and Money Work Together in Life-
 Life Stage Financial Challenges for Couples

***Bring your lunch and questions!**

Parking is available in the Race Horse Alley Garage

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

Membership MIXERS

Please join us at the Adams County Winery in Orrtanna, for the February 16th Membership Mixer from 5-7pm.

RSVP your attendance to the Chamber staff at 717.334.8151, or info@gettysburg-chamber.org before February 9.

UPCOMING MIXERS:

March 15 - Gettysburg Lutheran Retirement Village, 5-7pm

April 19 - Gettysburg Foundation, 5-7pm

May 17 - The Village of Laurel Run, 5-7pm



**Special thanks to:
 Adams County Arts Council
 for hosting the Membership Mixer in January at the new
 Adams County Arts Council
 Arts Education Center.**



MEMBER-TO-MEMBER DISCOUNT PROGRAM

**ALL DISCOUNTS ARE NOT VALID WITH ANY OTHER OFFERS - DISCOUNT CARDS MUST BE SHOWN FOR ALL DISCOUNTS!*

ADVENTURE IN FUN

Receive 10% off all entertainment services.

(Present card when booking)

717.334.7528

expires 10.13.12

BROWN'S RANCH, INC.

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

(Present card when ordering)

717.334.2921

expires 10.13.12

COMFORT SUITES

Receive 50% off rental of the meeting room facility.

(Full room-\$250; Half room-\$125 with discount)

717.334.6715

expires 12.7.12

CLUB 50 FITNESS OF GETTYSBURG

Special sign-up fee of \$25 instead of the normal \$59 when you present your card.

717.339.0050

expires 10.7.12

DAIRY QUEEN

Receive 10% off total purchase, when you present your card.

717.334.4411

expires 12.31.12

FABIO'S EVENTS & CATERING

Receive 10% off entire bill when you book your event or party.

717.778.7929

expires 12.31.12

FAST-TEKS OF CENTRAL MASON-DIXON REGION

Receive 20% off total labor for on-site computer services for residential or business clients, plus 10% off all parts for member-to-member discount participants.

240.215.4460 expires 8.31.12

FINANCIAL CONSULATE, INC.

Receive 10% off the following customized financial plans: Business Owner's Financial Physical, Retirement Financial Physical or Person Financial Physical.

717.334.1861 expires 12.27.12

FORT RITCHIE COMMUNITY CENTER

10% off non-member rentals. Options include a gymnasium, meeting room, game room, craft room, or multi-purpose room for seminars, birthday parties, meetings and corporate retreats.

301.241.5085 expires 10.7.12

HIGH PEAK TENT RENTALS

10% off all rentals.

Present your member-to-member card when ordering.

717.258.8006

expires 12.1.12

HILTON GARDEN INN-GETTYSBURG

10% off breakfast or lunch at Great American Grille.

When you present your member-to-member card.

717.334.2040

expires 12.7.12

HILTON GARDEN INN-GETTYSBURG

Receive a discounted room rate of \$69 per night. Restrictions Apply.

When you present your member-to-member card.

717.334.2040

expires 3.31.12

HOME INSTEAD SENIOR CARE

Receive a free in-home evaluation for a senior loved one as well as a free senior emergency kit.

717.334.6715

expires 10.26.12

INN AT HERR RIDGE

Receive 1/2 off an appetizer.

Present your member-to-member card when ordering.

717.334.4332

expires 10.20.12

PREFERRED HEALTH STAFF, INC.

Receive a gift, valued at \$35, for a new client when you present your card.

717.642.8500

expires 10.27.12

ROARING SPRING WATER

Receive 10% discount on a new cooler purchase with your discount card.

717.334.8080

expires 12.12.12

ROARING SPRING WATER

Receive \$5 off monthly rental on regular coolers based on a 1-year lease. Cook & Cold are \$3.95/month and Hot & Cold are \$5.95/month.

717.334.8080 expires 12.12.12

ROARING SPRING WATER

Receive a special price of \$4.95 on all 5-gallon bottled water (spring, drinking and distilled) with cooler rental.

717.334.8080

expires 12.12.12

SCHMUCK LUMBER CO., INC.

Receive O'Malley premium hardwood heating pellets for \$215/ton AND free delivery.

717.398.2400

expires 10.7.12

SHERWIN WILLIAMS

Receive a 10% discount on all paints and stains.

Present your member-to-member card when ordering.

717.334.3315

expires 10.14.12

TAIL CHASERS GROOMING

Receive \$3 off a complete bath or groom for your pet, with your card.

717.337.1800

expires 10.7.12

URSUS ENTERPRISES, INC.

Receive 25% off any printing product with your card.

703.879.5888

expires 12.9.12

YWCA OF GETTYSBURG & ADAMS COUNTY

Receive 10% discount on YWCA Gettysburg & Adams County membership.

(Minimum 3 month membership required)

717.334.9171 expires 12.31.12

Sponsored by:



CenturyLink™

You may also view the discounts at:
www.gettysburg-chamber.org

Contact Jennifer McCleaf at 717.334.8151 or jenniferm@gettysburg-chamber.org to find out how your business can offer a Member-To-Member Discount!

MAJESTIC

at the Jennifer and David LeVan Performing Arts Center



Capitol Steps

Saturday, April 21, 2012 8:00 p.m.

No matter where your political loyalties lie, you'll find plenty to laugh about when the Capitol Steps return to the Majestic with an all new show. These current and former Congressional staffers are the nation's premiere musical political satire troupe who are never, thanks to our elected officials, at a loss for material.

Ticket Prices: \$40.00, \$37.00, \$35.00

Presented by the Gettysburg Rotary Club as a fundraiser for their community charitable efforts.

For tickets visit www.gettysburgmajestic.org or call the Box Office 717-337-8200Majestic Theater 25 Carlisle St. Gettysburg PA 17325





February 2012 Events

February 6

Staff Meeting, 9am, Chamber office

February 8

Free Review with a CenturyLink Representative, 9am-3pm, Chamber Office

February 9

Legislative Team Meeting, Noon, Inn at Herr Ridge

February 13

Staff Meeting, 9am, Chamber office

February 14

Executive Team Meeting, 8am, Chamber Office

Environmental Team Meeting, Noon, Chamber Office

February 15

Lunch and Learn Program Series, 12:15pm, Chamber Office

Marketing Council Meeting, 12:30pm, Adams Electric Cooperative, Inc.

February 16

BOD Meeting, 7:30am, Chamber Office

February 16

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

Membership Mixer, 5-7pm, Adams County Winery

February 20

Office Closed for President's Day

February 22

Lunch and Learn Program Series, 12:15pm, Chamber office

February 23

Membership Breakfast, 7am, Gettysburg Hotel

Career Fair Meeting, 1pm, Chamber office

February 24

Lunch and Learn Program Series, 12:15pm, Chamber office

February 27

Staff Meeting, 9am, Chamber office

Gettysburg Eddies and Gettysburg Foundation were the recipients of the 2010 Environmental Stewardship Award. The 2011 Environmental Stewardship Award will be presented at the February 23 Membership Breakfast at the Gettysburg Hotel.





Presorted
First Class
U.S. Postage
PAID
Gettysburg, PA
Permit No. 28

18 Carlisle St., Ste. 203 | Gettysburg, PA 17325
717.334.8151 | FAX 717.334.3368
info@gettysburg-chamber.org
www.gettysburg-chamber.org

Office Hours

Monday-Friday, 9 a.m.-5 p.m.

celebrate dining & entertainment

*A dining and entertainment guide for the
Mason-Dixon region—from the publishers of
Celebrate Gettysburg magazine*

BE A PART OF THIS POPULAR PUBLICATION!

- Promote your business through an ad or sample menu
- Complimentary ad design and menu proofreading
- Clickable ads in the online digital edition will direct web visitors to your website
- Distribution of more than 50,000 copies throughout the year, including to all *Celebrate Gettysburg* subscribers (800+), conference centers and hotels (1,000+ guest rooms) and visitor centers
- Payment plans and early reservation discounts available



Contact us today to find out more!

Call 888-521-6810 or e-mail sales@celebrategettysburg.com