

# CHAMBER

# Chat

January 2015

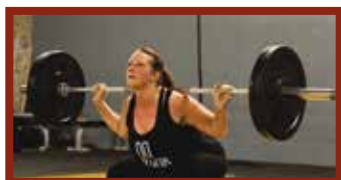
A monthly publication of  
the Gettysburg Adams  
Chamber of Commerce

UNITED STATES CHAMBER OF COMMERCE  
**ACCREDITED**

—INSIDE—



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From Around the County



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**Also: Community News,  
Updates and More**

## Looking Ahead: Helping Businesses Prosper and Communities Thrive



Every year around this time, I take a moment to reflect on the past and look ahead to the future. I've learned a few things over the years: there's never enough time; the past always holds a lesson for the future; and if you fail to plan, you plan to fail.

Sometimes these lessons can get lost in the busyness of life, going from one work event to the next or rushing the kids to their many activities. That's why it's so important to pause and reflect on what we're doing, where we've been and where we're going. And the chamber is doing just that.

Last fall we asked members to participate in a short survey to help us ensure the chamber's mission continues to align with the needs of Adams County's business community. While only eight percent of members responded – mostly long-time members who work for service providers and non-profit organizations – the feedback we received was invaluable.

The survey results showed the top three business challenges faced by our members:

1. Access to potential new customers;
2. Marketing; and
3. Availability of an adequate workforce.

Survey responses showed how the chamber can make it easier to be in business in Adams County by enhancing members' return on their chamber investment, especially through programs and activities. They also highlighted how the chamber can continue to help advance its mission, grow businesses and strengthen the local community.

Following the survey, the chamber board of directors met for a half-day strategic planning session. We took your feedback from the survey and identified three priority areas: Membership Outreach, Business Support and Development and Networking Enhancements.

The board will continue to hone these priorities over the coming months and assign tasks to committees. Then, committee members will work to turn your ideas into realities.

It's this process – surveying membership, discerning priorities based on the greatest benefit to the whole, then carrying out your vision for our future – that helps us create an environment where Adams County businesses prosper and communities thrive. Thank you for your continued support.

*Carrie S. Stuart*

President,  
Gettysburg Adams Chamber of Commerce

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

## —2015 BOARD OF DIRECTORS—

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**Stacey Green, Past Board Chair**

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**S. Gregory Allen**

Celebrate Gettysburg

**Mary Bottorf**

Hartman & Yannetti

**Darlene A. Brown**

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**Mark S. Terry**

Knouse Foods Cooperative Inc.

**Carrie S. Stuart, President**

Gettysburg Adams Chamber of  
Commerce

## —CHAMBER STAFF—

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Operations Assistant

[edithw@gettysburg-chamber.org](mailto:edithw@gettysburg-chamber.org)



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[info@gettysburg-chamber.org](mailto:info@gettysburg-chamber.org)

[www.gettysburg-chamber.org](http://www.gettysburg-chamber.org)

**Office Hours**

Monday-Friday, 8:30 a.m.-4:30 p.m.



## New Member

**Michelle Manahan****ALDavid Custom Jewelers**

18 Carlisle St., Ste. 201

Gettysburg, PA 17325

717.420.5621

[info@aldavid.com](mailto:info@aldavid.com)

[aldavid.com](http://aldavid.com)

Personal Services – Jewelers

**Dan Leaman****IFCO Systems**

3177 Biglerville Road

Biglerville, PA 17307

717.677.9535

Manufacturing

**Holly Fox****L & H Services Group Inc.**

1655 Herrs Ridge Road

Gettysburg, PA 17325

717.339.0753

[holly@lhsginc.com](mailto:holly@lhsginc.com)

[lhsginc.com](http://lhsginc.com)

Contractors/Residential Services –  
Asphalt Paving and Excavating

**Delisa Wells****Wells Family Baking Company**

100 Chambersburg St.

Gettysburg, PA 17325

717.337.2900

[wellsfamilybakingco@yahoo.com](mailto:wellsfamilybakingco@yahoo.com)

[wellsfamilybakingco.com](http://wellsfamilybakingco.com)

Restaurants

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LibertyMountainResort.com

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## Membership Renewals

*Thanks to the following businesses for continuing their commitment to the chamber and local community:*

1863 Inn of Gettysburg	H.A.R.T. Center
GBM Associates, dba SAGR products	Hockley & O'Donnell Insurance Agency
Adams County Christian Academy	The Inn at Herr Ridge
Adams County Housing Authority/Pennsylvania Interfaith	Jo Bo Holstein Farm LLC
Community Programs Inc.	Living Hope Presbyterian Church
Adams County Office for Aging Inc.	Lutheran Theological Seminary at Gettysburg
Adams County Winery	Mamma Ventura Restaurant and Lounge LLC
Adams Oral Surgery Inc.	Mission of Mercy
Aero Energy	Myers Electrical Repairs
Americana Souvenirs & Gifts	New Oxford Mechanical Services & Adams County
BottomLine Pros LLC	Truck Repair
Capital Blue Cross	Patriot's Choice Tax Services
Commuter Services of Pennsylvania c/o URS Corporation	Peters Funeral Home Inc.
Country Inn & Suites by Carlson	Phillips & Phillips
CRS Insurance Inc.	Sandoe's Mini Storage Inc.
DL3 Systems LLC	Sheen, Eleanor B.
Edward Jones - Frank Pizzuto, AAMS	Sherwin-Williams
El Vista Orchards Inc.	Shippensburg University Small Business Development
First Baptist Church of Gettysburg	Center
Gettysburg Gardens LLC	Stock and Leader
Gettysburg Holistic Health Center	TrueNorth Wellness Services
Gettysburg Pediatrics	



# Member News



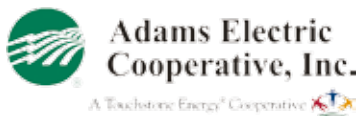
**Drs. Null, Seidel and Dental Associates** is getting a new name. As of Jan. 1, the dental office is Gettysburg Dental Associates. Their pediatric department is now Just Kids.

**Graphcom Inc.** received a MarCom Gold Award from the Association of Marketing and Communication Professionals for their outstanding design of the Pennsylvania Housing Finance Agency's 2013 annual report, "Imagining Tomorrow Today." The awards recognize companies whose work serves as a benchmark for the industry. This year there were 6,500 entries from individual communicators, media conglomerates and Fortune 500 companies.



BB&T has acquired **Susquehanna Bancshares Inc.**, headquartered in Lititz, Pa. North Carolina-based BB&T will establish three new banking regions encompassing markets in Pennsylvania and New Jersey led by Susquehanna executives. BB&T's expanded product offerings and resources combined with a stronger balance sheet will help the bank better serve clients, associates and communities.

**Adams Electric Cooperative** district offices in Gettysburg and Shippensburg recently saw staffing changes. Georgie Drowsky moved from her position as member services representative in the Gettysburg office to member services coordinator in the Shippensburg office. Terry Baer moved from her position as member services coordinator in the Shippensburg office to member services representative in the Gettysburg office. Tasha Sanders was promoted from accounting associate to accounting coordinator of the Gettysburg office.



**Belco Community Credit Union** has named Michael Wolfe as Vice President of Lending. In his new role, he is responsible for the management of the business, mortgage and consumer lending departments. Wolfe joined Belco in 2006 as the Business Lending Manager and will continue to work out of Belco's Operations Center in Harrisburg.



Margaret E. Eldridge, a tax supervisor in the Hanover office of **Smith Elliott Kearns & Company**, received the Certified Specialist in



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

Estate Planning designation from the National Institute for Excellence in Professional Education. The designation allows financial professionals to advise clients on estate planning matters and uniquely positions them to capitalize on the many recent changes in estate planning.



**Edward Jones** topped the list of *WealthManagement.com's* annual survey of the nation's six largest financial services firms for the 20<sup>th</sup> year in a row. The firm, with two branches in Gettysburg, scored top marks for its online client account information and mobile applications.

**Adams Electric Cooperative** employee Jay Kroeze, Biglerville, was awarded the Winston Donaldson Community Service Award by the Pennsylvania Rural Electric Association for his many volunteer contributions. He recently spent 10 days in Haiti building and upgrading power lines as a volunteer for the National Rural Electric Cooperative Association's International Foundation. He's also involved with ministry at the Cumberland County Prison, volunteers with Gettysburg CARES, serves the local and international community at his church, and leads demonstrations to talk about electricity safety.



**APPI** Chamber partner **APPI Energy** relocated to 2013 Northwood Drive, Salisbury, Md. The new 8,700-square-foot office space better equips APPI Energy to provide consulting services to more than 2,300 electricity and natural gas customers nationwide, as well as chamber members who participate in the Powerful Solutions program.

**Graphcom Inc.** and Designs of the Times (DOTT), a D.C.-area signage company, have agreed to terms to make DOTT a Graphcom company. The acquisition adds to Graphcom's existing signage division a host of production capabilities and employee experience. Signage production will remain at DOTT's existing Frederick, Md., facility.



Alexandra Chiaruttini, an environmental attorney at **Stock and Leader**, recently earned a rating of "Preeminent," the highest rating available through Martindale-Hubbell, an information services company to the legal profession. To achieve the rating, she was rated highly by other experienced environmental practitioners in a multi-state region, including judges before whom she has appeared.

# 2015 ADAMS COUNTY HOME SHOW

Presented by:



## at the AllStar Events Complex

2638 Emmitsburg Road, Gettysburg, PA

Friday,  
February 20th  
4pm - 8pm

&

Saturday,  
February 21st  
10am - 6pm

### Featuring:

- New/Larger & Improved Floor Plan!
- Cash Prize for Best Decorated Booth
- Children's Activities (10am-2pm Saturday)
- Student Design Competition
- Adult Competitions
- Door Prizes
- Free Parking
- 98.5 The Peak will be Broadcasting Live

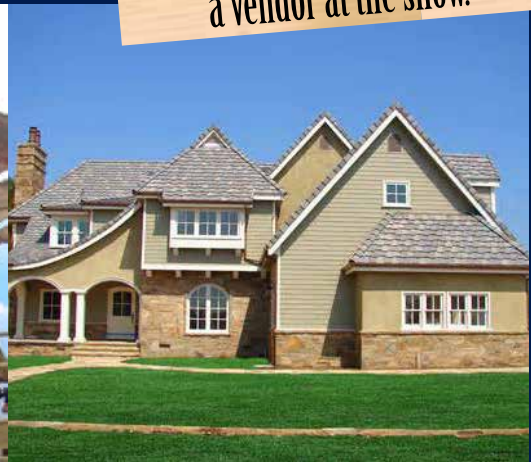
Contact Sue Miller at the BAAC

717.337.5144 or email

[sueamiller88@comcast.net](mailto:sueamiller88@comcast.net)

to become

a vendor at the show.



Proceeds benefit the Student Scholarship Program



# Member Spotlight

## Crossfit Gettysburg

CrossFit is a broad, general and inclusive fitness program that challenges and motivates fitness enthusiasts from all walks of life. CrossFit is universally scalable, so anyone can partake in results-based fitness programming. Our job is to motivate, hold our members accountable, and create a fun and safe atmosphere for our members to become the best versions of themselves. We offer classes, personal training, and corporate fitness programming and sports performance classes.

Small business owners: ask us how CrossFit Gettysburg can improve your bottom line by directly impacting the health and well-being of your team. From nutrition lectures to team building workouts, we can do anything to meet your needs.

Trying CrossFit is simple. Just log onto our website [crossfitgettysburg.com](http://crossfitgettysburg.com) and click the blue "Try a Free Workout" button below the pictures, follow the prompt to pick a class, and register. Taking the plunge and trying CrossFit is that easy.



### One of Our Many Success Stories...

At CrossFit Gettysburg we are dedicated to helping our members achieve their fitness goals and we love to celebrate accomplishments, big and small.

CrossFit Gettysburg member Robin Kimple has achieved several BIG goals in her first 18 months. Robin has lost 40 pounds, and she recently has been able to stop taking insulin for her diabetes, which was something her doctors had previously told her would never happen. You can hear more about Robin's CrossFit journey on our website in our member spotlight.

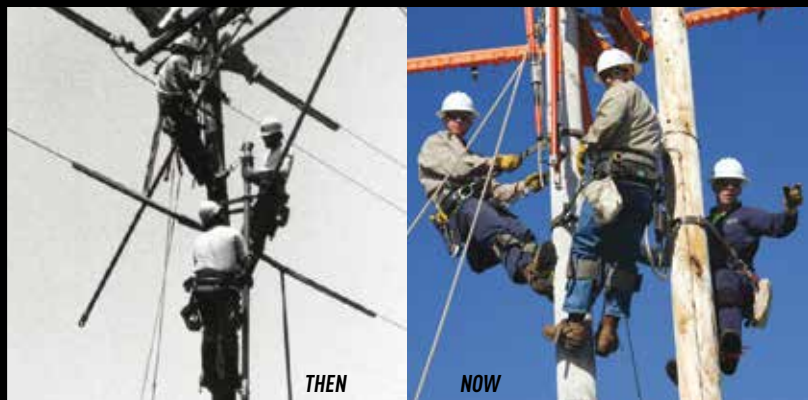


***Start the New Year Right at CrossFit Gettysburg:***

**5 S. Washington St.  
Gettysburg, PA 17325**

**717.420.5302 | [crossfitgettysburg.com](http://crossfitgettysburg.com)**


# Celebrating 75 years of service to the members of Adams Electric Cooperative



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RoaringSpringWater.com

**Tip:** Freeze a 12oz bottle overnight and put in a lunch box to keep food cold and provide a healthy drink.



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# Member Spotlight

## Marama Marketing: Four Mistakes Businesses Make...And What To Do About Them



In today's technology driven world, businesses no longer have a traffic problem, they have a conversion problem – converting website visitors into paying customers. Too many business owners accept a 10% conversion rate online. In other words, 90 out of 100 people who visit your website leave without considering your offer.

Businesses focused only on increasing conversions for the traffic they are already getting could arguably double their sales while doing the same amount of work. The reason most businesses have low conversion rates is because they are failing to give a prospect what s/he needs to make a buying decision on the spot. It's all about the creation of perceived value and giving the prospect more than they expect.

If a business owner said, "I don't sell anything online," I'd be curious to know if they have an online system in place for inquiry, capture and follow-up. Most businesses have a website (inquiry), but they lack a capture and follow-up system. With an online inquiry, capture and follow-up system in place, they are probably more focused on getting more traffic than increasing their conversions. Who sold you on that plan? Although there are many unique ways to sell a product/service, most businesses use random acts of marketing, advertising or selling rather than putting together a complete process.

If anyone has ever said "you can't sell on Facebook," it's probably because they don't know how. With 1.3 billion active users on Facebook (2014), it is the world's largest and most accurate survey ever taken. Everyone who has a Facebook profile has voluntarily added to 10 years' worth of profile data. If you know how to target on Facebook, then selling becomes all about the message. Facebook will do ALL the heavy lifting when it comes to finding the right market, and get this... it's CHEAP! I can even make an argument that a properly optimized Facebook page could be more powerful than most business websites. If you have a website and a Facebook page, which most businesses do, you can even send unlimited traffic to your website (assuming that you have an inquiry, capture, and follow-up system in place and you are actively tracking/improving your conversions).

Whether or not a business has a set marketing budget, most businesses spend money on advertising. When businesses spend money on Google Adwords, radio or print ads, billboards, banner ads, etc., they are spending money to advertise on someone else's list (radio listeners, newspaper readers, etc). Why not build your own list? Spend your advertising dollars to capture a prospect once, and advertise to them over and over again for free. Examples of your own lists include (but are not limited to): email, Facebook custom audiences, Facebook fans, Facebook friends, YouTube subscribers and other social networks. Even for businesses with a large following on Social Media, you'd be better served to transfer those prospects to your email marketing system rather than relying on a third party platform like Facebook that will charge you to access the majority of your fans.

Unfortunately, we could only scratch the surface on the above topics. If you'd like to dive into one or more subjects in detail, visit <http://maramamarketing.com/spotlight>.

**Marama Local Business Marketing**  
**Gettysburg, PA 17325**  
**717.253.2639 | [chiteji@gmail.com](mailto:chiteji@gmail.com)**

# Program Updates



Adams County's culinary showcase, the popular **Taste of the Town**, is Sunday, April 12, from 2-5 p.m. at the Eisenhower Hotel & Conference Center. Chamber members can

participate as a vendor at a discounted rate of \$45 (non-member \$55), which includes pre-event marketing and the chance to showcase your food specialties to 350 local "foodies." Only 25 vendor spots are available. The Top Local Celebrity Chef competition returns for the second year, with local "celebrities" and chefs already signing on to participate in the fast-paced live cooking competition, similar to Food Network's *Chopped*. A variety of sponsorship opportunities, from \$1,000 to \$500, are available. Contact Jennifer McCleaf at [jenniferm@gettysburg-chamber.org](mailto:jenniferm@gettysburg-chamber.org) or 717.334.8151.

**Members will now receive most communications from the chamber through email.** This means you will not receive hard-copy invitations to chamber programs or nomination forms. You will continue to receive renewal notices and the *Chamber Chat* by mail. Make sure all members of your organization who should receive chamber emails are receiving them by sending additional contacts to [info@gettysburg-chamber.org](mailto:info@gettysburg-chamber.org).



## County Connections Breakfast

Thursday, Jan. 29

8 a.m. Registration, 8:30 a.m. Program  
Fairfield Fire Hall  
106 Steelman St., Fairfield

\*Note new start times.\*

Cost is \$15 (non-member \$20) and includes breakfast by Put on the Feedbag Catering.



**RSVP by Jan. 15** to 717.334.8151 or [info@gettysburg-chamber.org](mailto:info@gettysburg-chamber.org).

## SPONSORSHIP OPPORTUNITIES

### General Membership Breakfasts

An exclusive opportunity to gain two hours of visibility with more than 100 area business leaders. The meetings include informative speakers who address topics of importance to the business community and the area's leading awards recognition programs.

**February and April Breakfast Event Sponsors: \$275**  
**Student Breakfast Sponsor: \$100**

### Legislative Luncheon

Gain two hours of visibility with area legislators and more than 100 business leaders. During the program, members express ideas and suggestions to the Adams County legislative delegation and thank them for their continued service to the community.

**Supporting Sponsor: \$375**  
**Table Sponsor: \$200**

### Taste of the Town

The premier culinary event in Adams County. Spotlight your products and services to 25 businesses and 350 "foodies." This unique promotional venture will give you unparalleled exposure to the local community.

**Title Sponsor: \$2,500**  
**Supporting Sponsors: \$1,000**  
**Contributing Sponsors: \$500**  
**Community Sponsors: \$250**  
**Patron Sponsors: \$100**  
**Table Sponsors: \$50**



## General Membership Breakfast

Honoring Environmental Stewardship

Thursday, Feb. 12, 8 a.m.  
Cross Keys Village-Bretheran Home Community  
Nicarry Meeting House

\*Please note new start time.\*

Cost is \$15 for members/\$20 for non-members. RSVP by Thursday, Jan. 29, to 717.334.8151 or [info@gettysburg-chamber.org](mailto:info@gettysburg-chamber.org).





**Adams County Economic Education Foundation**

## **Career Fair Preparations Underway**

Preparations are underway for the 15<sup>th</sup> annual Adams County Career Fair, held on the Gettysburg College campus on March 11.

Tenth grade students from all six Adams County public school districts, along with students from two local private schools and the Lincoln Intermediate Unit #12, will attend the career fair. They'll get the inside scoop on three careers of their choosing, from about 60 career offerings. Plus, they'll have the chance to experience a college campus, many for the first time.

This is not a job fair; it is intended to help students chart their path from high school to the career they will pursue for their working lives.

Career speakers explain what classes the students might need in high school, what degrees are needed and what avenues to follow for further training or schooling. The speakers can also help the students understand what it is like to perform a job on a daily basis. Career speakers are all volunteers from our community. Some have been involved in the career fair for years and have influenced hundreds of youth on their career choices. Many of the students would not otherwise have had the opportunity to speak with someone involved in some of the fields.

If you are passionate about your career and want to share, consider becoming a part of the Career Fair Committee. It is a very rewarding event for volunteers and students alike. For the volunteers it is a chance to see the next generation interested in your career field, and for the students it is a chance to get an insider's take on a particular career.

To volunteer or for more information please contact Edith Waldron at 717.334.8151 or [edithw@gettysburg-chamber.org](mailto:edithw@gettysburg-chamber.org).





# Holiday Jackpot Raffle



**\$1,000**

Ken Bottorf

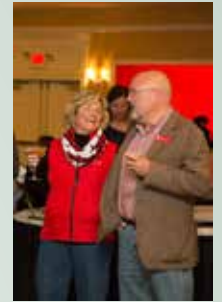
**\$500**

Max Felty  
Steve Rasmussen  
Adams County SPCA

**\$100**

Adams County Nursery  
Kerm Singley  
Dick Unger  
Matt Sheads  
Michael Lawrence  
Cindy Ford  
Holly Purdy  
Ted Streeter  
Mary Brown  
Adam Zei  
Mary Lynn Martin  
Greg Deaner  
Richard Ohler  
Duane Kanagy  
Hartman & Yannetti

*Winners*



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 Admission is \$5.  
 Registered brides are free.  
 Pre-register to 717.339.0020 ext. 6011



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# Community News



The next **Biggerstaff's Catering** Bistro-on-the-Go event is from 4-6 p.m. on Thursday, Jan. 29, at the Lutheran Theological

Seminary Refectory. Non-cooks and busy families can pick up six or 12 freezer-ready meals that serve either two to three people or four to six people. Each meal comes with cooking instructions. Reserve meals by Jan. 22 at 717.334.3855 or [biggerstaffscatering@comcast.net](mailto:biggerstaffscatering@comcast.net).

Join members of **Stock and Leader's** Agricultural Industry



Group Wednesday, Jan. 7, at 2 p.m. for "Planning for Your Farm's Future," a brief program addressing environmental challenges and permitting, tax savings and nursing home/asset protection planning. Held during the 2015 Keystone Farm Show at the York Fairgrounds, the event is in the Utz Arena, Building 1, Seminar Room 2. Register by Jan. 2 to 717.846.9800, [enk@stockandleader.com](mailto:enk@stockandleader.com) or at [stockandleader.com](http://stockandleader.com).

The **Pike Restaurant and Lounge** will offer a special Rockin' Trivia Contest on Friday, Jan. 9, from 6-8 p.m. to



benefit the **Adams County Arts Council**. Draft a team of up to eight players or join a team that evening, test your knowledge on a variety of

topics. Cost is a \$10 donation per person to the arts council. Each member of the winning team receives a \$20 gift card from The Pike. For more information or to reserve a table, contact the Pike at 717.334.9227.

The National Park Service will repaint the interior of the presidential home at the **Eisenhower National Historic Site** beginning Jan. 6. All interior hallways and six rooms will be painted, including the living room, front hall, master bedroom, general's room, sitting room and office. The site will remain open for visitation throughout the seven-week project, though with discounted entry fees. Call 717.338.9114 or visit [nps.gov/eise](http://nps.gov/eise) for details.



**Help us tell your story.**

Send news to [news@gettysburg-chamber.org](mailto:news@gettysburg-chamber.org).

# THANK YOU FOR CHOOSING US!

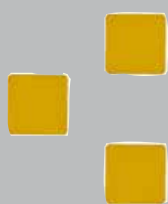
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# Community Partners



Gettysburg Area Retail Merchants Association

## GARMA Gears Up for New Year

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

Members of the Gettysburg Area Retail merchants Association (GARMA) are excited about the New Year and look forward to building upon the progress and success experienced in 2014.

Seventy-six businesses, professionals and organizations joined together in GARMA 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.

We can see the results of positive feedback on our social media pages and in the increasing numbers of people who turn out month after month for our 1<sup>st</sup> Friday - Gettysburg Style events.

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 [gettysburgretailmerchants.com](http://gettysburgretailmerchants.com) under the "How To Join" tab, and will help you learn more about the organization, its member benefits, and find 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.

Need more information on GARMA? Please give me a call, Walt Tuchalski, GARMA Board Member, 717.309.2482, or email me for more information at [wtuchalski@wgty.com](mailto:wtuchalski@wgty.com). Find GARMA at [gettysburgretailmerchants.com](http://gettysburgretailmerchants.com) or on Facebook and Twitter.



## Destination Gettysburg to Launch Winter Getaways Theme

by Carl Whitehill, Director of Communications, Destination Gettysburg

Destination Gettysburg, as part of its shift in marketing strategy, has developed a series of themes to promote throughout 2015. These themes will enable the staff, as well as the entire tourism community, to put its time, effort and resources behind similar concepts at the same time.



This plan will also allow Destination Gettysburg to pull together its own marketing, public relations, sales and social media efforts into one comprehensive strategy based on the themes. In social media marketing efforts, Destination Gettysburg will use #GettysburgGetaway and #GettysburgSnow as hashtags.

Destination Gettysburg, based on the 2015 marketing plan, will focus on Winter Getaways as part of its marketing campaign for January and February. In addition to promoting activities and packages during this time, we will promote events such as Presidents Day Weekend and Valentine's Day Weekend, among others.

The organization's focus will center around winter activities such as Liberty Mountain Resort, historical programs as well as winter events and highlighting the many inns and bed and breakfasts throughout Adams County.

In March, April and May, Destination Gettysburg will market the theme of "Recreation and Rejuvenation," focusing primarily on ways in which our visitors can get outdoors, relax and enjoy the spring weather.



### **PA SENATOR RICHARD ALLOWAY II: 33rd District**

**As I continue to fight for common sense legislation in Harrisburg that keeps taxes low, removes onerous government regulation, and supports our economy, I feel it is important to let you know what I am doing in my own offices to keep costs low for taxpayers. Below is a list of things I have done during my time in office to reduce costs and eliminate unnecessary expenditures.**

- I refuse to take per diems.
- Use my own personal vehicle and do not accept the taxpayer funded vehicle offered to members.
- In my 1st year in office, I reduced staff by nearly half & cut office expenses by \$300,000.

#### **In the Senate:**

- Since 2006, the Senate has reduced total appropriations by 10.66 percent, and in 2013-2014 alone, we cut \$1.2 million.
- We have reduced Senate employees by 17 percent since 2008.
- We offer a voluntary retirement incentive program to our staffers, resulting in an overall savings of \$1.39 million.

*For more information on the General Assembly's steps to cut costs and make state government spending more open and accountable to the public, please check out the "It's Your Money" link at [www.senatoralloway.com](http://www.senatoralloway.com).*



*Figure 1 - Senator Richard Alloway receives "Guardian of Small Business Award" from Neal Leshner and Kevin Shivers with the National Federation of Independent Businesses*

### **Alloway Receives Guardian of Small Business Award**

HARRISBURG – Senator Richard Alloway II (R-33) was recently honored as a recipient of the Guardian of Small Business Award by the National Federation of Independent Business.

The award is presented annually to legislators who work to protect the future of free enterprise and promote policies that help small businesses. Alloway compiled a 100 percent voting record on behalf of Pennsylvania’s small-business owners.

“Small businesses form the nucleus of our economy and serve as the foundation for strong communities,” Alloway said. “I deeply appreciate this recognition and will continue to support measures designed to create new business opportunities and family-sustaining jobs in local communities.”





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## January 2015 Events

### Jan. 1

New Year's Day, Chamber Office Closed

### Jan. 2

Membership Council Meeting, 8:30 a.m.,  
Chamber Office

### Jan. 5

Staff Meeting, 9 a.m., Chamber Office

### Jan. 6

Business and Industry Team, Noon,  
Gettysburg Eddie's

### Jan. 7

Career Fair Meeting, 1 p.m.,  
Chamber Office

### Jan. 8

Legislative Team Meeting, Noon,  
Gettysburg Eddie's

### Jan. 12

Staff Meeting, 9 a.m., Chamber Office

### Jan. 13

Executive Team Meeting, 7:30 a.m.,  
Chamber Office

Environmental Team Meeting, Noon,  
Chamber Office

ALDavid Custom Jewelers recently joined the Gettysburg Adams Chamber of Commerce and local officials to cut the ribbon on its new studio at 18 Carlisle St., Suite 201, just off Lincoln Square in Gettysburg. Gettysburg Adams Chamber of Commerce President Carrie Stuart; David Olmsted, master jeweler and co-owner of ALDavid Custom Jewelers; Judi McGee, Members 1<sup>st</sup> Federal Credit Union; Gettysburg Mayor William Troxell; Michelle Manahan, co-owner of ALDavid Custom Jewelers; Adams County Commissioner Marty Qually; Holly Sutphin, representing Congressman Scott Perry; Ann Stover; Scot Pitser, representing Senator Rich Alloway; and Representative Dan Moul.

### Jan. 15

Membership Mixer, 5-7 p.m., Hilton  
Garden Inn

### Jan. 16

Taste of the Town Team Meeting,  
3:30 p.m., Chamber Office

### Jan. 19

Martin Luther King Jr. Day,  
Chamber Office Closed

### Jan. 22

Board of Directors Meeting, 7:30 a.m.,  
Adams Electric Conference Room

### Jan. 26

Staff Meeting, 9 a.m., Chamber Office

### Jan. 27

Senior Self Improvement Committee  
Meeting, 8 a.m., Chamber Office

### Jan. 29

County Connections Breakfast, 8 a.m.,  
Fairfield Fire Hall







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