

CHAMBER

Chat

February 2016

Monthly publication of
the Gettysburg Adams
Chamber of Commerce

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CALENDAR OF EVENTS

- 2/2 Membership Committee, 8:30 a.m.
- 2/3 Career Fair Committee, 1 p.m.
- 2/4 Business & Industry Committee, Noon
- 2/9 Executive Committee, 7:30 a.m.
- Environmental Committee, Noon
- 2/11 Legislative Committee, Noon
- 2/15 OFFICE CLOSED
- 2/18 Membership Mixer, 5-7 p.m.
- 2/19 Lunch & Learn, 12:15 p.m.
- 2/23 Business Education Summit, 8 a.m.
- 2/25 Board of Directors, 7:30 a.m.

New Member Benefit Pays Dividends on Business Insurance

Chamber members can now benefit from a new partnership with **Penn National Insurance** that offers comprehensive business insurance and pays dividends to participants.

The chamber has partnered with Penn National Insurance, York County Economic Alliance and Hanover Area Chamber of Commerce in the Members Advantage Program, which pays dividends based on the total of the group's premium and losses.

The program has paid dividends of more than \$9 million since 2001 to participating York County businesses.

"We're pleased to partner with local Penn National Insurance providers to offer our members this new benefit," said Carrie Stuart, chamber president. "Businesses currently participating in the program in York County have seen great success, and many say the dividend pays for their chamber membership – and then some."

Purchase business insurance – eligible lines are business owners, commercial auto, commercial fire and crime, general liability, inland marine and workers' compensation – through the program, and you'll gain:

- Competitive pricing and large group buying power;
- Information and services to help reduce losses;
- For only a nominal charge, special coverage for specialty businesses: printers, mini-storage facilities, wholesalers, manufacturers, auto repair, family-style and fine-dining restaurants and artisan contractors;
- PennPac® enhanced coverage endorsements on auto, business owners, property and general liability that provide added security at no additional cost; and
- Local loss control claims service provided by an experienced, Harrisburg-based staff to prevent or control claims costs.

The program pays dividends based on group loss experience and premium volume. Even if your business suffers a loss, you can still earn a dividend. The more coverages you have with Penn National Insurance, the greater your dividend potential.

"We anticipate that this program will not only be of great benefit to our members, but will also have a significant economic impact," added Stuart. "Based on the tremendous success of the York County partnership, the dividends earned by participating businesses will be put back into the local business community and be a win-win for everyone."

In addition to the Members Advantage Program, the chamber offers health insurance coverage from every major insurance provider through **Pennsylvania Chamber Insurance**. Members who enroll in this program earn a one-time rebate on chamber membership. Members can also benefit from a chamber partnership with **APPI Energy**, an energy procurement program with no upfront costs to shop the electric market, often resulting in a significant cost savings. ●

How It Works

Dividend earned is based on the total group premium and claims experience of eligible lines.

For example:	If group premium is:	\$9.5 Million
	and group loss ratio is:	16%
	Group dividend is:	24%
	If member premium is:	\$20,000
	Dividend earned will be:	\$4,800

Dividend payments are based upon program eligibility and are not guaranteed.

Enroll Now

**Bergdale Insurance
Agency Inc.**

717.334.8195

**Hockley & O'Donnell
Insurance Agency**

717.334.6741

The Gettysburg Adams Chamber of Commerce is Adams County's largest and oldest business organization and supports the local business community by promoting diverse economic opportunities through advocacy, networking and information. Nearly 540 local businesses and organizations are members. For more information, visit gettysburg-chamber.org.




Sunday, April 3
2-5 p.m.

Eisenhower Hotel &
Conference Center

*Eat your heart out,
Adams County.*

Food from 25 Local Businesses | Live Music
Top Local Celebrity Chef Competition

Tickets: \$25
717.334.8151
tasteofgettysburg.org 

—BOARD OF DIRECTORS—

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Mark S. Terry

Knouse Foods Cooperative Inc.

Carrie S. Stuart, President

Gettysburg Adams Chamber of
Commerce

*Executive Committee Member

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Nicole L. C. Bucher

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nicoleb@gettysburg-chamber.org

—NEW MEMBERS—

Penn National Insurance

Harry Minskey
2 North Second St.
Harrisburg, PA 17101
717.234.4941 ext. 2183
hminskey@pnat.com
pnat.com

—MEMBER RENEWALS—

Thanks to the following businesses for continuing their commitment to the chamber and local community by renewing their member investment:

40-49 Years

C. E. Williams Sons Inc.
Martin's Family Shoes

30-39 Years

El Vista Orchards Inc.
Historic Round Barn & Farm Market
Mummert's Auto Sales
National Circulating Co. Inc.
United Way of Adams County Inc.

20-29 Years

Adams County Library System
Appleford Enterprises Inc.
Brown, Jay P.
Cross Keys Village - The Brethren
Home Community
CRS Insurance Inc.
Eicholtz Co.
Fairfield Area School District
Flatbush Golf Course
Froggy 107.7
Gary E. Redding Mason Contractor
Gettysburg Hotel est. 1797
Gettysburg Municipal Authority
Gettysburg Tours Inc.
Hickory Bridge Farm, Inc.
Moritz Machine & Repairs LLC
Myers Electrical Repairs
Richard Weidner Paving &
Excavating Inc. LLC
Upper Adams School District
Zeigler Bros. Inc.

10-19 Years

AAA Central Penn/AAA Travel
Alexander's Well Drilling

10-19 Years Cont.

Americas Best Value Inn
APM Inc. True Value
Cannon Cleaning Service Inc.
First Baptist Church of Gettysburg
Gettysburg Battlefield Resort
Gettysburg Group Reservations
Grim, Jake & Jane
Hoffman Homes for Youth
KPI Technology
Penn State Cooperative Extension
of Adams County
Rotary Club of Gettysburg

5-9 Years

BG&H Investigators
GBM Associates, dba SAGR
products
Mister Ed's Elephant Museum &
Candy Emporium
Rotz & Stonesifer
Sherwin-Williams
SpiriTrust Lutheran Home Care &
Hospice Inc.
The Good Life Cleaning Service

1-4 Years

Gettysburg Dance Center
Inskip, Randall
S & A Homes
Streeter, Theodore
Walton Jones



Valued Chamber Member:

The chamber and Adams County Economic Education Foundation will once again co-host a Business Education Summit later this month on February 23. Its purpose is to create an open dialogue between the county's major industries and school districts, building, renewing and strengthening these important relationships.

During last year's session, we introduced business leaders to the challenges faced by educators in preparing our future workforce and acquainted school administrators with the workforce needs of local businesses.

As a result of the first summit, participants walked away with action plans to begin addressing at least one major need per district. These plans have been enacted over the past year:

- To better understand the skills needed by local businesses, one district developed a Business Advisory Group that meets on a regular basis to address the skills gap.
- A business worked with schools to conduct mock interviews with students.
- Another district is conducting a survey of local businesses to determine the interest in and availability of job shadowing opportunities. The school developed a list of business leaders to talk to classes.
- One district hosted a tour of their facilities for business leaders to see first-hand the type of equipment students are learning on, which is outdated by some industry standards.

In the end, the summit showed the need for business and industry representatives to become more active participants in the education process. Educators are open to this prospect and our communities will be better for it.

It's our hope this second summit will continue to build on the success of the first. Having a prepared and skilled workforce will help with the retention of our businesses and support the recruitment of new businesses to Adams County in commercial growth areas.



Carrie S. Stuart



Business News

The **bolded** businesses in Business News are Chamber members. Submit news (between 50-75 words) to news@gettysburg-chamber.org by the second Tuesday of each month for inclusion in the following month's publication.

Adams Electric Cooperative Inc. recently hired and promoted employees at its Gettysburg headquarters and district offices in Gettysburg, Shippensburg and York. Joining the cooperative are Kevin Dehoff and Lori Dewees, who both joined as service dispatchers. Receiving promotions are Mike Chamberlin (staking technician), Tom McMaster (staking technician), Tyler Miller (third year apprentice), Adam Waldron (groundman) and Cathy Waltz (staking technician).

Celebrate Gettysburg magazine, Adams County's lifestyle publication founded by Jessica and Troy Dean, recently celebrated its 10th anniversary. To mark the occasion, magazine staff unveiled a new cover design and website and hosted an event at Scott & Co. Fine Jewelers. Visit celebrategettysburg.com to see the latest edition.

Gettysburg Day Spa and **Liberty Mountain Resort** have partnered to open the new Laventide Salon & Spa in the resort's new Highland Lodge. Laventide is open for massage service and body treatments, with plans to offer a wide range of salon, nail and make-up services by the skilled professionals of Gettysburg Day Spa.

Tom Forsyth was named Deputy Superintendent for **Gettysburg National Military Park** and Eisenhower National Historic Site. The position manages park operations, planning, development, land acquisition, budget, programming and program evaluation. He will help manage the parks' combined fiscal budget of \$8 million and 114 permanent and seasonal employees, as well as the award-winning partnership with the Gettysburg Foundation and other park partners. Prior to his selection, Forsyth served as chief of the Division of Administration for Gettysburg and Eisenhower parks, at the National Mall and Memorial Parks in Washington D.C., as general manager for Cabela's, a district manager for Home Depot and in the U.S. Air Force.

To connect students with a developmental disability to a career, **HACC** is launching Career Bridges, a two-year pilot program for students with developmental disabilities to earn a certificate in one of two career paths at HACC. Thanks to a \$150,000 grant from the Pennsylvania Developmental Disabilities Council, Career Bridges will allow nondegree-seeking students to earn a culinary specialist or nurse aid training certificate. Visit hacc.edu/CareerBridges for the application process and criteria for enrollment.

Smith Elliott Kearns & Company LLC announced Benjamin Boyer, in the Carlisle office, and Kellie Reese, CPA, MBA, in the Hagerstown office, were recently promoted from senior associate to supervisor. The following staff members were promoted from staff associate to senior associate: Ryan Grigg and Holly Myers, CPA, in the Chambersburg office; Tyler Jaouni in the Hagerstown office; and Evan Wabrick in the Carlisle office. With a total staff of 150 in five offices, the firm serves individuals and business clients in a variety of industries, offering financial statement preparation, auditing and assurance services, small business accounting, tax and payroll services.

SpiriTrust Lutheran Home Care & Hospice has been named a national best practice agency by Fazzi Associates based on overall patient satisfaction results for 2014. The Award of Distinction is presented to home health organizations that have demonstrated superior performance in patient satisfaction, measured by the Home Health Care Consumer Assessment of Healthcare Providers and Systems, a survey designed to measure the experiences of people receiving home health care from Medicare-certified home health agencies.

SpiriTrust Lutheran Home Care & Hospice recently presented its 2015 Karen A. Rohaly Award to Brenda Robinson, a payroll specialist with the agency for 20 years. Leading the agency from its inception in 1978 until her untimely death in 1987, Rohaly was a visionary who defined the organization's mission. The award is presented annually to the employee who best upholds the ideals set by the work of Rohaly. Robinson is described as professional and pleasant with a loyal commitment to a job well done. See photo on front cover.

Forty local individuals and organizations will be recognized for their honorable work and dedication to the region's health at **Central Penn Parent's** eighth annual Healthcare Heroes awards program March 30. Among those receiving awards are chamber members Andrew Capone, **Hanover Hospital**, Allied Healthcare Hero; Timothy McKee, **WellSpan** Gettysburg Surgical Associates, Breast Cancer Caregiver of the Year; and Jennifer Holcomb, **Cross Keys Village – A Brethren Home Community**, Senior Care Hero.



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Contact **Ryan Fox** for a complimentary, no-pressure introductory meeting:

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Ryan@HustonFox.com
717.398.2040 | HustonFox.com





Save the Date

LEGISLATIVE LUNCHEON

FRIDAY, MARCH 11, 11:30 A.M.

Featuring a panel of state officials

At HACC-Gettysburg Campus with lunch by the SCCAP Food Service Development Program. Cost is \$20.

Register by **March 2** to:
717.334.8151, info@gettysburg-chamber.org or
at gettysburg-chamber.org.

Sponsored by:



**Adams Electric
Cooperative, Inc.**

A Touchstone Energy® Cooperative

With additional support from:



Harrisburg International Airport



2016 Adams County Home Show



Presented by:

BAAC

Builder's Association
of Adams County

AllStar Events Complex

2638 Emmitsburg Road, Gettysburg, PA

Friday, February 19 • 4pm - 8pm
Saturday, February 20 • 10am - 6pm

Featuring:

- Door Prizes
- Student Design Competition
- Children's Activities (10am-2pm Saturday)
- Nail Pounding Competition
- Good Food
- Free Parking
- 98.5 The Peak will be Broadcasting Live

Vendor Info:

Contact Sue Miller at the BAAC
at 717-337-5144 or
sueamiller88@comcast.net
to become a vendor at the show.

Proceeds benefit the Student Scholarship Program

Come See
What's New.



HIGHLAND LODGE

AT LIBERTY MOUNTAIN

www.libertymountainresort.com





Member Spotlight

PJ Martin Engineering: Civil, Municipal, Land Use Engineering & Design Services

Peter Martin started PJ Martin Engineering to provide personalized civil engineering and site design services with a different business model. Utilizing a network of independent professionals, PJ Martin Engineering can assemble a team to scale up to the needs of any project without the overhead costs of maintaining those professionals on staff. The civil engineering world is evolving past the need of support staff and the business model is changing. Technology is merging site design and drafting into the same activity and with regulation getting tougher all the time, there is a need for a single person to maintain intimate and personal contact with all facets of a civil engineering project. Martin's goal is to provide his clients with quality project representation and site design services with the right sized team to complete the scope of his clients' needs.

"I enjoy meeting clients at a site, hearing their vision and needs, marrying local ordinances to the dirt, carrying a project through to approval, and then seeing it built and the vision come true," said Martin. "A large extent of what I do is good communication. I actively listen and learn about a client's needs, helping them understand the ordinances and regulations that will impact their project. Then I design a site around that vision and represent their project through the approval process.

"I enjoy helping people achieve their goals no matter how big or small the project is," he added.

Growing up watching his mother and father run the family dairy farm inspires him in his business, his approach to problem solving and his involvement in the community. He grew up with conversations about local politics and zoning and subdivision ordinance at the dinner table, making Civil/Municipal Engineering and Land Development a natural fit for him.

PJ Martin Engineering currently provides land development services, environmental permitting, stormwater designs, ADA accessibility designs and consultation on property acquisition and project development in regards to land use ordinance and regulations.

Whether you're ready to build or just thinking about a project or land purchase, give Pete a call and get your project headed in the right direction.



PJ MARTIN ENGINEERING
CIVIL, MUNICIPAL, LAND USE ENGINEERING & DESIGN SERVICES

717.357.2722

pete@pjmartinengineering.com
pjmartinengineering.com

95 Presidential Circle
Gettysburg, PA 17325
(717) 339-0020
wyndhamgettysburg.com



WYNDHAM

Gettysburg

Valentine's Day Weekend

Join us Valentine's Day Weekend at the Wyndham Gettysburg and 1863 Restaurant with that special someone. Executive Chef Claude Rodier has crafted special, 4-course menus starting at just \$48 per person, subject to tax & gratuity. **Reservations recommended, call (717) 339-0020 ext. 6019**



Our lobby bar will feature live entertainment from 8 pm – 11 pm:

Friday, February 12 – Guitarist "James Patrick Mack"

Saturday, February 13 – Jazz/Blues "Wave Quartet"

Sunday, February 14 - Jazz/Blues "Wave Duo"

Room Packages available starting at \$259 per couple - book online at wyndhamgettysburg.com



NEED WATER OR COFFEE?

CALL US TODAY! 1.877.914.WATER | RoaringSpringWater.com

Program Updates



Local businesses are invited to participate in Adams County's culinary showcase **Taste of the Town**, Sunday, April 3, 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 and filling up quickly. The Top Local Celebrity Chef competition returns for the third year, with local celebrities and chefs confirmed to participate in the fast-paced live cooking competition, similar to Food Network's *Chopped*. A variety of sponsorship opportunities, from \$1,000 to \$50 are available. Contact Jennifer McCleaf, jenniferm@gettysburg-chamber.org.

Planning is underway for the 12th **Gettysburg Wine & Music Festival**, set for Sept. 10-11 at the Gateway Gettysburg Complex. The committee expanded the number of wineries exhibiting from 25 to 27 and opened the application process to returning wineries as well as those on the wait list on Jan. 4; all winery spots were filled by Jan. 13. There are still openings for 12 concessionaires and 40 specialty vendors. The committee will continue to meet monthly until the event. If you are interested in serving, contact Jennifer McCleaf at jenniferm@gettysburg-chamber.org.

The Adams County Economic Education Foundation, with support from the Gettysburg Adams Chamber of Commerce, hosts its annual **Career Fair** on March 9 on the campus of Gettysburg College. More than 1,100 Adams County tenth

grade students from all six Adams County public school districts, two private schools and Lincoln Intermediate Unit #12 will learn how to reach their career goals. Students may select three careers of their choosing, from about 60 offerings, to learn about during workshops led by local business leaders.

The Legislative Committee is preparing for the **Legislative Luncheon** on Friday, March 11, at HACC-Gettysburg, sponsored by Adams Electric Cooperative Inc. Attendees will hear from a panel of state legislators on the latest topics of concern for businesses and have a chance to ask questions. Register by March 2 to 717.334.8151, info@gettysburg-chamber.org or gettysburg-chamber.org.

Save the date for the next **County Connections** breakfast on Wednesday, April 6, at The Links at Gettysburg. Registration and breakfast begin at 8 a.m. With no formal program, a networking roundtable allows attendees to speak to the group about their businesses for up to one minute. The chamber also recognizes members celebrating milestone membership anniversaries. The program is \$15 for members and \$20 for non-members. Register before March 23 to 717.334.8151 or at gettysburg-chamber.org.

Plans are underway for activities celebrating **National Small Business Week**, May 1-7, and the new month-long **Chamber Member Appreciation Month**, also in May. You can expect a workshop in partnership with the Rotary Club of Gettysburg on May 2, a General Membership Breakfast honoring several award winners May 10, a Member Appreciation Mixer May 19, and a Member Appreciation Picnic thanking members and honoring award winners May 25. Details will be forthcoming.

LUNCH and LEARN



WHEN: Friday, Feb. 19, 12:15-1 p.m.

WHERE: GACOC Office, 1382 Biglerville Road,
Gettysburg

RSVP: By Feb. 12 to 717.334.8151 or
info@gettysburg-chamber.org

What in the World is Happening with My Investments?

Ryan Fox will discuss the current investing environment, including a recap of 2015, a look at 2016 and some ideas to help you with investing and financial planning.

Presented by
Huston-Fox Financial Advisory Services

Bring your lunch and questions.
Free to Chamber members.



Wednesday, April 6

8 a.m. Registration, 8:30 a.m. Program
The Links at Gettysburg
601 Mason Dixon Road, Gettysburg

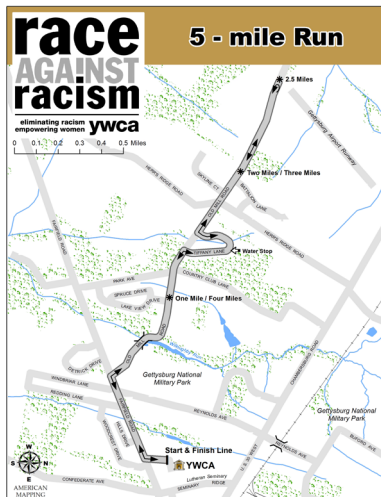
Cost is \$15 (non-member \$20)
and includes a continental breakfast.



RSVP by March 23 to 717.334.8151
or at gettysburg-chamber.org.

Community Partners

Race Against Racism April 30



Registration is open for the 8th annual Race Against Racism at the YWCA Gettysburg & Adams County, and for a limited time, you can sign up for only \$15. The 5-mile run/walk will begin April 30 at 8 a.m. at 909 Fairfield Road, Gettysburg. Sign up online at active.com.

All proceeds from the event benefit YWCA racial justice programs. Eliminating racism is a key initiative of the

YWCA, and we provide opportunities for our community to learn about diverse cultures and religions, as well as opportunities for open discussion and dialogue about current events and race-related issues. The YWCA also partners with other community organizations to work toward this common goal. More information is available online at ywcagettysburg.org.

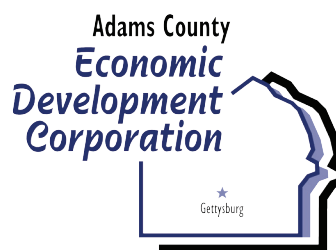
There's still time for your business to get involved as a Race Against Racism sponsor; contact Deb Geesey at dgeesey@ywcagettysburg.org or 717.334.9171, ext. 124.

ROI High for ACEDC Investors

Since the 2005-06 fiscal year, the Adams County Economic Development Corporation (ACEDC) has achieved the following benchmarks:

- More than \$26.5 million in total public investment via low-interest DCED loans and grants
- More than \$74 million in total private investment via local commercial financing
- Adams County jobs created and retained: 587 and 1,520

You are invited to partner with the Adams County Economic Development Corporation (ACEDC) as a 2016 investor to continue our county's success. Investments by businesses, nonprofits and individuals include a host of benefits. Contact ACEDC's Kaycee Kemper (717.334.0042, Kemper10@acedc.org) for more information.



Local Transit Authority Expands, Changes Name

The York Adams Transportation Authority (YATA), which does business as rabbitransit, is now the Central Pennsylvania Transportation Authority (CPTA). Cumberland County joined the authority, which prompted the new name.

As of Jan. 1, the public transportation provider also added a fifth county to its regional oversight as it became the appointed Shared Ride Coordinator of Columbia County.

The coordination of multiple operations has created a centralized call center and mobility planning office in York, which are fully coordinated to assist paratransit riders from all five counties. This includes assessing viable modes for passengers, offering trip planning assistance and general mobility case management.

"Transportation cannot stop at the county line. This is about connecting the dots on a larger scale to gain greater efficiencies while giving riders access to enhance their quality of life," comments Executive Director, Richard Farr.

The regionalization efforts have shown positive results to the bottom-line. Each operational division has shown revenues over expenses.

Another positive aspect of regionalization includes technological enhancement that offers customer benefits.

GARMA to Build on Success in 2016

Chocolate lovers will want to take a First Friday – Gettysburg Style "Chocolate Walk" across the retail market district Friday, Feb. 5. Participating members of the Gettysburg Area Retail Merchants' Association will offer extra hospitality, refreshments, specials and even menu choices featuring Chocolate in their theme. Look for the unique, colorful First Friday flags and window banners to identify participating members, and post your selfie with their flag to the First Friday – Gettysburg Style Facebook page for your chance to win a Bountiful Gettysburg Prize Pack valued at nearly \$200. Complete details are posted on that Facebook page.

What a perfect opportunity to explore the shops and restaurants of Gettysburg and to look for gifts for your favorite Valentine. Consider giving GARMA Gift Certificates to the Valentine who already seems to have everything, because they are redeemable at scores of Gettysburg's finest restaurants, retailers and service providers.

GARMA members offer an array of unique shopping opportunities, extended evening hours, special events, warm hospitality, sales or savings each First Friday of the month throughout the year. Visit gettysburgretailmerchants.com and click on the First Friday webpage, or see the First Friday page in the Feb. 4 edition of the Gettysburg Times, for specials and coupons from participating members.



MEMBERSHIP MIXER

Thursday, Feb. 18, 5-7 p.m.

**In the Community Room
of the Markets at Hanover**
1649 Broadway, Hanover

Enjoy tours of the famed Food Court, wine tastings and unique vendors as you mix and mingle in a relaxed environment with fellow business professionals. Refreshments provided.

RSVP at gettysburg-chamber.org before Feb. 11.



COMING SOON...



2016-2017 MEMBER DIRECTORY AND COMMUNITY GUIDE

This re-imagined publication of the Gettysburg Adams Chamber of Commerce will help the people who live, work and play in Adams County discover the community and products and services from more than 500 local chamber businesses and organizations.

Advertising opportunities will be announced soon.

Don't miss your chance to reach thousands of potential business and residential customers.

Don't Miss These Upcoming Mixers



Feb. 18	The Markets at Hanover
March 17	Gettysburg Hotel
April 21	Gettysburg Foundation
May 19	Member Appreciation Mixer at Central PA Transportation Authority
June 16	Hoffman Homes for Youth
July 21	Hauser Estate Winery
Aug. 18	Creative Gatherings
Sept. 15	Huston Fox Financial Advisory Services with Adams Electric Cooperative
Oct. 20	Gettysburg Community Theatre
Nov. 17	ACNB Bank



1382 Biglerville Rd. | Gettysburg, PA 17325
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Adams Electric Cooperative provides its employees the resources they need to effectively serve 32,000 member-accounts in Adams, Cumberland, Franklin, Perry 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!**



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