

# CHAMBER

# Chat

September 2016

Monthly publication of  
the Gettysburg Adams  
Chamber of Commerce

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## Mixer Details

## CHAMBER CALENDAR

- 9/1 Prayer Breakfast Committee, 10 a.m.
- 9/5 Labor Day, Office Closed
- 9/6 Chamber Chat Content Deadline
- 9/8 Legislative Committee, Noon
- 9/10 Gettysburg Wine & Music Festival
- 9/11 Gettysburg Wine & Music Festival
- 9/13 Executive Committee, 7:30 a.m.
- 9/15 Membership Mixer by Huston-Fox Financial Advisory Services and Adams Electric Cooperative Inc., 5-7 p.m.
- 9/22 Board of Directors, 7:30 a.m.
- 9/27 Dwight D. Eisenhower Society Senior Self Improvement Award Meeting, 8:30 a.m.

## Chamber's Wine Festival Set for Sept. 10-11

Don't miss the 12<sup>th</sup> Annual Gettysburg Wine & Music Festival, central Pennsylvania's premier wine event.

Spend a fantastic fall weekend Sept. 10-11 at the Gateway Gettysburg Complex. Savor the flavors of hundreds of Pennsylvania wines and enjoy rocking bands.

Pennsylvania's moderate climate and rolling hills provide some of the best grape growing conditions on the East Coast, and the state's production and reputation for quality wines is growing. This festival is your chance to traverse seven acres rather than hundreds of miles to taste some of the best wines from every corner of the state -- all at one fun, festive and relaxed event.

Attendees can sample and purchase wine from 27 Pennsylvania wineries, enjoy offerings from more than 50 food and craft vendors and dance to the region's best live music. The event annually draws nearly 7,000 attendees.

Hosted by the Gettysburg Adams Chamber of Commerce and supported by area businesses and hundreds of volunteers, the festival promotes Pennsylvania wine, boosts the area economy and strengthens the local quality of life. In addition to supporting programs of the Gettysburg Adams Chamber of Commerce, the festival benefits community organizations with nearly \$10,000 in donations. Additionally, chamber member hotels offering packages to festival patrons are filling and restaurants can expect to benefit from pre- and post-event business.

Join us where North meets South. Let's drink wine!



### On Stage

#### Saturday, Sept. 10

- 12:30-2 p.m. ilyAIMY
- 2:30-4 p.m. Muddy Crows
- 4:30-6 p.m. Fink's Constant

#### Sunday, Sept. 11

- 12:30-2 p.m. Colt Wilbur Band
- 2:30-4 p.m. Lovebettie
- 4:30-6 p.m. The Reagan Years: America's Premier 80's Tribute Band

**DETAILS:** The festival runs Sept. 10-11 from noon to 6 p.m. at the Gateway Gettysburg Complex. Purchase one-day advanced tickets for \$20, a discount of 20% over \$25 tickets bought at the gate, and gain entrance to the festival an hour early at 11 a.m. Two-day advance tickets are available for wine enthusiasts at \$30. Tickets include a free wine glass, unlimited wine sampling and access to live music. Youth/Designated Driver tickets are \$12 and children 12 and under are free. Special pricing is available for groups of more than 15 people. Parking is free.

For more information or to buy tickets, visit [gettysburgwine.com](http://gettysburgwine.com) or call 717.334.8151. Find the festival on Facebook at [www.facebook.com/GettysburgWineAndMusicFestival](http://www.facebook.com/GettysburgWineAndMusicFestival).

*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](http://gettysburg-chamber.org).*



**SAVE 20%**  
buy tickets in  
advance

12<sup>th</sup> Annual

Gettysburg Adams  
Chamber of Commerce

**GETTYSBURG**  
WINE & MUSIC  
FESTIVAL

**SEPTEMBER 10-11**  
Gateway Gettysburg Complex



Adams Electric  
Cooperative, Inc.  
A Touchstone Energy® Cooperative



Outlet  
Shoppes at Gettysburg

susquehanna

Style

steve rice  
CRIMINAL DEFENSE

Get tickets at [GettysburgWine.com](http://GettysburgWine.com)



## —BOARD OF DIRECTORS—

### **Duane Kanagy, Chair\***

Adams Electric Cooperative Inc.

### **Darlene A. Brown, Vice Chair\***

Adams County Housing Authority/PA  
Interfaith Community Programs Inc.

### **Stacey Green, Past Board Chair\***

Biggerstaff's Catering

### **Pete Martin, Secretary\***

PJ Martin Engineering

### **Ryan Fox, Treasurer\***

Huston-Fox Financial Advisory Services

### **Wesley T. Doll, Ed.D.\***

Upper Adams School District

### **Norris Flowers**

Destination Gettysburg

### **Eric Gladhill\***

C.S. Davidson Inc.

### **Henry Grossman**

TREYSTA Technology Management

### **Amanda Hollabaugh**

Hollabaugh Bros. Inc.  
Fruit Farm & Market

### **Elizabeth Johnides**

The Markets at Hanover

### **Bryan Johnson**

Liberty Mountain Resort

### **Steve Rice\***

Steve Rice Law

### **Ann Stover**

Members 1<sup>st</sup> Federal Credit Union

### **Mark S. Terry**

Knouse Foods Cooperative Inc.

### **Carrie S. Stuart, President**

Gettysburg Adams Chamber of  
Commerce

\*Executive Committee Member

## —CHAMBER STAFF—

### **Carrie S. Stuart**

President  
carries@gettysburg-chamber.org

### **Jennifer McCleaf**

Membership/Events Director  
jenniferm@gettysburg-chamber.org

### **Edith Waldron**

Program Coordinator  
edithw@gettysburg-chamber.org

### **Nicole L. C. Bucher**

Communications Specialist  
nicoleb@gettysburg-chamber.org

## —NEW MEMBERS—

### **Farnsworth House Inn**

Sarah Dull  
401 Baltimore St.  
Gettysburg, PA 17325  
717.334.8838  
farnsworthhousemarketing@comcast.net  
farnsworthhouseinn.com  
Hospitality/Travel - Accommodations

### **Debra Sites**

35 Snowbird Trl.  
Carroll Valley, PA 17320  
717.818.1381  
debra.sites@comcast.net  
Individual Members

### **Lower Marsh Creek Presbyterian Church**

Barbara Schwartz  
1865 Knoxlyn Road  
Gettysburg, PA 17325  
717.642.5332  
lmcoffice@pa.net | lmcpc.org  
Religious

## — MEMBER RENEWALS —

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

### **60-69 Years**

Gettysburg Construction Company

### **20-29 Years**

Lake Heritage Property Owners  
Association Inc.

### **10-19 Years**

Gettysburg Foundation  
Littlestown Foundry Inc.  
Penn State Mont Alto  
Keystone Podiatric Medical  
Associates PC  
NicMar Water  
Visiting Nurse Association of  
Hanover & Spring Grove  
Brown's Ranch Inc.

### **10-19 Years Cont.**

Monumental Photography  
Sharrah Design Group Inc.

### **5-9 Years**

The York Water Company  
Affiliated Power Purchasers Int'l LLC

### **1-4 Years**

El Costeno Mexican Restaurant  
Bar-Ray Products Inc.  
Colony House Furniture &  
Mattress Store  
S & A Homes  
Knob Hall Winery  
Creative Gatherings

Did you  
**KNOW?**

Ever walk into a room and feel like everyone is staring at you and you're not sure why? Everyone feels this way at least once in a while. But, there are some simple things you can do and keep in mind to help ease your anxiety.

Network like a rock star!

- **RELAX** so you can take advantage of the opportunity to make connections by **KEEPING IT SIMPLE**. Small talk can be difficult when you are anxious. But if you treat each event as a chance to hone your skills, it will get easier.
- Take a **DEEP BREATH** and **SMILE** before you walk in the door. What is the first image you want people to see? A smile immediately puts people at ease.
- Any situation is an opportunity to network - don't miss it! **SEIZE THE OPPORTUNITY** to make a new connection, help reinforce connections and just plain catch up with acquaintances. Connections lead to new customers, professional growth, new resources and new friends.

# Business News

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

**ACNB Corporation** reported year-to-date net income of \$5.53 million for the first six months of 2016, compared to \$5.35 million for the same six-month period in 2015, an increase of 3%. Net income on a per share basis was \$0.91 for the first half of 2016, up from \$0.89 for the same period in 2015. Total assets of ACNB Corporation at June 30 were \$1.17 billion, an increase of 6% from the previous year. Total deposits increased by 6% over the previous year to \$922 million. Total loans rose by 6% to \$867 million, as compared to June 30, 2015. A 6% increase in stockholders' equity resulted in an aggregate of \$119 million at June 30, 2016, compared to \$113 million at June 30, 2015.

**Adams County Children's Advocacy Center** Board of Directors has elected new leadership, including Sherry Wisor, **Kennie's Market**, President; Cindy Keeney, Adams County Victim Witness Program, Vice President; Ryan Raffensperger, CPA, **Raffensperger, Martin & Finkenbiner LLC**, Treasurer; Ashley Andyshak Hayes, **YWCA Gettysburg & Adams County**, Secretary; Tammy Barbour, Executive Director. The center also welcomed four new members to its board: Betty Heffernan-Snyder, MSW, LSW, **TrueNorth Wellness Services**; Andrea Singley, attorney; Megan Zei, assistant district attorney for Adams County; and Jeanette Slimmer, RN, CSN, MSN, M.Ed, **Gettysburg Area Middle School**.

Janique Washington, Ph.D., has joined the staff of **Children's Aid Society** as the new Director of Clinical Services. In her new role, Dr. Washington supervises Children's Aid Society's team of therapists providing therapy services for children at its centers in York, Adams and Franklin counties. She received her doctoral degree in Rehabilitation Counseling and Rehabilitation Counselor Education, a Masters in Community Agency Counseling and a Bachelor's in Psychology, all from North Carolina Agricultural and Technical State University. Last year Children's Aid Society provided 38,217 hours of therapy, family support, and respite care to 558 children and 3,296 parents in crisis.

Guests Inc., a property management company, is now overseeing daily operations of **Gettysburg Comfort Suites** with a new investment group. Sarah McConnell is the property's new General Manager and Justin Bacon is the Director of Sales.

**Golden Living Center – Gettysburg** donated \$1,000 to the **South Central Community Action Programs**. The funds will enhance operations of the organization's homeless shelter and food pantry. The donation is part of Golden Living's annual commitment to supporting community organizations with specific needs.



Tesla Energy Advisors LLC, a leading energy management services firm, today announced it has helped **HACC, Central Pennsylvania's Community College**, successfully procure over 98 million kilowatt hours of electricity for its campuses in Gettysburg, Harrisburg, Lancaster, Lebanon and York. The competitive procurement process yielded more than \$400,000 in additional savings compared to the current rate.



The **Hanover Area YMCA** recently received a donation of \$2,000 as a result of the opening of **ACNB Bank's** new South Hanover Office, 1801 Baltimore Pike. This amount is in addition to the bank's \$3,500 in contributions made earlier this year to support the Y's Kids Come First annual campaign and South Hanover YMCA capital campaign.

**Hanover Flags** was named one of *Counselor* magazine's fastest growing suppliers for the second year in a row. The flag company, formerly Quinn Flags, ranked fifth on the list for its growth of 101.37% between 2013 and 2015. The company manufactures flags, banners, spirit products, soft signage, show displays and table covers. *Counselor* is the publication of the Advertising Specialty Institute, the largest media, marketing and education organization serving the promotional products industry, with a network of more than 25,000 distributors and suppliers throughout North America.

The **Inn at Herr Ridge** received the "Best of Award of Excellence" from Wine Spectator 2016. This is the sixth award the fine dining restaurant has received from Wine



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We put your interests first and foremost by offering transparent, honest, local advice and fee-only investment management services. We accept no commissions.

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

113 Carlisle St., Gettysburg, PA 17325  
[Ryan@HustonFox.com](mailto:Ryan@HustonFox.com)  
717.398.2040 | [HustonFox.com](http://HustonFox.com)



Spectator. There are currently more than 6,000 bottles in the wine cellar.

**Mister Ed's Elephant Museum and Candy Emporium** now offers its homemade fudge for sale in the book store of the **Gettysburg National Military Park Museum and Visitors Center**. Mister Ed's also has outpost locations at the Adams County Winery, **Dobbin House Inc., Eisenhower Hotel & Conference Center**, In & Out Beverage, **Lark Gift Shop**, Land of Little Horses, New Oxford Coffee Co. and **Wyndham Gettysburg**.

**Smith Elliott Kearns & Company LLC** was named as a national leader in *INSIDE Public Accounting's* 26<sup>th</sup> annual ranking of the largest accounting firms in the nation, the IPA 200. The IPA 200 is one of the most comprehensive lists of its kind and is the most current snapshot of the financial and operational health of accounting firms. More than 500 firms participate in the annual ranking process and SEK&Co ranks as the 181<sup>st</sup> largest public accounting firm in the nation.

**Smith Elliott Kearns & Company LLC** recently donated \$5,000 to **TrueNorth Wellness Services** for the expansion of its Amazing Kids Club program. The Amazing Kids Club is a year-round, on-site therapeutic program for children and adolescents from 2 to 21 years of age with Autism Spectrum Disorder or Social Pragmatic Communication Disorder. TrueNorth will use the funds to renovate a recently-purchased, larger facility for the program in South Hanover, eliminating the program's waitlist and bringing the enrollment to more than 300 children.



The Stevens family recently donated two trees to **SpiriTrust Lutheran** in memory of Dorsey and Dorothy Stevens, former residents of The Village of Gettysburg. The trees are planted near the entrance of the village's main building.

Luke Denault has joined **TREYSTA Technology Management** as Business Development Manager. With more than 12 years of experience in products sales, Denault brings strong expertise in data-driven, long-term strategic planning with a proven track record for increasing sales and revenues for large and small companies. Luke holds a Bachelor of Science degree in business management from Salisbury University. Previous to his current position, Luke held various positions as Director of Sales, Manager of Business Development, and Sales Manager for companies in the Baltimore and Washington, D.C. markets.

**WellSpan** recently welcomed Michael Diller, a Licensed Psychologist, as its new Employee Assistance Program (EAP) director. In this role, he directs all EAP operations and services and directly supports employers and their workforce by responding to workplace traumatic events and facilitating training programs. Dr. Diller earned his Bachelor's Degree from the University of Pittsburgh, a Master's Degree in Clinical Psychology from Loyola College in Maryland and a Doctor of Psychology Degree in Clinical Psychology from the University of Hartford.

It's time to start  
planning holiday parties!



The new Highland Lodge at Liberty Mountain Resort offers a variety of options for your special event!

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**area's newest venue!**



LIBERTY MOUNTAIN RESORT

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717.642.8282 x3344



Builder's Association of Adams County's

## GOLF TOURNAMENT

Thursday September 15, 2016

RAIN DATE Thursday September 22, 2016

Quail Valley Golf Course  
901 Teeter Road, Littlestown, PA

Registration at 12:15p • Shotgun Start at 1p

Golf & Dinner are  
\$80/player or \$320/foursome

Refreshments provided on the course

Dinner and awards follow

### TOURNAMENT SIGN UP

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

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

Golfer 1 name: \_\_\_\_\_

Golfer 2 name: \_\_\_\_\_

Golfer 3 name: \_\_\_\_\_

Golfer 4 name: \_\_\_\_\_

### HOLE SPONSORSHIPS

Name of Business: \_\_\_\_\_  
(Sponsor Sign)

Make checks payable to: BAAC

Hole sponsorships  
are \$100 per hole.  
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the cost is \$50.

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**Gettysburg**  
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## WORK & WISDOM

Bob Doll is Chief Equity Strategist and Senior Portfolio Manager at Nuveen Asset Management and appears regularly on CNBC, Bloomberg TV and Fox Business News discussing the economy and markets.

But his larger-than-life career hasn't come easy and without setbacks.

The solution: put the gospel to work at work.

Learn to cultivate and practice biblical wisdom as you navigate your work life from Doll's retelling and lessons learned of one of the hardest professional setbacks he's had.



## ADAMS COUNTY COMMUNITY PRAYER BREAKFAST Wednesday, Nov. 16

7 a.m. Breakfast & Registration | 7:30 a.m. Program  
Eisenhower Hotel & Conference Center

\$15/person  
Tables of 10 available



A breakfast where business connections  
are made and celebrated.

### County Connections Breakfast

Tuesday, Oct. 18

8 a.m. Registration, 8:30 a.m. Program

PSI Pumping Solutions  
400 Main St., York Springs

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



RSVP by Oct. 7 to 717.334.8151 or  
info@gettysburg-chamber.org.



## Annual Meeting

THURSDAY, NOV. 3 • 5:30PM

GETTYSBURG HOTEL

TICKETS ARE \$20 AND INCLUDE HEAVY HORS D'OEUVRES AND CASH BAR.





# County CONNECTIONS

A breakfast where business connections are made and celebrated.

The Gettysburg Adams Chamber of Commerce hosts County Connections breakfasts four times annually at locations throughout Adams County. With no formal program, chamber members have a chance to speak about their businesses to those in attendance. Additionally, the chamber recognizes milestone membership anniversaries.

Wednesday, Aug. 3, 8 a.m.  
Biglerville High School

## Milestone Membership Anniversaries



Country Inn & Suites by Carlson, Gettysburg, 15 years



Hoffman Homes for Youth, Littlestown, 15 years



NicMar Water, York Springs, 15 years



St. Francis Xavier Catholic School, Gettysburg, 15 years



VNA of Hanover & Spring Grove, Hanover, 15 years



Wyndham Gettysburg, Gettysburg, 10 years



Financial Consulate, Gettysburg, 5 years



Gettysburg Dental Associates, Gettysburg, 5 years



Creative Gatherings, Gettysburg, 1 year



Larry Swartz, Auctioneer, Biglerville, 1 year



Oasis Television Productions, Gettysburg, 1 year



PSI Pumping Solutions, York Springs, 1 year





Redbud House, New Oxford, 1 year



CASH MOB at Adams County Surplus and Building Supply



Chamber members donated toiletries to the Upper Adams Senior Center for distribution to local victims of disaster.



## Business Minute



**TREYSTA**  
technology management



**block**  
Business Solutions

## FREE Annual Technology Show

**October 19th in Gettysburg**

**October 20th in York**

*"There has to be a better way! Technology is supposed to make companies more efficient and profitable... right? Why do we feel that we are still back in the Stone Age? We have invested in a lot of technology - PC's, Software, Copiers, and more - but we haven't seen the improvements we expected. What can we do?" - Typical Small Business Owner*

Is this how you feel about your technology investments? Or maybe you feel that you are getting some benefits but could be doing much better? If this sounds like you, then spend a couple of hours with two of the leading technology solution providers in Central PA.

***There is a better way! Let us show you how!***

***Don't miss TREYSTA Vice President Henry Grossman's Live Disaster Recovery Demo!***

Visit [www.teamtreysta.com](http://www.teamtreysta.com) to register, or call Heather at 717-337-1300, ext. 124



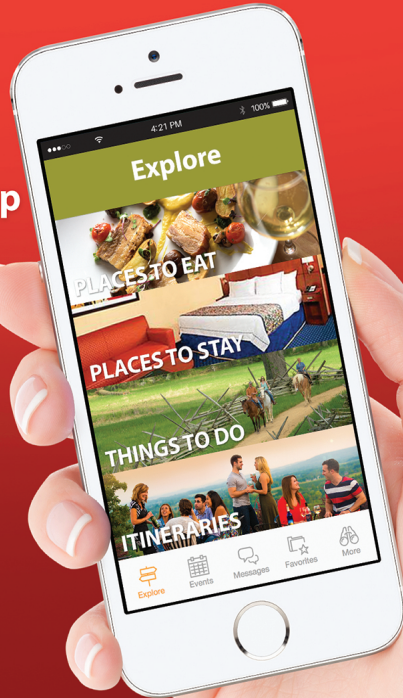
# Community Partners

## PLAN YOUR GETAWAY.

### Download the new MY GETTYSBURG App

by Destination Gettysburg

Before you plan your trip or even while you're here in Gettysburg, find places to eat, places to stay, things to do, and even customize your own itinerary! Download the official app of Gettysburg **FREE** on the Apple App Store™ or Google Play™



Download on the  App Store  Google play

### Gettysburg's Christmas Tree to Retire

The Gettysburg Area Retail Merchants Association (GARMA) will trade in our old community Christmas tree after 25 years of service for a brand new tree this year. It will be environmentally friendly, LED illuminated, and includes all the amenities necessary to support it on Lincoln Square for years to come.

This is your chance to help make this community dream come true in time for the 2016 Holiday Season. GARMA has set up a Go Fund Me account to publicize, track and collect funds dedicated to this project at: [www.gofundme.com/gettysburgtree2016](http://www.gofundme.com/gettysburgtree2016)

Money raised will be used to purchase the new Christmas tree, all site work for its installation and lighting on Lincoln Square, and additional wreaths to decorate new street lamp posts recently installed on Baltimore Street and Steinwher Avenue. Extra funds will extend the number of decorated lamp post along the main crossroads.

GARMA invites all our friends and neighbors who appreciate our efforts to decorate the main streets of Gettysburg with charming and welcoming Christmas decorations to help us make this dream come true. The new Christmas tree will give Lincoln Square a fresh, colorful look, while the new LED Lights will be brighter, last longer, and use far less electricity than the traditional lights installed on the retired tree.

### YWCA to Host Forum on Immigration

The YWCA Gettysburg & Adams County, along with the Mid-East Justice and Peace Group of Central PA, will host a free community forum entitled "Immigration: A Multicultural Perspective." The session is Sept. 24 from 8:30 a.m. to 12:30 p.m. at the YWCA, 909 Fairfield Road, Gettysburg.

The forum will explore immigration from a variety of perspectives and will feature topics including the law and the media, the impact of immigration on local industries, dispelling myths and stereotypes, and personal stories from local immigrants. A full list of speakers and panelists will be posted at [ywcagettsburg.org](http://ywcagettsburg.org) as they are confirmed.

Admission is free and all are invited to attend. Registration is requested to [aahayes@ywcagettsburg.org](mailto:aahayes@ywcagettsburg.org).

**YWCA IS ON A MISSION**

### rabbittransit's Paratransit Shared Ride Services

DO YOU KNOW someone who might benefit from using rabbittransit's Paratransit Shared Ride Services? DO YOU KNOW Seniors 65 and older in Adams County can travel to medical appointments, the pharmacy, dialysis, housing locations, the bank, senior centers, adult day care centers, grocery shopping, laundry facilities, the library and the post office for FREE? DO YOU KNOW Paratransit is a door-to-door service where customers share the ride with other customers? DO YOU KNOW there is a required application and reservation process? DO YOU KNOW all rabbittransit vehicles are ADA accessible? DO YOU KNOW Travel Training is available at no cost for those who are unfamiliar with Paratransit Service?

For more information and to request an application, please call our Customer Call Center at 800.632.9063.

### ACEDC Plans Harvest Moon Celebration

Wednesday, Sept. 21, Adams County Economic Development Corporation (ACEDC) will host a Harvest Moon Celebration at The Historic Round Barn & Farm Market, Biglerville, in celebration of those investors who support the organization. All ACEDC investors, Adams County community and business leaders are welcome to attend this mixer, set for 5-7 p.m. Learn more about ACEDC and how we can help your business or community grow, all while networking at one of Adams County's iconic agricultural landmarks!



RSVP to Wendy Kemper 717.334.0042 or [office@acedc.org](mailto:office@acedc.org) by Sept. 16. For more information and to request an application, please call our Customer Call Center at 800.632.9063.





## Discover How **GREEN** Makes Good Cents

### *Membership* **MIXER**

**THURSDAY, SEPT. 15**  
5-7 p.m.

Adams Electric Pavilion  
1338 Biglerville Road  
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Learn more about green energy  
and socially responsible investing  
as you enjoy an evening of  
networking and refreshments.



**Huston Fox Financial  
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## *Membership* **MIXERS**

*Thanks to July Host:*



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The Gettysburg National Military Park Museum and Visitor Center and the Gettysburg Lincoln Railroad Station, along with many amenities, are available for private events, parties, receptions, conferences, meetings and more.

**Best of all, we are offering a 10% DISCOUNT  
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To book your holiday party or other event please contact  
Debbie Joyner at [djoyner@gettysburgfoundation.org](mailto:djoyner@gettysburgfoundation.org) or  
717-338-1243, ext. 2108.



**GETTYSBURG**  
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[www.GettysburgFoundation.org](http://www.GettysburgFoundation.org)

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THE PEOPLE  
**BEHIND  
THE POWER**

We're not typical electric utility workers. We work for a local not-for-profit cooperative. The 32,000 member-owners in Adams, Cumberland, Franklin, Perry and York counties are our top priority. We do what it takes to keep the lights on and help our members save energy. Adams Electric Cooperative: Owned by Those We Serve. To learn more, visit [adamsec.coop](http://adamsec.coop).

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