

# Chamber chat

March 2012

A monthly publication of  
the Gettysburg Adams  
Chamber of Commerce



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## Environmental Stewardship Award Presented

For 14 years, the Environmental Team of the Gettysburg Adams Chamber of Commerce has presented the Environmental Stewardship Award. The award recognizes an area business, industry, or organization that has implemented programs or projects which have had a positive environmental impact on Adams County.

The recipient of the 2011 Environmental Stewardship Award, which was presented at the Chamber's General Membership Breakfast on February 23, was Littlestown Veterinary Hospital. They have made several improvements to the building and property since 2010, and has future goals for energy efficiency and lower environmental impact. Listed below are a few examples of environmentally sustainable principles that Littlestown Veterinary Hospital has incorporated:

- **Energy Efficiency.** Solar power roof panels with an online monitoring screen. Replaced the washer and dryer with EnergyStar® appliances.
- **Recycling/Reuse.** They recycle cardboard, paper, plastic and metal. Their shredded paper is used in the cat litter boxes. They refill ink cartridges rather than buying new ones.
- **Water cooler/heater** directly hooked into the plumbing. This allows employees easy access to boiling and ice cold water without using a microwave or hot pot.
- **A laser unit** that performs both light therapy and surgery. Using the crystal blade on the laser unit has nearly eliminated the use of disposable, steel scalpel blades. Another by-product of the laser unit is less use of gauze and surgical sponges, as the laser cauterizes what it touches; with virtually no bleeding.
- **Landscaping efforts** and paving of the upper parking lot and part of the lower lot, features extensive grading for more effective water run off. New rain gutters were installed and routing of the water to exit in a grassy ditch.



*Littlestown Veterinary Hospital was the recipient of the 2011 Environmental Stewardship Award.*

*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**

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

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

**Office Hours**  
Monday-Friday, 9am-5pm



# New Members

**Michell Trish**

**Gettysburg Area Personnel  
Association**

c/o P.O. Box 369  
New Oxford, PA 17350  
717.624.8993  
FAX 717.624.6108  
[mtrish@yazoomills.com](mailto:mtrish@yazoomills.com)  
Associations & Organizations

**Jeff Davenport, PTP**

**Jeff Davenport,  
Professional Tax Preparation**

210 Cottage Dr.  
New Oxford, PA 17350  
717.778.1368  
FAX 888.270.4025  
[jeff@perpetualhelp.biz](mailto:jeff@perpetualhelp.biz)  
Tax Services

**Gerry Michaels**

**Studmuffin Media**

P.O. Box 127  
Cashtown, PA 17310  
717.752.6886  
[gmich58@gmail.com](mailto:gmich58@gmail.com)  
[www.studmuffinmedia.com](http://www.studmuffinmedia.com)  
Social Media Networking

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*Continued from front page*

Some of their future goals include:

- Programmable thermostats
- Pave the remaining lower parking lot
- Paperless records to decrease paper waste
- Recycled paper towels delivered in bulk
- Convert to digital radiology and dental radiology, which would greatly decrease the volume of corrosive chemicals used in developing films in an automatic processor.

Overall, the Littlestown Veterinary Hospital is energy conscious and environmentally aware. It resides in an historic building, which in itself, poses a challenge for new technology. The practice is always looking for new ways to save energy and decrease its impact on the environment.

Congratulations and thank you for helping to keep Adams County a beautiful and responsible community to live in.

# From the Desk of... the Chamber President



On a personal note, I'd like to take a moment to thank all of you that have sent well wishes since the birth of my daughter,

Carley. I am so blessed to have such a wonderful family and to be surrounded by so many wonderful people!

I have returned to a busy time in the office. It's very exciting to be able to recognize the Littlestown Veterinary Hospital for their efforts in sustainable environmental initiatives. As you have read, they have invested significant time, energy and resources to implement green technology in their business to reduce their energy consumption.

In recognizing the financial challenge for some businesses to invest in these types of major environmentally friendly initiatives, the Business and Industry Team and Environmental Team of the Chamber have been working together to develop a Green Recognition program, similar to the ongoing program already in place to recognize business throughout the year for beautification, customer service and service to Adams County above and beyond their scope of work.

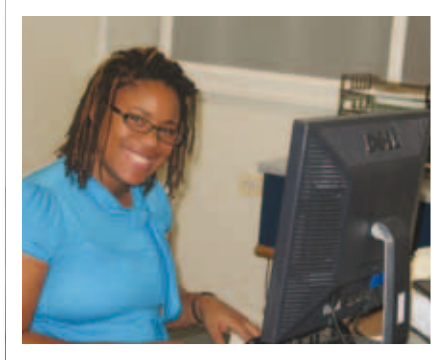
The Green Recognition program will be a tiered approach, developed to recognize businesses of all sizes for environmentally friendly practices they implement in their business. We will be unveiling details of this program in the coming months and hope you will see that you might already be doing a number of things as well as get a few ideas on some new green initiatives you can implement.

I look forward to recognizing your green efforts!

*Carrie S. Stuart*

## Chamber Utilizes High School Student Volunteers for Senior Projects

You just might see some new faces in the Chamber office over the next ten weeks. The Chamber is excited to have two high school student volunteers helping out, as part of a Senior Service Project through Fairfield High School. Jasmine Burnett and Travis Wagerman, from Fairfield High School will be volunteering here for 30 hours.



Jasmine Burnett, above, would like to earn degrees for paralegal and social work.



Travis Wagerman, above, would like to earn a degree in law enforcement.

## 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:*

- |   |   |
|---|---|
| Adams County Arts Council                                 | Gettysburg Travelodge                                     |
| Adams County Auto Supply Co.                              | Goin' Postal Gettysburg DBF                               |
| Adams County Economic Development Corporation             | Karbear Packing/Shipping Inc.                             |
| Adams County Physical Therapy                             | Grim, Jake & Jane   |
| Adams County SPCA   | Hershey Harrisburg Regional Visitors Bureau               |
| Adams County Volunteer Emergency Services Assoc. (ACVESA) | Hartman & Yannetti  |
| Adams Oral Surgery, Inc.                                  | High Peak Tent Rentals                                    |
| York Adams Transportation Authority                       | Keystone Fur Dressing, Inc.                               |
| Beauchat, Sandra  | Kump, Ronald F.   |
| Bergdale Insurance Agency, Inc.                           | Leonard J. Ferrara Co., Accredited Pension Administrators |
| Big Hill Kennel   | Main Street Gettysburg, Inc.                              |
| Comcast Spotlight   | Manufacturers' Association of South Central Pennsylvania  |
| EZ to Use Big Book  | Mason-Dixon Endodontics, PC                               |
| Esther G. Little  | New Oxford Chamber of Commerce                            |
| First Baptist Church of Gettysburg                        | Null, Seidel and Dental Associates                        |
| Gettysburg Area Retail Merchants Association              | Glenn E. Simpson & Son, Inc.                              |
| Gettysburg Convention & Visitors Bureau                   | Schmuck Lumber Company Inc.                               |
| Gettysburg Festival, Inc.                                 | Rita A. Tempel, DDS, LLC                                  |
|   | York Water Company  |



# Member News



C.S. Davidson, Inc., an employee-owned consulting engineering firm with offices in Gettysburg, York and Lancaster, is pleased to announce that Christopher J. Metz has received his Professional Engineer license from the Commonwealth of Pennsylvania.

His duties include the design of stormwater systems, land development and subdivision plans, and grading plans; the preparation of permit applications, grant applications, and cost estimates; construction specification writing; and municipal plan review.

## Big Brothers Big Sisters of York and Adams County

are pleased to announce that Michael A. Smith has joined the organization as the newly appointed Executive Director. His responsibilities will include overall direction, leadership and coordination of day-to-day operations of the Big Brothers Big Sisters Agency. He will serve as an agency spokesman to work with organizations in order to increase community awareness and community support. Prior to this, Mr. Smith was a Big Brother for nine years.



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

The Members of **Smith Elliott Kearns & Company, LLC, Certified Public Accountants and Consultants**, are pleased

to announce the following promotions. Promoted to supervisor were: Margaret E. Eldridge, CPA, MBA, Shannon K. Geiman, CPA, MaryBeth Hockenberry, MBA, and Leighton P. Stiffler; Promoted to senior associate were: Amy K. Brousse, CPA, Tyler L. Clugston, Jennifer G. Day, Nicole E. Shives, and Mark A. Hill; Promoted to staff associate were: Jaimie S. Kaufman, and Ashley N. Poole; Promoted to supervising accountant was: Deborah L. Meckley.

**Aero Energy** recently purchased Arentz Oil Service located in Hanover. Both companies have been in the local fuel and heating business for 80 or more years and feel this acquisition will make new and valuable products and services available to Arentz Oil Service customers, while maintaining the strong customer dedication that both Arentz Oil Service and Aero Energy embrace.



**J's at the Village** will be offering a Village Tea Room in the dining room of the restaurant. A full, four-course afternoon tea will be served Thursday through Sunday from noon-3pm and reservations are required. Groups are welcome any

day of the week, with reservations at least 48 hours in advance. Enjoy an old favorite or try a new variety of tea from a menu of 15 varieties. For more information and pricing, call 717.334.9449.



**Adams County Winery** recently presented a check for more than \$4,300 to the Rick and Sally Meyers Animal Shelter/Adams

County Society for the Prevention of Cruelty to Animals, representing the winery's cooperative fundraising efforts. The winery in Orrtanna hosted the 2<sup>nd</sup> Annual Rusty's Birthday Bash to benefit the Adams County SPCA., and they donated \$1 for every bottle sold that month. Free tasting is offered every day at the Orrtanna and downtown Gettysburg locations.

**Family First Health** opened the Gettysburg Center in early March 2009, and since that day their patients have been asking us for dental services. Thanks in part to a grant from the Highmark Foundation, Family First Health is very excited to announce that they will soon be offering dental services at the Gettysburg Center! Slated to open in late Spring, the dental department will have four dental operatories that will allow access to oral health care to over 2,000 Adams County residents.



**The Village of Laurel Run, Senior Living Community**, located in Fayetteville, is continuing to expand their ability to provide quality of care and services to seniors. A groundbreaking ceremony was recently

held for the new "Stone Lodge Apartments." The addition will provide 24 new independent living spaces, dining, physician offices, exercise area, and other amenities. For questions, or to schedule a tour of the campus, please contact Connie Faust or Travis Hopkins at 717.352.2721 or visit [www.laurelrunliving.com](http://www.laurelrunliving.com).

Kelly Heck of **InfoPathways, Inc.**, recently showed her new body of work, "Beautiful Silence" at the Delaplaine Visual Arts Center in Frederick, MD. "Beautiful Silence" is a limited edition series of giclée prints, featuring color photographic winter landscapes in and around Carroll County, MD. Kelly's works will be on display at Delaplaine through March 25.



# Member News

## Edward Jones | INVESTMENTS

Edward Jones ranks number five on *Fortune Magazine's* "100 Best Companies to Work For 2012" List. The financial services firm makes its 13<sup>th</sup> appearance on the prestigious list.

Edward Jones also ranked number three for large-sized companies and number two for work-life balance for associates who feel "encouraged to balance their work and personal life." The firm was the highest ranking financial-services firm on the list.

Commuter Services of Pennsylvania announced officers for the 2012 non-profit board that oversees the region's nine-county commuter alternatives program. The following were elected: Jonathan Fitzkee, transportation planner, Lebanon County Planning Department as Chair, Beth Nidam, senior transportation planner, York County Planning Commission, as Vice Chair, Bill Parkin, manager of marketing and business development for Capital Area Transit (CAT), as Secretary, Kimbarley A. Williams, CPA, a manager with Boyer & Ritter, as Treasurer.



Jonathan Fitzkee, transportation planner, Lebanon County Planning Department as Chair, Beth Nidam, senior transportation planner, York County Planning Commission, as Vice Chair, Bill Parkin, manager of marketing and business development for Capital Area Transit (CAT), as Secretary, Kimbarley A. Williams, CPA, a manager with Boyer & Ritter, as Treasurer.



Dr. Rita Tempel of Gettysburg Smiles recently appeared on the local television show called *Dream Weddings*. The show follows

local couples during the final stages of their wedding planning through the big day. Dr. Tempel performed a bonding procedure for the bride and groom to be, and a zoom whitening procedure. Gettysburg Smiles has since developed a close relationship with *Dream Weddings*, and for the first part of Season Two is the show's closed captioning sponsor.

ACNB made a contribution to Habitat for Humanity Adams County Chapter in the amount of \$2,500 on February 14, 2012.

This contribution will help Habitat with its mission to provide housing for low to moderate income families and help them achieve homeownership. Habitat thanks not only ACNB bank, but all those that contribute to a very worthy cause of extending home ownership in Adams County.



Cara Lynn Clabaugh and Lynda Glass, of ACNB, present a check to Pete Ricker, Habitat President.

# 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](http://www.adamsec.coop)



# Program Updates

 "An Introduction to Online Advertising" was recently presented by Josh Mingle of Xente Media, at the Chamber's Lunch & Learn program series. Attendees of the program left with a better understanding of how to make decisions about where to advertise online, the ability to differentiate between the types of online advertising, and an understanding of online advertising terminology. If you or your business have a topic that you would like to present for a Lunch & Learn, contact Jennifer McCleaf at 717.334.8151.

 "The "Top Ten" Common Personal Finance Mistakes and How To Fix Them," was presented by the Financial Consulate at the Chamber's Lunch & Learn program series. Here are some common mistakes that were taken from the program:

1. Working with Financial Services people and NOT knowing that most of them do not have to work in your best interests.
2. Not maintaining a Cash Flow Analysis of your money in and out. Go to *mint.com* or *ynab.com*.
3. Not understanding your assets vs. liabilities, and the benefit or detriment of debt.
4. Using a buy and hold mentality, thinking that the markets always go higher. They don't!
5. Believing that bonds are safer than stocks. They're not always!
6. Staying with the same property casualty company for years thinking that they will take care of you. You should actively quote your PC insurance every two years.
7. If you are using group life insurance for financial support of your family in the case of an accident, you are probably paying too much. Go to *www.quickquote.com* to get a quote, then find a local agent to sell you a policy.
8. Do you have a will, power of attorney and an advanced directive? Go to *www.caringinfo.org* for more information.
9. Not understanding tax laws. Some people may easily use Turbo Tax and some should not.
10. Not understanding your company's benefits and how to maximize their benefits.
11. Not having financial life goals. Figuring out why you work and determining your goals is far more important than making money.

For additional information, please email Ryan at *RFox@financialconsulate.com*, or call 717.334.1861. The Financial Consulate is a fee-only investment management and financial planning firm located in Gettysburg, PA and Hunt Valley, MD. *www.financialconsulate.com*.

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The Awards Team will be seeking nominations for the 2012 Educator of the Year Award. The nomination form will be mailed later this month; the deadline for submission is April 16. Please contact the staff if you would like to nominate yourself or an educator in the community for the respected award. The presentation will be made at the General Membership Breakfast on May 16.



Some of you may not be aware that our Facebook page has moved. Make sure you give the page a 'like' at <http://www.facebook.com/GettysburgAdamsChamber> to receive updates on a variety of information including Chamber news, events, member discounts and events and much more! If you're on Twitter, follow us at @GACOC for additional information. We encourage you to post or leave comments and be a part of the online Chamber community!



The Taste of the Town event has also joined the technology world, thanks to Xente Media. Josh Mingle and Tiffany Johnson have created both a website and social media initiatives to keep the world informed of participants, sponsors, ticket information, etc. If you haven't ordered your tickets for this epicurean adventure, you can do so through the website – *www.tasteofgettysburg.com*. See you all on March 31st at 1863 Inn of Gettysburg!



Tired of Flat or Declining Sales and a Shrinking Bottom Line? Learn the "5 Proven Ways to Grow Your Business in Any Economy," and How to Convert Your Marketing from an Expense to an Investment on March 15 at the Gettysburg Hotel. The Chamber cares about your continued success and wishes to invite you to a special member education event. We've arranged to have Globally Ranked Top 100 ActionCOACH Todd Frankford share some powerful, yet practical strategies that can immediately impact on your bottom line. If you are like most business owners, you want more: more customers, more revenues, and more profits. Join us to learn the five key factors that drive your profits and how to put them to work for you. Reserve your seat for the "5 Proven Ways to Grow Your Business in Any Economy" Workshop where you'll...

- Identify the most powerful actions to uncover the hidden profit potential in your business
- Get crystal clear on the 3 essential steps to generating the additional customers you need
- Discover the #1 reason your clients leave and how to avoid it
- Understand the 5 essential profit multipliers and how to use them in your business
- Implement a powerful profit formula to increase profit 61%. You won't find in your accounting reports!

# Community Partners

## Gettysburg Merchants Ready to “March into Spring” on March 2<sup>nd</sup>

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



Gettysburg Area Retail Merchants Association

“March into Spring” has been selected as the theme for *1st Friday–Gettysburg Style*, Friday, March 2, throughout the Gettysburg retail shopping district. Participating members of the **Gettysburg Area Retail Merchants' Association (GARMA)** have partnered with fellow member, **Reid's Orchard and Winery Tasting Room**, to offer courtesy packets of herb and flower seeds, in their businesses, that evening, between four and seven, while supplies last. Members are also offering extra hospitality, refreshments, specials, sales, and events to help enhance your shopping and dining experience in Gettysburg. Look for the unique, colorful *1st Friday* flags and window banners which help identify participating members.

Reid's Orchard and Winery Tasting Room, at the rustic and well preserved Jennie Wade Birthplace, 242 Baltimore Street, is well known for offering a variety of its own famous wines, jams, jellies, preserves, and butters for tasting and purchase. They hope to help you *March into Spring* with a varied collection of flower and herb seeds available for you to gather on March 2, as you march through Gettysburg. Please note that Freedom Transit is offering FREE rides to help you complete your march across the entire Gettysburg market without tuckering out or moving your car.

That same evening, participating GARMA Members will also be registering you for a chance to win a \$100 valued Restaurant Gift Certificate courtesy of **Gettysburg Eddie's**, 217 Steinwehr Avenue, featuring a restaurant and pub within a historical tribute to Gettysburg's Baseball Hall of Famer, Eddie Plank.

Speaking of saving the date, the semi-annual “*Gettysburg Outdoor Antique Show*” hosted by GARMA is scheduled for Saturday, May 19, and Saturday, September 22, this year. Scores of antique dealers from the entire Eastern seaboard will be showing their wares on the four streets of Gettysburg radiating from Lincoln Square. Contact GARMA for details on how you can benefit from exhibiting at these special antique shows.

Visit GARMA at [www.gettysburgretailmerchants.com](http://www.gettysburgretailmerchants.com) and click on the Events tab for the most current information about member participation and other special events. Follow GARMA on Facebook and Twitter, too.

The Gettysburg Area Retail Merchants' Association's mission is to help create, promote, advertise, and represent the better business interest of the membership of the organization. Membership in GARMA is open to businesses, restaurants, professionals and non-profits trading in the area within five miles around Gettysburg. Learn more about the benefits of GARMA membership online or by contacting Walt Tuchalski at 717.309.2482 or [wtuchalski@foxsports1320.com](mailto:wtuchalski@foxsports1320.com).

## “Works for Me” Dispels Myths about Hiring People with Disabilities

Did you know?

There are many myths associated with hiring people with disabilities. Many times these myths lead to employers hesitating when in the position to consider a person with a disability for a job opening. Getting the facts can alleviate concerns and help achieve successful employment experiences.

Here are just a few FACTS:

- Most workers with disabilities require no special accommodations.
- Of those who do require accommodations, 56% of accommodations cost \$600 or less. Many cost nothing.
- Workers compensation rates are based solely on the hazards of the job and company's accident experience, not on whether workers have disabilities.
- Job performance studies show that people with and without disabilities rate equally.
- Employees with disabilities rate average or above average on attendance.
- People with disabilities represent a large source of qualified workers as 49.7 million people have some level of disability.
- Resources are available to PA employers at little or no cost!

The fact is that many myths regarding hiring people with disabilities are just that—myths.

For more information, visit [WorksForMe-PA.org](http://WorksForMe-PA.org) or call the Works for me hotline at 1.877.268.9894. Works for me was produced with funds from the CMS Medicaid Infrastructure Grant and can make hiring a person with a disability work for you!

Sign up for our monthly e-newsletter by emailing us at: [Employer@worksforme-pa.org](mailto:Employer@worksforme-pa.org).

# Membership Spotlight

## ACNB Bank



ACNB Bank is the only financial institution that can truly be called Gettysburg's and Adams County's hometown bank. Founded in Gettysburg over 150 years ago, we're still headquartered locally, right in Gettysburg. What does this mean for you?

It means personalized, helpful and friendly service from people you know, people who are your friends and neighbors.

If you're looking for ways to manage the finances of your business, municipality or organization more efficiently, come to ACNB Bank first. With Online Banking services, sweep accounts, and a variety of checking accounts including Free Business Checking, we have services that fit the bill. Our Business Banking team can design a package that meets the unique needs of your business.

If you have financing needs, our Commercial Lending team is the team for you. From lines of credit, to equipment financing, to commercial real estate loans, we're here to help.

It means plenty of convenient locations, right where you need them.

ACNB Bank has more offices in Gettysburg and throughout Adams County than any other bank or credit union. In Gettysburg, you're probably familiar with our Lincoln Square Office, located in town, and our North Gettysburg Office on Old Harrisburg Road. But, do you know about our location on Gettysburg's east side in our Operations Center located at 100 V-Twin Drive? We also have an office on the west side of Gettysburg at 545 West Middle Street. Both of these locations feature a full-service lobby, drive-up banking, and a drive-up ATM. The business hours vary at all of our locations—you can get the specifics on our web site, [acnb.com](http://acnb.com), by clicking on Office Locations.

It means personal banking services designed to fit your everyday needs.

Besides our business services, ACNB Bank also offers a wide range of services for individuals and families. Our variety of checking accounts, savings clubs for children, Online Banking services, Mobile Banking, and low rates on home equity and mortgage loans, make us a natural choice for your banking needs. Plus, our Retail Banking staff members are there to assist you every business day.

Most importantly, when you choose ACNB Bank, you're getting decisions made locally by people you know. Our staff will work hard to ensure that you get what you need, when you need it, and you'll get it close to home. Make ACNB Bank your bank for both business and personal financial needs.



ACNB Bank's Retail Office Managers for the Gettysburg area. From left to right: Jennifer Hartlaub and Tia Williams.



The Gettysburg area Commercial Lending team for ACNB Bank. Front, from left to right: Dave Deaner and Pete Ricker. Back, from left to right: Doug Seibel, Gary Rappoldt, Ed Price and George Marguglio.

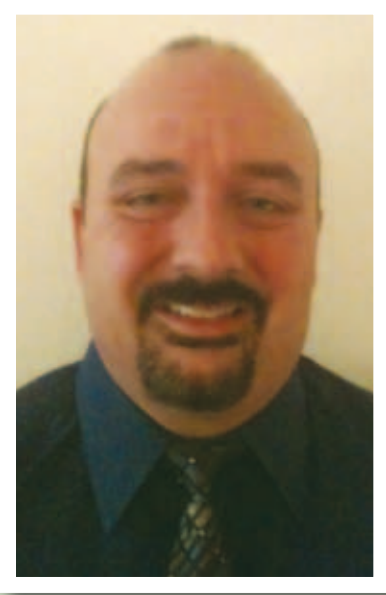


ACNB Bank's Business Banking Team. Front, from left to right: Patrick Sease and Jane Gwyn. Back, from left to right: Debra Sites and Dennis Hollinger.



# Membership Spotlight

## David M. Green Bookkeeping and Tax Service



I am pleased to announce the launch of my new business, **David M. Green Bookkeeping and Tax Service**. My services include individual and business tax preparation as well as complete bookkeeping and payroll services. A special feature of my business is that I am mobile and can come to you. Your taxes can be prepared in the comfort of your own home or a more traditional office visit can be arranged. I am also an Authorized IRS E-File.

In addition to tax and bookkeeping services, I also provide PA Notary Public and Mobile Notary Signing Agent Services.

As an Enrolled Agent, a Certified Bookkeeper and a Quickbooks Pro Advisor, I am able to offer high level and knowledgeable service to meet your specific personal or professional needs. I believe that customer service is of the utmost importance and I welcome the opportunity to earn your trust and deliver to you the best service in the industry.

Appointments are available daily.

David M. Green Bookkeeping and Tax Service  
357 W. High St., Gettysburg, PA 17325

Phone: 717.398.8672 • Fax: 717.334.0440

Email: [dmgbookkeepingandtaxservice@gmail.com](mailto:dmgbookkeepingandtaxservice@gmail.com)

Web: [www.dmgbookkeepingandtaxservice.com](http://www.dmgbookkeepingandtaxservice.com)

## NO TIME LIKE THE PRESENT TO KEEP YOUR FUTURE ON TRACK.

Lots of times, changes in life also affect your investments. That's why there's never been a better time to schedule your free portfolio review. We'll talk about the changes in your life, and help you decide whether it makes sense to revise your investments because of them.

A portfolio review will help ensure your investments are keeping pace with your goals. Call your local financial advisor today.

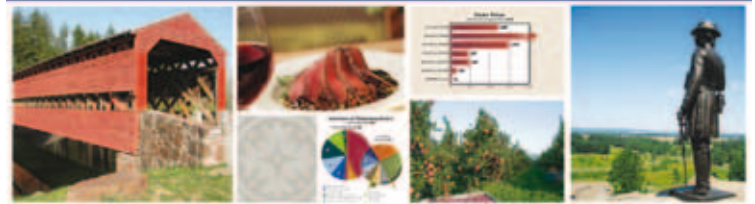


**Erik J Hendricks,**  
**AAMS®**  
Financial Advisor

17 East Middle Street  
Gettysburg, PA 17325  
717-338-9691

[www.edwardjones.com](http://www.edwardjones.com) Member SIPC

**Edward Jones**  
MAKING SENSE OF INVESTING



## Introducing THE 2012 **GETTYSBURG ADAMS** Membership Directory & Community Profile

Have you heard about the exciting new opportunity for our members? We are publishing a full color Community Profile & Membership Directory unlike anything we have done before! The new Directory will showcase our membership to new residents, businesses, and visitors, as well as the local community.

We are partnering with Centre Publications, Inc. who specializes in helping communities like ours to produce high-quality marketing tools. The full-color, glossy publication will be packed with colorful local photos, interesting articles and filled with facts, statistics as well as demographic information about Gettysburg and all of Adams County. The entire publication will also be available in digital format online with links to each advertiser's website! We think you will find it to be an invaluable tool for doing business locally. Participation is limited to chamber members.



# SECOND ANNUAL OPTIMIST CLUB **GOLF TOURNAMENT**

**Serving the Youth of Our Community**



**Held at the LINKS at GETTYSBURG**  
**Thursday, May 31, 2012 • Tee Off 1:00PM**

**SPONSORSHIP OPPORTUNITIES STILL AVAILABLE!!**

## **Scramble Format**

### **Individual Player:**

**\$85 per person**

**Entry Fee \$85**

### **Foursome:**

**\$75 per person**

**Entry Fee \$300**

***Includes: Dinner, Wine, and Soft Beverages***  
***Beer May Be Purchased***

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**For Additional Information about Sponsorships or to  
Register your Foursome, please contact:  
Donald F. Ferrara, Chairman - Optimist Golf Tournament  
Email: [donaldferr@yahoo.com](mailto:donaldferr@yahoo.com)**

# 2012 SPONSORSHIP OPPORTUNITIES

## WHAT DO I GAIN FROM SPONSORING A CHAMBER EVENT?

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### **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.

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### **Golf Outing**

Expose your business 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**

### **General Membership Breakfasts**

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

**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**

### **Legislative Luncheon**

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

**Table Sponsor-\$200 (unlimited)**

### **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**

### **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**

**Contact Jennifer McCleaf, 334.8151, for additional details**



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*Director, Gettysburg Office, MBA*



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## LUNCH and LEARN Series

Hosted by:



FINANCIAL  
**CONSULATE**

*When:* Wednesday, March 22, 12:15-1pm

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

*RSVP:* 717.334.8151 by March 15

TOPIC:

## Will You Outlive Your Money?

**\*Bring your lunch and questions!**

*Parking is available in the Race Horse Alley Garage*

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



## HACC gives me a smarter summer.

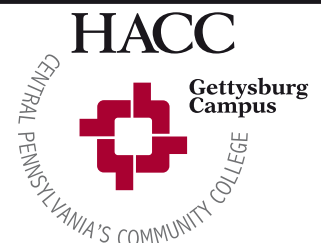
HACC offers smart options for your summer with a lineup of courses to help you lighten your load. Enroll in face-to-face, online or blended courses while picking up credits that transfer to your home school.

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New Name...  
New Location...

# Taste of the TOWN

(formerly Winter's Palette)

*Celebrate the Fine Cuisine of Historic Adams County*

**Saturday, March 31, 2012**  
**at the 1863 Inn of Gettysburg**  
**516 Baltimore Street 6:30pm-9pm**

Area restaurants and caterers will provide palatable samplings of signature dishes or new menu items. Enjoy a delightful night out with friends and/or family. 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!**



www.tasteofgettysburg.com

# Community News



On the busiest days of the summer at **Gettysburg National Military Park**, parking lots at the Museum and Visitor Center can sometimes fill up. Fortunately, thanks to PennDOT, the York Adams Transportation Authority, the Gettysburg Foundation

and other community partners, a solution is on the way. "Smart Parking" will be installed and field tested this summer to reduce traffic congestion, reduce CO2 emissions and improve the visitor experience. To learn more, visit <http://npsgnmp.wordpress.com>.

**Mediation Services of Adams County** will offer a 22-hour



**mediation services**  
of adams county

Mediation and Conflict Resolution Training workshop on April 13, 6-10pm; April 14, 9am-5pm; April 15, 1-5pm; April 20, 6-10pm; and April 21, 9-12am in the Gettysburg Hospital community rooms. The cost of the workshop is \$180; early bird registration (by March 31, 2012) is \$150 for instruction, materials, snacks, and one lunch. For more information, or to obtain a current registration form, call 717.334.7312, or visit [www.mediateadams.org](http://www.mediateadams.org).



Join the **Fort Ritchie Community Center (FRCC)** on Saturday, March 17, from 8am-1pm for the "Think

Spring" Yard Sale. The yard sale is held indoors and you have the opportunity to make a lot of green that day. The fee for a space is \$15. For more information, contact Bev Coyle at 301.241.5085. FRCC is located at 14421 Lake Royer Drive, Cascade MD. Visit them at [www.thefrcc.org](http://www.thefrcc.org).

Area artists and crafters working in all mediums are invited to submit their work for an upcoming Artisan's Marketplace at Serendipity on the Circle in New Oxford. **HACC's** Institute for Entrepreneurial Services has partnered with Serendipity on the Circle to offer artists and artisans an opportunity to sell their products at a juried marketplace set for April 14-June 9 at the gift store, 2 Center Square, New Oxford. Register online at <http://tinyurl.com/7xcxse7>. For more information, contact Judy White at 717.221.1311 or [jawhite@hacc.edu](mailto:jawhite@hacc.edu).



The AIDS Service Provider Network, a task force affiliated with **Healthy Adams County**, is offering its 8<sup>th</sup> Annual Responding to AIDS Conference on Friday, March 16, 2012 at the Gettysburg Hospital from 8:30am-3:30pm. This a basic conference on HIV and AIDS. This year we are offering 3 tracks of workshops: Support Services, Health Services, and Youth. The cost is just \$15

and includes breakfast and lunch. Register by March 9 by contacting 717.845.9683 ext. 205 or [deborah.gable@ppfa.org](mailto:deborah.gable@ppfa.org).



A Discovery Day program is being offered at **HACC's** Midtown 2 at 1500 N. Third Street. Participants will learn first-hand about opportunities in the engineering and green technology fields and explore related activities. Students who sign up for "Discover Green Technology" will design and build numerous turbine blades to study wind power. To register, call 717.780.2414 or for more information, contact Kim Ketelsleger at [kaketels@hacc.edu](mailto:kaketels@hacc.edu) or go to [www.hacc.edu](http://www.hacc.edu) and click on "continuing education" then "youth programs."

**Fort Ritchie Community Center (FRCC)** is having its *Spring Craft Bazaar* on Saturday, March 31, from 9am-3pm. There is space available for vendors. Enjoy face painting for kids, beautiful crafts, prizes drawn throughout the day, and great food! Admission to the Bazaar is free. For more information, contact Bev Coyle at 301.241.5085. FRCC is located at 14421 Lake Royer Drive, Cascade MD. Visit them at [www.thefrcc.org](http://www.thefrcc.org).



**PENNSSTATE** The broadband initiative is an informal gathering of community leaders committed to making internet and digital technology available throughout Adams County. The Chamber is an active participant, along with school districts, county commissioners, health care and many others. Workgroups have formed to tackle access and infrastructure issues and to look at ways to increase community use and content. Learn more about the effort: find us on Facebook at Adams County Connected Communities Broadband or contact Judy Chambers, Penn State Extension at [chambers@psu.edu](mailto:chambers@psu.edu).

Members of Phi Theta Kappa honor society at **HACC's** Gettysburg Campus are seeking vendors and donations of clean and gently worn gowns for the third annual prom dress sale. "Dresses for a Cure" will be held from 9am-2pm on Saturday, March 24, in the Robert C. Hoffman Community Room at HACC-Gettysburg Campus. Proceeds benefit the American Cancer Society Relay for Life and the Phi Theta Kappa scholarship fund. To donate, or be a vendor, email [wabrubak@hacc.edu](mailto:wabrubak@hacc.edu) or [ss2079@ship.edu](mailto:ss2079@ship.edu).





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# LUNCH and LEARN Series

Hosted by:



Paragon  
Consulting  
Group

**When:** Monday, March 26, 12:15-1pm

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

**RSVP:** 717.334.8151 by March 19

**TOPIC:**

**Top Ten HR  
Compliance Steps  
& Strategies for 2012**

**\*Bring your lunch and questions!**

*Parking is available in the Race Horse Alley Garage*

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

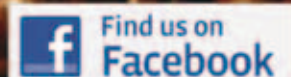


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# In Memorium



**John White**

*December 31, 1949 - January 23, 2012*

The Gettysburg Adams Chamber of Commerce was deeply saddened by the recent loss of John White. John was a founding and managing partner with the law firm Campbell & White. His devotion to the Chamber, is greatly appreciated, and we would like to extend our deepest sympathies to his family.

*To honor the commitment of John R. White to the community of Adams County, his family has established a fund in his name at Adams County Community Foundation. Gifts may be mailed directly to the foundation making checks payable to ACCF and mailing them to PO Box 4565, Gettysburg, PA 17325.*



**Matt Turley**

*May 10, 1967 - January 15, 2012*

The Gettysburg Adams Chamber of Commerce was deeply saddened by the recent loss of Matt Turley. Matt was the General Manager at the Comfort Inn & Suites. His devotion to the Chamber, is greatly appreciated, and we would like to extend our deepest sympathies to his family.

*Gifts may be given in memory of Matt Turley to The ALS Association, Development Department, 27001 Agoura Road, Suite 250, Calabasas Hills, CA 91301*

## Membership MIXERS

Special thanks to Adams County Winery for graciously hosting the Membership Mixer in February.

Please join us at Gettysburg Lutheran Retirement Village for the March 15<sup>th</sup> Membership Mixer from 5-7pm. The mixer will be held in the Wellness Center, on the left side of the main building. Please park and enter at the side of the building, there will be signs.

RSVP your attendance to the Chamber staff at 717.334.8151, before March 8.



**February 16, 2012**



**Photos from the  
Membership Mixer at  
Adams County Winery.**



**All photos by Picture This Portraits  
and Special Events**



# Corrected Bios for the 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 Team and the Policy & By-Laws Team. He also participated in membership drives in the past and encourages his employees to be active, participating members.

Stacey Green has been the owner of Biggerstaff's Catering since 1999. Stacey brings her hard work and dedication, high energy level, and organizational/event planning skills to the Chamber. She is the current chair of the Community Events/Fundraising Council, which includes the Gettysburg Wine & Music Festival and the Taste of the Town events. She was a former mentor with the Business Education Partnership (BEP) and former Membership chair. Stacey was installed as the first female member of the Gettysburg Optimist Club, and its former President. She is a board member of the Adams County Community Foundation, and board chair of the Gettysburg Borough Zoning Hearing Board. Stacey is married to Dave Green and enjoys tennis, reading, cooking and she loves the beach!



**VICE CHAIR**



**SECRETARY**

Darlene A. Brown has been the Executive Director of the Pennsylvania Interfaith Community Programs, Inc., Adams County Housing Authority, and Turning Point Interfaith Mission for the past 17 years. Darlene brings her leadership skills, fiscal knowledge, and experience as a board representative for the "non-profit" world to the Chamber. She is currently a member of the Executive Team, Business Education Partnership (BEP) Advisory Team, Policy and By-Law Team, Gettysburg Wine & Music Festival Team, and was the former co-chair of the Basket Bingo Committee. She serves as Secretary of the Board of Directors for the Adams County Arts Council, as well as a member of the Finance Team, Capital Campaign Committee, and the Learning Center Building Committee for the Arts Council. Darlene also serves as President of the Board of Directors for the Adams County School of Musical Theatre, is a current member and past president of the Gettysburg Optimist Club, member of the Gettysburg Rotary Club, and is the Vice President of the Board of Directors for the York/Adams County Transit Authority. Darlene enjoys spending summers together with her wonderful children and grandchildren, reading, being involved in the community, and interacting with many groups.

Gary W. Rappoldt is Vice President of Commercial Lending at ACNB Bank. Gary brings his finance and management skills, five years of past military service (Army), and business networking experience to the Chamber. He has been involved with the Chamber for the past 12 years either through various committees or subcommittees or the board. Gary formerly served on the Penn State Cooperative Extension board (2004-2010). He is a member of the Gettysburg Optimist Club, Gettysburg Rotary Club, and the Black Rock Church of the Brethren. Gary is married to Patti and has three children, Kait, Geoff, and Jake, and a golden retriever named Samson. He enjoys the outdoors, hunting, fishing, hiking, and gardening, as well as being a sports fan (baseball, lacrosse, and wrestling) and is a Penn State fan.



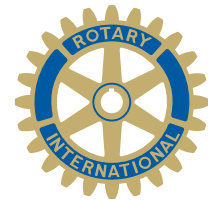
**TREASURER**





**MAJESTIC**  
at the Jennifer and David LeVan Performing Arts Center

**THIS IS AN ALL NEW SHOW!**



## Capitol Steps

Saturday, April 21, 2012 at 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](http://www.gettysburgmajestic.org) or call the Box Office 717-337-8200  
Majestic Theater 25 Carlisle St. Gettysburg PA 17325

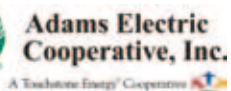
### Lead Sponsor:



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David L. and Ellen Sites & Family



# March 2012 Events

## March 5

Staff Meeting, 9am, Chamber office

## March 6

How to Maintain a Union-Free Workplace  
Training Class, 7:30-10:45am, Chamber office

## March 7

Membership Orientation, 11:30am, Chamber  
Office

## March 8

Legislative Team Meeting, Noon, Inn at Herr  
Ridge

## March 9

BEP Advisory Council, 7:30am, HACC

## March 12

Staff Meeting, 9am, Chamber office

## March 13

Executive Team Meeting, 8am,  
Chamber Office

Environmental Team Meeting, Noon,  
Chamber Office

## March 14

Career Fair, 8am-2pm, CUB at Gettysburg  
College

## March 15

How to Grow Your Business in Any Economy  
Seminar, 8:15-10:45am, Gettysburg Hotel

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

Membership Mixer, 5-7pm, Gettysburg Lutheran  
Retirement Village

## March 16

Legislative Luncheon, 11:30am, CUB at  
Gettysburg College

## March 19

Staff Meeting, 9am, Chamber office

## March 20

BEP SSI Committee, 8am, Chamber office  
Marketing Council, 12:30pm, Chamber office

## March 21

SBDC Workshop, 12:30pm, Chamber Office  
Membership Team Meeting, 3:30pm, Chamber  
Office

## March 22

BOD Meeting, 7:30am, Chamber Office  
Lunch & Learn Program Series, 12:15pm,  
Chamber Office

## March 26

Staff Meeting, 9am, Chamber office  
Lunch & Learn Program Series, 12:15pm,  
Chamber Office

## March 27

SBDC Workshop, 8:30am, Chamber Office

## March 31

Taste of the Town, 6-9:30pm, 1863 Inn of  
Gettysburg

Representative Will Tallman and Senator Rich Alloway listen  
to Representative Dan Moul speak at the 2011 Legislative  
Luncheon. This year's Legislative Luncheon is Friday, March 16.





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