

The Chamber Channel

The Ephrata Area Chamber of Commerce
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IN THIS EDITION...

- ? ? Exercise your right to vote on the people who govern your Chamber at the upcoming Annual Meeting.
- ? ? Did you join the Chamber mid-way through the year? Come to a breakfast being held in your honor.
- ? ? Be a part of Career Day on March 12th at Ephrata High School.
- ? ? Join us at our first Business After Hours for 2004.

ANNUAL BUSINESS MEETING
Foxchase Golf Club & Banquet Facility
Tuesday, January 13th
5:30 p.m.
\$25.00 per person



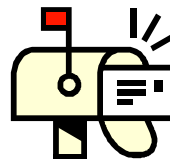
Get an update on your Chamber and vote for the members who are volunteering their time to help us continue to prosper. Also, find out how you can make the most of your membership.

We've made some changes to this year's event that will literally be music to your ears - see the insert for details!

NEW MEMBER BREAKFAST
Thursday, January 29th
7:30 a.m.

The Royer Room at the Akron Restaurant

Welcome to all of you who have joined during the second half of 2003. Come and enjoy a free Continental breakfast on us and learn what you got yourself into!



Watch the mail for your invitation.



Our 9th Annual Benefit Dance

The weather outside was frightful, which meant many of you didn't venture out to the event on December 5th. That didn't slow down our sponsors or our donors. We continued to receive donations for two weeks after the event.

Everyone came through for the US Marine Corps Reserves' Toys for Tots Program and for Ephrata Area Social Services. Thank you to everyone for demonstrating why we are so fortunate to be a part of this community.

See inside for a list of the extremely generous sponsors for this year's event.



Looking for information on Chamber Awareness Week?

Traditionally, the Chamber celebrated the second week of February by publishing a special newspaper supplement and holding a Business After Hours event. This year, we're doing things a little differently.

The Mixer will still be held at Wahnety's Inn, on **Thursday, February 19th**, from 5:00 p.m. until ???

We've decided to celebrate the Chamber and its members during the month of October, which is "Chamber of Commerce Month" in Pennsylvania.

Ephrata Area Chamber of Commerce, established May 19, 1922.
Proudly serving Northeastern Lancaster County for 82 years.

Committee Reports

President's Comments

Bill Merritt

I want to take this opportunity to express my gratitude to everyone who made it out to the Benefit Dance on December 5th, despite the weather. This event continues to grow and meet the needs of families in our area.

We're looking forward to seeing more of you at our revamped Annual Meeting. We've taken some steps to make it entertaining as well as informative. Also, don't forget it is the members who make the organization what it is—we need your input.

This is my last column as President and I again want to express my sincere gratitude to the volunteers and staff who support this incredible organization. It has truly been a pleasure to serve. We will welcome our new Board members and officers and extend our thanks to our retiring Board member, Sherrie Stetler of The Black Horse Lodge & Suites.

Economic Development Jon Freeseaman, Chairperson

The Committee encourages everyone to support the ongoing efforts of Downtown Ephrata, Inc., as they work to revitalize the Central Business District. The Chamber hopes to become part of that effort in 2004, by relocating its offices to the former railroad station.

Education Tammy Charles, Chairperson

The initial mailing for the March 12th Career Day at Ephrata High School has gone out and the response has been extremely good. If you have not received information on how you may participate, contact the Chamber office.

The Committee's next meeting is scheduled for Friday, January 9th at 7:30 a.m. at the Akron Restaurant.

Legislative Bill O'Leary, Chairperson

The Committee spent a good deal of time at the December meeting discussing the 2004 budget. Also discussed was the ongoing medical malpractice/tort reform issue, as it relates to the number of physicians leaving the Commonwealth. Enclosed with this issue of *The Chamber Channel* is a postcard for you to utilize if you choose to express your opinion to Gov. Rendell.

The Committee's next meeting will be held on Thursday, January 15th at 12:00 noon at Lily's on Main.

Board Elections

Volunteering for a second term are:

- ?? D. Scott Eaby, Esquire
- ?? Jon Freeseaman, of *The Olde Lincoln House*
- ?? Michael Peuler of *Blue Ball National Bank*

Volunteering for a first term is:

- ?? Dave Hogg of *Stoudt's Black Angus/Stoudtburg Antiques*

Membership

David Palm, Chairperson

We fell eight short of our goal for 2003, but will plan on making up for it in 2004. At the present time, the Committee's focus is on the retention of existing members, and welcoming the seventy-three we gained during the year.

The Committee took December off, but the next meeting is scheduled for Thursday, January 8th at 12:00 noon at the Olde Lincoln House.

Nominations

Executive Committee

Members are encouraged to attend the January meeting and vote for the proposed slate of Directors. The Board will meet briefly at that time to elect officers for 2004. The slate of officers consists of:

Myron Stoltzfus	President
Bill O'Leary	First Vice President
David Palm	Second Vice President
Marvin Hendrix	Treasurer
Bill Merritt	Past President and Secretary

Programs

Bill O'Leary, Chairperson

The Annual Meeting is shaping up to be a bit more entertaining and informative than in the past. Please join us and let your voice be heard.

We've tentatively scheduled a tour of D&E Communications' Brownstown office for March 9th. A continental breakfast will be included. Look for details next month.

The Committee will be meeting on an "as needed" basis to finalize details for the 2004 programs.

Special Events

Eileen Nelson, Chairperson

Thanks to members of the Committee, the sponsors and the donors for their support of the 9th Annual Benefit Dance which, despite the weather, provided a happy holiday season for many children and their families.

The Special Events for 2003 were all successful both from a financial and attendance perspective. We're currently in the process of finalizing the calendar of events for 2004.

The Committee's next meeting is scheduled for Wednesday, January 14th at 8:00 a.m. at Jimmy's Place.

Tourism

Sherrie Stetler, Chairperson

Requests for brochure shipments continue to come in, guaranteeing a 2004 edition. The current timetable calls for solicitation of ads in March, design, layout and printing in April. Increases in printing and distribution costs may result in an increase in the cost of listings in the brochure.

***Looking to serve the Chamber in some capacity?
Volunteers are needed for the Education, Economic
Development, Hospitality and Programs Committees.***

New You Can Use

Publication deadline for *The Chamber Channel* is the 5th of each month.

Garden Spot Ribbon and Awards welcomes Bruce Carl to their Sales Team. He has over 20 years of experience in the awards, and will be working with customers on their award and ribbon needs. Linda Andes and Barry Crowther have joined the sales team from within the Company. Linda works with ribbon and award sales bringing 3 years of experience in administration and production. Barry has worked in ribbon production in addition to years of experience in the horse show industry. He will be working to develop new accounts for the ribbon and award departments. Behind the scenes is new laser engraver and graphic artist, John Amand. His experience lies in the printing industry as well as 5+ years with Garden Spot as a supervisor in ribbon production. He has also taken on the task of the process of sublimation.

Life Management Associates has been awarded two grants from the HUMOR Project in Saratoga Springs, New York: a HUMORresources grant of 40 funny books and the Rachel grant to attend a HUMOResilience workshop.

Elaine Boltz, Administrator of LMA's Employee Assistance Services program, used the HUMORresources grant as part of a "humor corner" at the Greenfield Corporate office, including a VCR with humorous videos from Victor Borge and other classic comedians. Recognizing the importance that humor plays in healing and wellbeing, Boltz also selected some humorous books for use with LMA's cancer support group and eldercare support clients.

As the winner of this year's Rachel grant, Boltz received free tuition and accommodations at the 27th annual international workshop on "HUMOResilience: Tickling Stress Before It Tackles You."

M & L Wholesale Foods is pleased to announce the promotion of Gary L. Martin to Chief Operating Officer. He will be managing the major operations of the company, which wholesales foods to the discount and dollar store market in the Northeast. M & L Wholesale Foods is planning to relocate to the former Quinlan Pretzel factory in 2004, after major renovations and a new expansion on site are completed.

Don't miss out on **Career Day** at Ephrata High School on Friday, March 12th, 2004.

If you haven't received information on how you can participate, call us at 738-9010.



Erin Hill, guidance counselor from **Cocalico High School** has a student who wants to "job shadow" as a sales representative. Interested in providing him with the opportunity? Call Erin at 336-1427.

2004 BENEFIT DANCE SPONSORS:

Platinum

Bed & Furniture Warehouse
The Black Horse Restaurant, Lodge & Suites
Blue Ridge Communications
Cloister Post 429, American Legion
Doneckers

Gold

Astro Machine Works, Inc.
Compleat Restorations
Ephrata National Bank
Ephrata Recycling
Fulton Bank
Holiday Inn Lancaster County
Sovereign Bank

Silver

Berlanco Insurance Agency, Inc.
Ephrata Community Hospital
The Ephrata Review
Ira G. Steffy & Son, Inc.
Martin's Studio
Musselman Lumber, Inc.
Shirk, Reist, Wagenseller & Mecum
TeddyBear Sportswear
Wal-mart
Waypoint Bank

Bronze

Adoption Unlimited, Inc.
Benjamin F.D. Chikes, DDS
D&E Communications
Douple Insurance Agency
D. Scott Eaby, Esquire
Engle's Frame & Body Service
Ephrata Agway
H&R Block
Mr. & Mrs. David Horst
Jemson Cabinetry
A. Anthony Kilkuskie, Esquire
Michelle's Hallmark
Mr. and Mrs. Daniel Perrotti
Redman Homes
Paul M. Riffert, MD
Salon Art-Tiff
Shirk & Ermolovich, LLP
Stoudt's Black Angus Restaurant
Wild Wings Pizza & Things
Wok 'n Roll

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Well, we didn't quite make our goal of 81 new members, BUT we welcome all of you who decided to join us in 2003.

HERE'S OUR NEWEST MEMBER FOR DECEMBER:

Ephrata Animal Hospital
Henry Fortna, VMD
776 East Main Street
Ephrata, PA 17522
717.733.4717

New members YTD:
73

TOTAL MEMBERSHIP:
380

RENEWAL REMINDER

If you haven't renewed your membership for 2004, you may expect a call from a representative of the Membership Committee.

If you have renewed, but haven't returned your directory listing form with your renewal, please don't hold us responsible for stale or incorrect data. We're only as good as the information our members give us!

Last month we solicited bids for a tabletop display. One member responded, and we will be working with them to develop the display for upcoming meetings and events.

This month we're soliciting bids for bottled water for the office. Call us to find out what we currently have and what we need. All bids should be in by January 15th.

When we have more than one member that provides the same product or service, it is our policy to solicit competitive bids.

Ahhh, June in Bermuda.



**SUMMARY OF NOVEMBER 2003
CALL LOG**

RELOCATION.....	10
TOURISM	79
MEMBER INFORMATION/REFERRALS:	
Akron Motel	3
Antiques Capital	4
The Black Horse	3
Blue Ball National Bank.....	1
Campgrounds.....	1
Classic Furniture.....	1
Coldwell Banker Homesale Services Group.....	1
D&E Communications.....	1
Diamond Street Early Childhood Center	2
Doneckers	4
Drinking Water Solutions	1
Eicher Arts Center	1
EPAC.....	1
Ephrata Area Social Services.....	2

Ephrata Borough	2
Ephrata Cloister	3
Ephrata Public Library	1
Ephrata Recreation Center.....	1
Foxchase Golf Club and Banquet Facility	1
General Sutter Inn	1
Glen Martin Builder	1
Green Dragon	6
Historic Smithton Inn	1
Historical Society of the Cocalico Valley.....	2
Holiday Inn Lancaster County.....	3
Horst Auction Center.....	1
Jimmy's Place	2
Joyce Electric	1
Lily's on Main.....	2
Lodging	3
Michener's Engraving	1
Milestone Restaurant.....	1
Olde Lincoln House.....	1
Our Mother of Perpetual Help	1
Rebecca's Heavenly Goodies	1
Renningers Antique Market.....	1
Retirement Homes	1

Seaber-Turner Associates	1
Shady Maple Smorgasbord	1
Smuckers' Quilts.....	1
Staples	1
Ten Thousand Villages.....	2
Tomorrow's World.....	1

NON-MEMBER INSURIES:

Bollman Hat Company.....	1
Dennis Martin Studio	1
Drexel Heritage Furniture	1
Esbenshade's Greenhouses.....	1
Garden Spot Furniture.....	1
Hersheypark	1
Main Theater	1
Martin Chair Factory	1
Mennonite Central Committee	1
Martin's Pretzel Factory.....	1
Pepe's Pizza	1
Weaver's Nut Factory	1

GENERAL INFORMATION INQUIRIES:

Demographics	1
Ephrata Fair	1
Other Chambers	6
Restaurant & Craft Fair.....	1

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