

# Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

## chamber news

[www.mercersburg.org](http://www.mercersburg.org)

[www.tuscaroraareachamberofcommerce.org](http://www.tuscaroraareachamberofcommerce.org)



### Tuscarora Area Chamber participates in budget, policy discussion with Gov. Tom Corbett

Tuscarora Area Chamber of Commerce executive director Mary-Anne Gordon and Tuscarora Area Development Association board member, Whitetail General Manager Don MacAskill joined representatives of the Pennsylvania Chamber of Business and Industry and other local chamber leaders from across the Commonwealth, attended a breakfast policy discussion with Gov. Tom Corbett on Thursday, July 12 at the Governor's Residence in Harrisburg.

"It was an honor to attend this intimate conversation with a handful of other chambers," said Mary-Anne Gordon of TACC. "The Corbett administration has proven they are available to our local businesses and want to know more about us and our needs."

The program was organized by the PA Chamber and the Governor's Office, and welcomed the presidents and executive directors of numerous statewide local chamber partners. The agenda included opening remarks by the governor, followed by a discussion on the newly adopted state budget and policy issues of concern to job creators.

"As governor, my top priority is private sector job creation," Gov. Tom Corbett said. "I am committed to creating an economic environment where state government and business can work together to ensure job growth across the commonwealth."

PA Chamber President Gene Barr applauded the governor for his ongoing efforts to make Pennsylvania a state that is more inviting to business growth and job creation, pointing to a state budget that continues to right-size state government; injects innovation and new efficiencies into the delivery of government services; helps the private sector hire workers and grow; and ensures a greater quality of education for more Pennsylvania students.

Barr also thanked Corbett for taking time to meet personally with Pennsylvania's local chamber of commerce leaders.

"Local chamber officials are on the front lines of economic development and job creation within their respective communities," Barr said. "While we share in the collective mission to improve the Commonwealth's overall business climate, local officials also bring diverse and unique concerns and perspectives to the table. The event was a great opportunity to discuss the progress being made to foster job creation and business growth, as well as share ideas about what is still needed to continue moving Pennsylvania forward."

### August 14, 2012 Ribbon Cutting

4pm

B&M Diesel Services Inc.  
6446 Lincoln Way West  
St. Thomas, PA 17252

Register here -

[http://www.tachamber.org/chamber/  
eventreg](http://www.tachamber.org/chamber/eventreg)  
or 328-5827

### August 15, 2012 Chamber Luncheon at Cove Valley Camp

Noon-1pm

5357 Little Cove Rd.

Mercersburg, PA 17236

\$10 per person at the door only

Register here -

[http://www.tachamber.org/chamber/  
eventreg](http://www.tachamber.org/chamber/eventreg)  
or 328-5827

### NEW CHAMBER MEMBERS

**AC&T COMPANY INC.**

11535 Hopewell Rd.

PO Box 4217

Hagerstown, MD 21741

<http://www.acandt.com>

1-301-582-2700

*Oil Services, Auto Services*

**B&M DIESEL SERVICES INC.**

6446 Lincoln Way West

St. Thomas, PA 17252

717-595-0024

*Auto and Truck Services*

## BOARD OF DIRECTORS

### Executive Board Members

#### *Chair*

Melanie Gordon

F&M Trust

#### *Vice Chair*

Travis Hall

D.L. Martin Co.

#### *Vice Chair Elect*

Tammy Oberholzer

Borough of Mercersburg

#### *Treasurer*

Theresa Gourley

Auto Sales Unlimited

#### *Secretary*

Judy Boyd

Whitetail Resort

### Board Members

Gloria Pine

First National Bank of Mercersburg

John Flannery

Flannery's Tavern on the Square

Dr. Elizabeth George

Summit Health

Debbie Rutherford

Mercersburg Academy

Dwayne Johnson

St. Thomas Development, Inc.

Julie Barthalow

Susquehanna Bank

Chris Shelley

Tuscarora School District

### Staff

Executive Director

Mary-Anne Gordon

The Chamber News is a monthly newsletter of the Tuscarora Area Chamber of Commerce. Submit your information by the 23rd of each month for inclusion. The Chamber reserves the right to edit content of submissions for space limitations. Ideas, opinions and statements expressed in articles by contributors are not necessarily those of the Chamber.

## DO YOU KNOW TACC'S STATED PURPOSE?

The Tuscarora Area Chamber of Commerce is organized to achieve the objectives of:

- 1) Preserving the competitive enterprise system of business by: creating a better understanding and appreciation of the importance of business people and a concern for their problems; educating the business community and representing them in township, borough, county, state and national legislative and political affairs; preventing or addressing controversies which are detrimental to expansion and growth of business and the community if they arise; creating a greater appreciation of the value of a more liberal investment of substance and self on behalf of the interests of competitive business;
- 2) Promoting business and community growth and development by: promoting economic programs designed to strengthen and expand the income potential of all business within the trade area; promoting programs of civic, social and cultural nature which are designed to increase the functional and aesthetic values of the community; and discovering and correcting abuses which prevent the promotion of business expansion and community growth.

*As stated in the Tuscarora Area Chamber of Commerce By-Laws  
Page 1 Article 1 Adopted 2009*



# CHAMBER OF COMMERCE BOARD OPENING ANNOUNCEMENT

## BOARD OF DIRECTORS JOB DESCRIPTION

Described briefly below are the duties and responsibilities of each member of the Chamber Board of Directors (Officers excluded).

Basic Function: The Board of Directors assumes legal and theoretical responsibility for all Chamber activities. The Board of Directors shall advise and consent on all Chamber policy, approve the annual budget, approve membership policy and fees plus all other duties listed within the current Chamber By-Laws.

Specific Responsibilities:

1. Assist in the development of policy for the Chamber of Commerce and advise the Executive Committee and staff of needed or desirable policy changes.
2. Understand the mission of the Chamber and promote the goals and activities of the chamber to his or her own constituent groups, other members and the community as a whole.
3. Become familiar with all materials, information issues and documents relating to the Chamber and its operation, especially those relating to financial matters and member benefits.
4. Commit two - four hours per month to prepare for and attend Board meetings, committee meetings and to participate in other appropriate Chamber-sponsored activities.
5. Offer opinions and insights honestly and with an open mind, without reservation and in a constructive way, with a desire to accomplish the best for the Chamber.
6. Support Board decisions even when he or she may differ personally with the majority decision.
7. Support membership recruitment and retention.

**If you would like to nominate yourself or another for this position in 2013 please email [mgordon@tachamber.org](mailto:mgordon@tachamber.org) or call 328-5827 By September 12, 2012.**

## MANAGER'S CORNER: *IS IT TIME TO CLEAN HOUSE AND SIMPLIFY YOUR BUSINESS*

*"Great leaders are almost always great simplifiers" – Gen Colin Powell*

My husband and I are finishing two construction projects. In the process, we've been digging through boxes we've had in storage to determine which items will work in the new facilities and which won't. In addition to comments of, "Why did we save this?" and "Huh, I'd forgotten we even had this," I've noticed we're asking ourselves things such as:

- How will this fit in and help us achieve the look and feel we're trying to achieve?
- If we include this, will it create more work for us or less?
- If we include this, will we really use it or will it just sit and take up space in a different location?



As we've reassessed the realities of using and not using various items, furniture has been moved into the new facilities or given away, the quantity of items waiting to be used someday has dwindled, and many items we once used frequently have been honed down by at least half. Needless to say, there's a lightness to not having all that "stuff" sitting around, taking up space, requiring maintenance and cleaning anymore. We feel somewhat reenergized by this new "simplicity."

So, how can you as a business owner or leader use this move towards simplicity to help your organization move forward? Ask your employees to help you identify ways to "clean house" and simplify your business. Ask things such as:

- How will this (e.g., new process, product or service) help us achieve our vision?
- Why do we still do this process this way after all these years? Isn't there an easier way?
- If we continue to use this process, are we doing what we've always done or are we getting better on a regular basis now?
- If we include this new process, will it create more work for us or less? Will it require only one person to "touch" it or are we creating a cumbersome process that requires many people to monitor and manage it?
- Why do we still produce this product or provide this service? Are we certain our customers are not going to need something new or different in the future?
- Is there a way to upgrade equipment to consolidate capabilities and eliminate unused or barely used equipment?
- What process makes us groan when we anticipate starting it? How can we simplify it?

What can we do to reenergize ourselves and move forward? What can we do to *clean house and simplify* the business?

*Copyright 2012 - Liz Weber, CMC - Weber Business Services, LLC – www.WBSLLC.com*

### Weber Adds Certified Speaking Professional Designation to Credentials

Liz Weber is now one of only 12 leadership experts in the country to hold both the Certified Speaking Professional (CSP) and Certified Management Consultant (CMC) designations. Weber was awarded the Certified Speaking Professional (CSP) designation July 15, 2012 at the National Speakers Association's annual convention in Indianapolis, Indiana. Conferred by the National Speakers Association, the CSP is the speaking profession's international measure of professional platform competence. Only the top 10 percent of speakers earn this credential. The CSP designation is earned through demonstrating competence in professional standards: Platform skills, Business management, Education, and Association. Weber earned the CMC from the Institute of Management Consultants in 2005.



Left to Right - Mary-Anne Gordon Tuscarora Area Chamber executive director, OSI board member Jeff Baltozer, OSI Operations Manager Garth Shipman from PA Representative Dick Hess's office, Linda Mayo executive director OSI.

Occupational Service Incorporated of Franklin and Fulton County hosted a tour of their facility for Garth Shipman from PA Representative Dick Hess's Office. If you would like to learn more about OSI visit <http://www.osinc.org> or call 717-263-9293.

**Another member benefit is CenturyLink Business-Class High-Speed Internet.**

- Get your first month FREE on 1.5 Mbps and higher
- FREE professional installation and FREE activation
- Minimum 2-year term required

*Existing CenturyLink customers can upgrade to 5Mbps and get one month FREE!*

To take advantage of this offer to Chamber Members Only, call or email Lauren Lutz at 717.267.4683 or [Lauren.C.Lutz@centurylink.com](mailto:Lauren.C.Lutz@centurylink.com)

## APPI ENERGY PROGRAM BENEFITS

For electricity customers, now is an excellent time to seek competitive supply solutions. You need unbiased, up-to-date information to understand the current dynamic electricity market.

TACC endorsed APPI Energy as its independent energy consultant. Delivering what your business needs to make an informed choice, APPI Energy provides you with education, access to competitive suppliers, and unbiased recommendations.

APPI Energy will:

- Advocate for you by forcing suppliers to compete for your business.
- Negotiate a supply contract that fits your specific requirements.
- Provide a seamless transition with minimal time commitment from you.
- Deliver cost reductions and/or budget certainty with no upfront costs.

Let APPI Energy help you reduce and manage your energy costs on your terms and on your timetable.

Some brokers or suppliers may rush you or make you feel compelled to enter into a contract. You should control the process and have all of the necessary information and analysis. A well-reasoned business decision that fits your specific business's needs is the goal. Choose to reap the full advantages the market offers. Choose a partner. Choose APPI Energy.

*1-800-520-6685 or [info@appienergy.com](mailto:info@appienergy.com)*

**Use the preferred provider of energy procurement services.**

**APPI**  
ENERGY

Tuscarora Area  
**CHAMBER OF COMMERCE**  
Mercersburg, Montgomery, Peters, St. Thomas, Warren

**Contact the Trusted Energy Experts at  
800-520-6685 or [info@appienergy.com](mailto:info@appienergy.com).**

# Tuscarora Area CHAMBER OF COMMERCE

19 North Main Street • Mercersburg, PA 17236

717-328-5827

info@mercersburg.org

info@tuscaroraareachamberofcommerce.org

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# THE RAID IS COMING!

J.E.B. Stuart's Raid: Epilogue to Antietam

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## SEPTEMBER 28-30

# QuickBooks® Made Easy

## Is your business making these critical mistakes?

You must learn these 25 new solutions!

- 7 Mistakes that most non-professional bookkeepers make with QuickBooks®
- 3 Reports you need to keep cash flow moving
- 3 Important ways to set up new clients and customers
- 3 Easy shortcuts that will save you dozens of hours every week using QuickBooks®
- 4 Critical ways to cut accounting expense by covering the daily task of data entry
- 5 Ways to reduce Payroll headaches and cost

Stop hurting your cash flow and put an end to your bookkeeping nightmares with this fast-paced and informative Training Course.

### Class Dates:

**Thursday, August 16, 2012 ~ 9:00 A.M. to 1:00 P.M.**  
**Thursday, September 20, 2012 ~ 9:00 A.M. to 1:00 P.M.**



Location: 720 Norland Avenue, Chambersburg, PA 17201  
[www.schultheisscpa.com](http://www.schultheisscpa.com)

### Who should attend QuickBooks® Training?

- Spouses who help with the books on a part-time basis
- Business owners who want to avoid mistakes and improve cash flow
- Partners looking for long-term answers to accounting problems
- Bookkeepers who need a better understanding of QuickBooks®



**3 "Easy" Ways to Register NOW!**

**CALL (717) 267-2100 or  
FAX this completed registration to (717) 267-1464 or  
MAIL this registration to Schultheiss & Associates**

Course: **\$129.00** per person (includes Continental breakfast)

Class date \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
 Name \_\_\_\_\_  
 Company Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ ST \_\_\_\_\_ ZIP \_\_\_\_\_  
 Phone \_\_\_\_\_  
 Fax \_\_\_\_\_  
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 Additional Registrants:  
 1) \_\_\_\_\_  
 2) \_\_\_\_\_

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**Mail** this form with your check payable to:  
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**720 Norland Avenue**  
**Chambersburg, PA 17201**

Circle one: Visa Mastercard  
 Total: \_\_\_\_\_ Exp. Date \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
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 Name on Card \_\_\_\_\_  
 Signature: \_\_\_\_\_



**Call About QuickBooks Training For Contractors**  
**Limited Seating Available**

Please join us for

# OSI's 4<sup>th</sup> Annual Golf Tournament

THURSDAY, OCTOBER 4, 2012

(rain date: October 8<sup>th</sup>)

## Chambersburg Country Club

- Golfer fees are \$75 per person and \$300 per foursome. Fees include greens fee, cart, breakfast, lunch, snacks, beverages, and door prizes.
- The event will begin at 8:00 a.m. with a hearty, hot breakfast catered by OSI's Woods Café and sponsored by TB Woods.
- Beverage cart sponsored by RE Jewelers.
- Golfers will tee off at 9:00 a.m., four person scramble format.
- "Closest to the Pin" and "Beat the Pro" contests
- Tournament will be followed by a lunch catered by EJ's Grill. Awards will be presented at this time.
- Championship flight winners of the tournament will receive commemorative golf shirts and pro shop gift certificates.
- Gift certificates will also be awarded to 2<sup>nd</sup> Place- Championship flight and 1<sup>st</sup> and 2<sup>nd</sup> places-First flight. Individual prizes will be awarded to ladies and men's winners of "Closest to the Pin" and "Longest Drive" contests.

**Registration deadline is August 31, 2012.**

Advertising and sponsorship opportunities are still available! Door prize and goodie bag donations always appreciated.

For information or registration, please call Michelle Lane at (717)263-9293, ext. 237 or email at [mlane@osinc.org](mailto:mlane@osinc.org)

**Ball Drop Sponsored by M & T Bank**

***Ball Drop Tickets on sale now: 1 ticket for \$5 or 3 tickets for \$10***

Call Mary Vervan at (717)263-9293, ext. 219, or email at [mvervan@osinc.org](mailto:mvervan@osinc.org)  
if interested in purchasing Ball Drop tickets.

*(Ball Drop will take place after tournament awards luncheon. Need not be present to win.  
Prize: \$1000 to first ball in hole or closest to hole)*

**Tournament proceeds go toward unmet needs for OSI clients or programs.**

If you've already registered, THANK YOU! We look forward to seeing you there on  
October 4<sup>th</sup>!

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

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

Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

Email: \_\_\_\_\_

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

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

Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

Email: \_\_\_\_\_

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

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

Address: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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

Email: \_\_\_\_\_



*OSI was founded in 1957 through the efforts of Franklin County Easter Seals, Franklin County Association for Retarded Citizens, and the Chambersburg Civitan Club.*

*OSI offers comprehensive vocational rehabilitation programs to individuals with disabilities from Franklin, Fulton, and adjoining Counties. Over 150 individuals with disabilities are served annually in OSI's programs.*

*Programs are designed to help determine a person's work skills and work potential. Counselors, work instructors, and job coaches assist individuals in learning positive work habits and new skills. Individuals are trained on jobs that are commensurate with their abilities and are able to receive earnings for work completed. Those enrolled in OSI programs are funded by Franklin/Fulton MH/ID, PA Office of Vocational Rehabilitation, area school districts, Franklin County United Way, bequeathals, and donations.*

*Individuals interested in community employment may receive services to assist them in finding competitive employment and in learning the new job. These services are funded by Office of Vocational Rehabilitation or Franklin/Fulton MH/ID.*

Occupational Services, Inc.  
17 Redwood Street  
Chambersburg, PA 17201  
(717)263-9293  
Fax: (717)263-6674  
www.osinc.org



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# 4th Annual Golf Tournament

*Proceeds go toward unmet needs for  
individuals or programs at OSI*

Thursday, October 4, 2012

*Rain Date: Monday, October 8, 2012*

8:00 AM Hot Breakfast

9:00 AM Shotgun Start

*Contests & Prizes*



3646 Scotland Road  
Scotland, PA 17254  
www.chambersburgcountryclub.org



## SPONSORSHIP OPPORTUNITIES



### Gold Sponsor **\$3,500**

- Logo on all printed materials
- Company banner displayed at event
- Logo on all cart & tee signs
- Complimentary foursome
- Full page ad in tournament program
- Recognition in OSI newsletter
- Special recognition at luncheon

### Silver Sponsor **\$2,500**

- Signage at buffet table & dining tables
- Complimentary foursome
- Full page ad in tournament program
- Recognition in OSI newsletter
- Special recognition at luncheon

### Ball Drop Sponsor **\$1,500**

- Signage at Ball Drop location
- Logo on Ball Drop tickets
- Complimentary foursome
- Full page ad in tournament program

### Golf Towel Sponsor **\$1,250**

- Logo on golf towels distributed to players
- Complimentary foursome
- Full page ad in tournament program

### Breakfast Sponsor **\$1,000**

- Signage at buffet table & dining tables
- Complimentary foursome
- Full-page ad in tournament program

### Beverage Cart Sponsor **\$500**

- Signage on beverage cart
- Complimentary twosome
- Half page ad in tournament program

### Foursome Package **\$300**

Includes Green Fees & 2 carts for 4 golfers, door prizes, special contests, awards, hot breakfast buffet, snacks, beverages, and hot lunch buffet

### Hole Sponsor **\$100**

Company logo flag on tee pin and line ad in tournament program

### Friends of OSI **\$10+ donation**

Recognition in tournament program and OSI newsletter

## ADVERTISING OPPORTUNITIES

### Full-page Ad **\$250**

- 5" x 8" ad in tournament program
- Recognition in OSI newsletter

### Half-page Ad **\$200**

- 5" x 4" ad in tournament program
- Recognition in OSI newsletter

### Quarter-page Ad **\$100**

- 4" x 2.5" upright OR 5" x 2" long ad in tournament program
- Recognition in OSI newsletter

**Sponsorships & Ads Due  
by  
September 3, 2012**



## REGISTRATION FORM

___ Gold Sponsor	<b>\$3,500</b>
___ Silver Sponsor	<b>\$2,500</b>
___ Ball Drop Sponsor	<b>\$1,500</b>
___ Golf Towel Sponsor	<b>\$1,250</b>
___ Breakfast Sponsor	<b>\$1,000</b>
___ Beverage Cart Sponsor	<b>\$500</b>
___ Foursome Package	<b>\$300</b>
___ Hole Sponsor	<b>\$100</b>
___ Friends of OSI (\$10+)	_____
___ Full-page Ad	<b>\$250</b>
___ Half-page Ad	<b>\$200</b>
___ Quarter-page Ad	<b>\$100</b>

**TOTAL ENCLOSED: \_\_\_\_\_**

*Please make checks payable and mail to:  
Occupational Services, Inc.  
17 Redwood Street  
Chambersburg, PA 17201*

## SPONSOR/GOLFER INFORMATION

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

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

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

Email: \_\_\_\_\_

**Please list additional golfers on the back.**

*For more information please contact:  
Michelle Lane (717)263-9293, ext. 237  
mlane@osinc.org*





# Ball Drop

Benefits Occupational Services, Inc.  
Operations

Sponsored by:



## Prize \$1,000

**Ball Drop takes place at the  
4th Annual OSI Golf Tournament  
Thursday, October 4, 2012  
(Rain Date: 10/8/2012)**

**Tickets are on sale NOW! Need not be present to win!**

1 chance for \$5.00 OR 3 chances for \$10.00

*Purchase tickets at OSI or mail in the bottom portion of this form  
with your check payable to OSI. Attn: Mary Vervan*

*Deadline to purchase tickets is 9/21/2012.*



### Details

Balls numbered to correspond with tickets will be placed in a lift and dropped onto a target at the Chambersburg Country Club. The person with the ticket number that matches the first golf ball to drop into the hole or the closest to the hole **wins \$1,000!**

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

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

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

Number of tickets: \_\_\_\_\_ Total Enclosed: \$ \_\_\_\_\_

# *The 8<sup>th</sup> Annual Colonial Fair at Rock Hill Farm*



*Saturday, September 8, 2012  
10 a.m. - 5 p.m.*

*Sunday, September 9, 2012  
11 a.m. - 4 p.m.*

*Rain or shine!*

*The Conococheague Institute  
Museum and Library  
12995 Bain Road  
Mercersburg, PA 17236  
717-328-3467*

*Admission:  
Members and Children aged 12  
and under - FREE!  
All others - \$5 per person*

*Games and Activities for the Whole Family, Historic House Tours,  
Colonial-Era Music, Vendors of 18<sup>th</sup>-Century Crafts, Costumed  
Interpreters, Native American & Military Encampments, Garden & Trail  
Walks, Book Sellers, "Ranger" Training, Shopping, Local Authors, Daily  
Demonstrations of Traditional Hand-Crafts including Fraktur-Making,  
Spinning, Shaker Box-Making, Weaving, Basket-Making, Quilting, Glass-  
Making, Carpentry, & More!*

## *Featuring Lectures and Demonstrations By:*

*Deborah "Turtle" Swartz, "18th century Customs & Cultures of the  
Eastern Woodland Natives"  
Roger G. Swartz, "The Significance of the Conococheague in the French &  
Indian War"  
Rick Keller, The Ferguson Air Gun*

*Food by Mikie's  
(Burgers, Hot Dogs, Pork BBQ, Chicken Strips, Ice Cream)*

**Gov. Tom Corbett has kept his promises to Pennsylvania voters that he would use free-market solutions and fiscal responsibility to turn the state around.**

**It has been working.**

### **On-time budget**

- For the second year now, Gov Corbett has signed an on-time budget with no tax increases.

### **No new taxes**

- Last year Pennsylvania had a deficit of \$4 billion and this year the Commonwealth was short by roughly another billion. Gov. Corbett closed that gap without a tax increase.
- If we had raised taxes to cover those gaps, the average two-income family of four would now be paying an additional \$1,220 in state income taxes.
- Gov. Corbett is changing from a culture of tax-and-spend to one of build-and-save.

## **Single Sales Factor business tax reporting**

Gov. Corbett has changed the way the state calculates a business' tax liability.

- The old system discouraged companies from hiring and investing ... because it drove up their tax liability.
- Gov Corbett's newly enacted plan is less complicated, puts everyone on a level playing field, and encourages companies to hire and invest.

## **Continued Phase-Out of the CSFT**

- Gov. Corbett said he would continue the phase out the job-crushing Capital Stock and Franchise Tax and in this budget, he continues to keep his word.
- The phase-out of the CSFT was continued in Governor Corbett's 2012-13 budget. We are on-track to have the tax completely phased-out by 2014.

## **Unemployment Compensation reform**

- Gov. Corbett worked with the legislature to repair a broken Unemployment Compensation system in a way that gives employers certainty about what they'll be paying, eliminates a nearly \$4 billion debt to the federal government and protects eligible workers.
- Gov. Corbett won support from a large segment of organized labor as well as the business community in saving Pennsylvania's Unemployment Compensation System.

## Resource Manufacturing Tax Credit

- With the potential for more than 10,000 construction jobs and 17,000 jobs when the plant is complete, Gov. Corbett brought together a coalition of government, business, industry and labor leaders to pass the Resource Manufacturing Tax Credit to encourage the creation of natural gas processing plants.
- Because of Gov. Corbett's leadership, Pennsylvania's natural gas won't simply be piped to plants out-of-state. It will be processed here, by Pennsylvania workers, and used in manufacturing plants here in our state.
- This will keep demand high for natural gas harvested in Pennsylvania, assuring family-sustaining energy sector jobs.
- One Steelworker official, praising Gov. Corbett's leadership, called it not a tax credit but a "jobs credit."

## Saving Philly's Refineries

- When Conoco-Phillips and Sunoco announced plans to close three refineries in and near Philadelphia, Gov. Corbett immediately acted.
- The Corbett administration is 'three-for-three' when it comes to saving the Philadelphia petroleum refineries.
- Working behind the scenes, Gov. Corbett helped secure buyers for all three of the refineries, saving thousands of jobs and preventing an economic loss to the region that would have amounted to billions of dollars.
- Because Gov. Corbett responded quickly, that damage was prevented and the plants are contributing to Pennsylvania's next Industrial Revolution.

## Keystone Works

- Rules governing the Unemployment Compensation system sometimes offered an incentive against training, and Gov. Corbett recognized that problem and applied a common-sense solution.
- Keystone Works, a new initiative of the Corbett administration, is designed to match newly unemployed workers to high-priority occupations. The initiative creates a new job training program.
- Under this program, employers can train and evaluate potential new hires while those individuals remain eligible to receive unemployment compensation. In short – the Governor's plan strives to remove the penalty for seeking employment.

## E-permitting by PennDOT

- Another common-sense approach Gov. Corbett is taking to business is establishing an online system for new businesses to get highway occupancy approval from the transportation department.
- Through the innovative ePermitting program, Gov Corbett has reduced the waiting period from 45 days to 10 – allowing businesses to open and hire sooner.

## EITC expansion

- Gov. Corbett's new budget includes an expansion of the Educational Improvement Tax Credit Program – an innovative way in which businesses can receive tax credits while providing an escape route from failing schools for eligible students.
- Under the law signed by Governor Corbett, companies are now encouraged to invest in the educations of children trapped in failing schools. The benefits will be seen for years to come with higher graduation rates, more productive citizens, and less dependence on government programs.
- The program permits a company to claim a tax credit of 75 percent of any one-time contribution up to \$300,000 to an approved scholarship fund designed for students in a school officially designated as failing. The scholarship fund allows students from kindergarten through 12<sup>th</sup> grade to attend an approved alternative institution of learning.

## Saving family farms by killing the 'Death Tax'

- Gov. Corbett has eliminated the inheritance tax on family farms, saving family businesses in Pennsylvania's single, largest industry: agriculture.
- Thanks to the death of the 'death tax,' a way of life in Pennsylvania has been saved and Gov. Tom Corbett worked with the legislature to get it done.

# Changing The Culture

*Reforms that work  
for all  
Pennsylvanians —  
and reflect the  
progressive, bold  
outlook of Gov.  
Tom Corbett.*

- Since Gov. Corbett took office, Pennsylvania's unemployment numbers have consistently come in at nearly a full percentage point less than the national average.
- Private sector employment has grown by 73,000 since Gov. Corbett took office.
- Manufacturing jobs – the kind that create spinoff employment up and down the economic chain – have grown by 9,000. This marks the first time in more than a decade.
- Staffing levels in state government have been reduced by 1,400 positions – a 2% reduction, saving taxpayers millions in a time of shortage.
- State employee travel costs have been cut by \$2 million through careful oversight.
- The state auto fleet has been reduced by more than 1,200 vehicles.
- The Department of Banking and the Securities Commission have been merged, resulting in \$1 million savings with no reduction in service.
- Pennsylvania is now spending more of its revenues on Basic Education than at any time in history. We are continuing to work toward a rational, sustainable budgeting system for Basic Ed in the wake of a \$1 billion dollar loss of one-time federal stimulus dollars that the past administration misapplied to school operating budgets.
- Teacher evaluations have been changed from the pass-fail system to a more realistic and constructive system that helps struggling educators improve while reaffirming top-performing teachers.