

# Downtown Mercersburg



**[www.DowntownMercersburg.com](http://www.DowntownMercersburg.com)**

## Chamber Accepting Board Applications

The Tuscarora Area Chamber of Commerce is now considering nominations for the board of directors.

**Who Can Apply?** Any owner or employee of a Tuscarora Area Chamber of Commerce member in good standing may submit their name for nomination.

### What Does A TACC Board Member Do?

1. Assist in the development of policy for the Chamber of Commerce.
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 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.

### Upcoming Events

#### Mercersburg Lions Fair

August 10-16th

<http://www.mercersburg.org/lions/>

#### Mercersburg Beer & Wine Festival

September 27th

12-4pm

More info soon!



**Tuscarora Area Chamber of Commerce**

3 South Main Street, PO Box 161 • Mercersburg, PA 17236

[www.tachamber.org](http://www.tachamber.org) • Phone 717-328-5827

## BOARD OF DIRECTORS

### Executive Board Members

#### *Chair*

Tammy Oberholzer  
The Rotary Club of Mercersburg

#### *Vice-Chair*

John Flannery  
Flannery's Tavern of the Square

#### *Treasurer*

Travis Hall  
Alliance Elevator

#### *Secretary*

Judy Boyd  
Whitetail Resort

### Board Members

Barb Danowski  
Fast Ink

Elizabeth George, MD  
Summit Health

Dwayne Johnson  
St. Thomas Development

Gloria Pine  
Buchanan Lioness

Debbie Rutherford  
Mercersburg Academy

Chris Shelley  
Tuscarora School District

Annalisa Ambrisco  
The First National Bank of Mercersburg

### 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.



35<sup>th</sup> Annual

# Mercersburg Townfest

Saturday September 27<sup>th</sup>, 2014 • 9am-4pm Downtown Mercersburg

We earned the  
seal of approval.

Tuscarora Area  
**CHAMBER OF COMMERCE**  
Developing Prosperity from Within

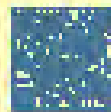
Now we'd like yours.

“The technology used by APPI Energy forces the suppliers to compete for our business. Their process was seamless and required minimal time commitment and no upfront cost. Not only did they negotiate our first contract, we have just signed a renewal agreement with their help.”

Bob Zentz • Fellowship Communities

**APPI**  
ENERGY

Contact the trusted  
energy experts at  
800-520-6685 or  
info@appienergy.com.



## Build Community Prosperity from Within

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

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



**PCI**  
Insurance  
Inc.

Employee Benefit  
Solutions for  
Chamber Members

800.755.3021

**Tuscarora Area Chamber of Commerce**  
3 South Main Street PO Box 161, Mercersburg, PA 17236

**Board of Directors Prospect Application**

Please return this application to [mgordon@tachamber.org](mailto:mgordon@tachamber.org) by Monday, September 1, 2014 for consideration.

**Date** \_\_\_\_\_

**Name** \_\_\_\_\_  
First MI Last Familiar name

**Residence**

Address \_\_\_\_\_  
Phone \_\_\_\_\_ E-mail \_\_\_\_\_

**Employer**

Name \_\_\_\_\_  
Your title \_\_\_\_\_  
Address \_\_\_\_\_  
Phone \_\_\_\_\_ E-mail \_\_\_\_\_  
Type of business or organization \_\_\_\_\_  
Primary service(s) and area/population served \_\_\_\_\_  
Preferred method of contact ( ) Work ( ) Residence

**Employers Signature of Approval of Your Nomination**

Name \_\_\_\_\_  
Title \_\_\_\_\_ Phone \_\_\_\_\_

**Please list boards and committees that you serve on, or have served on.**

Organization	Role/Title	Dates of Service
_____	_____	_____
_____	_____	_____
_____	_____	_____

**Optional – Education/Training/Certificates**

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**Optional – Have you received any awards or honors that you'd like to mention?**

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How do you feel TACC would benefit from your involvement on the Board?

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**Skills, experience and interests (Please circle all that apply)**

Nonprofit experience

Community service

Public relations, communications

Education, instruction

Special events

Grant writing

Fundraising

Outreach, advocacy

Other \_\_\_\_\_

Other \_\_\_\_\_

Other \_\_\_\_\_

Please list any groups, organizations or businesses that you could serve as a liaison to on behalf of TACC.

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Please tell us anything else you'd like to share.

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**Thank you very much for applying**

# TACC 8TH ANNUAL TOURNAMENT

Whitetail Golf Resort Friday October 10, 2014

11:00 am Shotgun Start 4-Person Scramble Brunch Preceding & Dinner/Awards to Follow

## Sponsorship Opportunities

<b>Cart Sponsor</b>	<b>\$500</b>	Logo on all cart signs, Decorate your cart, Volunteers use your cart to network, Complimentary foursome, Special thanks at meal/awards ceremony, Special mention in press release, web site and newsletter <b>4 available</b>
<b>Gimme String Sponsor</b>	<b>\$500</b>	Logo on/at string sales, Complimentary foursome, Special thanks at meal/awards ceremony, Special mention in press release, web site and newsletter <b>1 available</b>
<b>Range Sponsor</b>	<b>\$500</b>	Complimentary foursome, sign with logo at the driving range, special thanks at meal/awards ceremony, special mention in press release, web site and newsletter <b>1 available</b>
<b>Game Sponsor</b>	<b>\$500</b>	Logo on all game signs, Complimentary foursome, Special thanks at meal/awards ceremony, Special mention in press release, web site and newsletter <b>1 available</b>
<b>Mulligan Sponsor</b>	<b>\$500</b>	Logo on all Mulligan Cards, Complimentary foursome, Special thanks at meal/awards ceremony, Special mention in press release, web site and newsletter <b>1 available</b>
<b>Gift Sponsor</b>	<b>\$500</b>	Complimentary foursome, sign with logo w/gift, special thanks at meal/awards ceremony, special mention in press release, web site and newsletter <b>1 available</b>
<b>Hole Sponsor</b>	<b>\$400</b>	Logo sign at exclusive hole, Complimentary foursome, Special mention in press release, web site and newsletter <b>18 available</b>
<b>Hole Sponsor</b>	<b>\$200</b>	Logo on sign at exclusive hole, Special mention in press release, web site and newsletter, does not include a team. <b>(no team) 18 available</b>
<b>Tee Sponsor</b>	<b>\$100</b>	Logo on sign at Tee, Special mention in press release, web site and newsletter. This sponsorship is for those who support the chamber and this fundraising event, and does not include a team. <b>(no team) Unlimited</b>

### Tuscarora Area Chamber of Commerce

Phone: 717-328-5827  
E-mail: mgordon@tachamber.org  
PO Box 161  
Mercersburg, PA 17236

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Method of Payment

#### Sign up for:

<input type="checkbox"/> Cart Sponsor	\$500.00
<input type="checkbox"/> String Sponsor	\$500.00
<input type="checkbox"/> Range Sponsor	\$500.00
<input type="checkbox"/> Game Sponsor	\$500.00
<input type="checkbox"/> Mulligan Sponsor	\$500.00
<input type="checkbox"/> Gift Sponsor	\$500.00
<input type="checkbox"/> Hole Sponsor w/Team	\$400.00
<input type="checkbox"/> Hole Sponsor without Team	\$200.00
<input type="checkbox"/> Tee Sponsor	\$100.00

**List players on the back of this form.**

Bill Me       Payment Enclosed

Signature \_\_\_\_\_



8TH ANNUAL  
GOLF  
TOURNAMENT

Players Name:

Phone Number/Email:

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Total Amount Enclosed:

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Make Checks payable to and mail to:

Tuscarora Area Chamber of Commerce  
Attn: Golf  
PO Box 161  
Mercersburg, PA 17236



# Annual Industry Appreciation Dinner

Thursday, September 11, 2014

Green Grove Gardens

1032 Buchanan Trail East, Greencastle, PA

## Sponsorship Opportunities

The Franklin County Area Development Corporation (FCADC) invites you to help us celebrate our 28th Industry Appreciation Dinner! Here is your chance to be a vital part of one of the most anticipated dinner events of the year. This year's event will celebrate our 28th year and honor those employers who make Franklin County a great place to live, work, and raise a family.

### Platinum Sponsor—\$7,500

- Corporate Name/Logo in Programs
- Corporate Name on Digital Marquee
- Reserved Seating for 10
- Remarks the Night of the Event
- Event Banner or Sign (provided by sponsor)
- Promotional Materials on Tables (provided by sponsor)
- Recognition in FCADC Printed Materials and Website

### Gold Sponsor—\$5,000

- Corporate Name/Logo in Program
- Reserved Seating for 8
- Promotional Materials on Tables (provided by sponsor)
- Recognition in FCADC Printed Materials and Website

### Silver Sponsor—\$2,500

- Corporate Name/Logo in Program
- Reserved Seating for 4
- Signage in Reception Area (provided by sponsor)
- Recognition in FCADC Printed Materials and Website

### Corporate Sponsor—\$1,000

- Corporate Name/Logo in Program
- Reserved Seating for 2
- Recognition in FCADC Printed Materials and Website

**For more information,  
contact Judy Evans  
(717) 263-8282  
judy@fcadc.com**

**\*Sponsorships needs to be received by August 15, 2014.**

**Mercersburg Historical Society**  
**Box 115, Mercersburg, Pennsylvania**

July 16, 2014

Dear

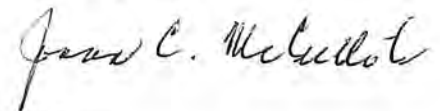
The Mercersburg Historical Society will hold its thirteenth annual Nancy Horton Heefner Memorial Art Show from Sunday, September 14, through Sunday, September 28, in the foyer of the Burgin Center for the Arts on the campus of Mercersburg Academy. Artists in Franklin and Fulton Counties in Pennsylvania and Washington County in Maryland are cordially invited to enter this non-juried show.

This year again the theme of the show will be *Potpourri* so that artists may enter work in any medium and upon any subject matter. Each artist may submit only one work that does not exceed three feet by four feet in size and that has wire on the back of the work for hanging.

The entry form may be duplicated and needs to be submitted by Friday, August 29. Please send it to Mercersburg Historical Society, Box 115, Mercersburg, PA 17236. If you have questions about the entry form, please call Joan McCulloh at 717-328-2248. As the show will be hung on Friday September 11 and on Saturday, September 12, all artwork needs to be brought to the lobby of the Burgin Center on Wednesday, September 10, or Thursday, September 11. The art will need to be removed from the Burgin Center on Monday, September 29, or on Tuesday, September 30.

We in our Society hope that you plan to participate and that you join us in the Burgin Center for a reception on Sunday, September 14, from one o'clock until four o'clock .

Sincerely yours,



President

# Nancy Horton Heefner Memorial Art Show

**Sponsored by the Mercersburg Historical Society  
In Memory of Mrs. Heefner, Mercersburg Artist and Teacher**

September 14 through September 28, 2014

A Non-juried Show

Burgin Center for the Arts of the Mercersburg Academy

Opening Reception on Sunday, September 14, from 1:00 to 4:00

Subject Matter

Potpourri

Name \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_

Title of Your Work \_\_\_\_\_

Medium \_\_\_\_\_

Size (May not exceed three feet by four feet) \_\_\_\_\_

For Sale \_\_\_\_\_

Price, If For Sale \_\_\_\_\_

Please submit this form by Friday, August 29, 2014, to  
Mercersburg Historical Society, Box 115, Mercersburg, PA 17236. If you  
have questions, please call 717-328-2248. Work should be taken to the Burgin  
Center on Wednesday, September 10, or Thursday, September 11, and picked  
up on the afternoon Monday, September 29, or the morning of Tuesday,  
September 30.

**Mercersburg Historical Society**

Box 115, Mercersburg, Pennsylvania 17236

July 16, 2014

I will not hold either the Regents of Mercersburg College operating the Mercersburg Academy or the Mercersburg Historical Society responsible for any loss or damage to my artwork while it is on display in the Nancy Horton Heefner Memorial Art Show in Burgin Center on the campus of Mercersburg Academy from Wednesday, September 10, 2014, through Monday, September 29, 2014.

Signature

Date



ABOVE: Elizabeth A. Neff, field sales director for CenturyLink, pictured in a cell block at the old Cumberland County Prison. PHOTO/STUART LEASK

## WE TAKE YOUR SECURITY SERIOUSLY

The third-largest telecommunications company in the country now offers a technology solutions service that gives businesses a way to combine all their telecommunications and technology needs into a single package managed by a single company.

“Businesses can take advantage of the effectiveness that cloud and managed services can bring to their bottom lines, along with piece of mind,” said Debbie Keyser, market development manager for CenturyLink.

Small to mid-size companies that may not

have an information technology department or an IT specialist on staff can subscribe to CenturyLink’s managed office service. The service offers businesses the opportunity to sit down with a CenturyLink representative to determine their needs and customize the services to fit those needs.

Services can include everything from a voice or data network, equipment such as phones or servers, software installations and upgrades, training, adding and taking away employee workstations, business applications such as email, network security, data backup and more.

“We handle all the services for them and make their technology needs simple,” Keyser said. “We’re a one-stop shop.”

The idea is to save companies time and money by consolidating to a single provider. By allowing CenturyLink’s experts to take care of communication, technology and security needs, businesses are able to focus on what they do best while staying ahead of rapidly evolving technology and service performance expectations.

A CenturyLink service provider designs, installs, owns, updates and manages all the technology, simplifying operations and improving performance.

Not sure if you need a managed service? CenturyLink suggests businesses consider going with a managed service if:

- Too much of your time is spent on IT management.
- It is difficult to make informed technology decisions.
- Too much of your capital is tied up in expensive equipment.
- Unexpected expenses such as software upgrades are hurting your budget.
- Equipment and technology solutions are too quickly outdated.
- Your company needs a seamless process for adding employees and data capacity in order to grow.
- You have a need for quick access to new applications.

The multi-layered security services offered through the CenturyLink managed office help companies protect everything from customer orders and financial data to product roadmaps and trade secrets. Computers, servers, routers and mobile devices are secured with passwords and encryption while firewalls, Web content filtering and intrusion detection protect the company network from spam, rogue URLs, malware and drive-by downloads.

In an increasingly mobile world, the security services also reach to remote offices, non-company Wi-Fi and work-from-home arrangements by providing secure VPN

and wireless access and email defense. The optimized services offer better performance for branches and remote locations through direct Internet access with security built into the network. CenturyLink allows its clients to set up, change, configure and control the security in a way that is best for their business. The company supports its security services with 24-7 customer service.

The company also works with businesses looking to integrate cloud computing with existing technology to create a seamless network infrastructure for all applications, whether on site or in the cloud. World-class consulting services help clients incorporate a host of new technologies into their business while cost-effectively growing applications, services and market reach.

CenturyLink’s integrated data services match companies with customized solutions for local, regional, national or global networking needs. The most popular products include private port/MPLS/VPN service, data bundles and Ethernet over a MPLS/DWDM (e-line). The company has 50 data center hosting facilities that support the virtualized environments.

Its voice services range from traditional to efficiency-boosting IP voice and hosted VoIP services — or a hybrid that provides the best of both worlds.

CenturyLink works with businesses in a variety of industries, including government, education, health care, banking and retail, designing solutions that meet industry-specific needs with professional pre- and post-sale service delivery and support.

“The idea is to save companies time and money by consolidating to a single provider.”



CenturyLink™

# PENNSSTATE



Mont Alto

## BOOST YOUR CAREER!

### Enroll in a Penn State Professional Development WORKSHOP

OFFERED IN FRANKLIN COUNTY, PA

#### *Supply Chain Management*

**(9/19, 10/10, 10/24) – 24 hours**

A three-day supply-chain workshop series, including a hands-on simulation (“Beer Game”) and an in-depth customer focus in supply-chain program.

#### *Project Management*

**(10/16, 10/23, 10/30, 11/6) – 40 hours**

A four-day exam preparation course for the Project Management Professional (PMP®) credential.

#### *Leadership Competency Development*

**(10/3, 10/10, 10/17, 10/24) – 16 hours**

A four, half-day workshop series focusing on leadership competencies.

#### *Business Analysis Certificate*

**(10/2, 10/9, 10/16, 10/23, 10/30, 11/6)**

**48 Hours** – A six-day certificate course that also serves as exam preparation for the Certified Business Analyst Professional (CBAP) credential.

#### *HR Fundamentals*

**(9/16, 9/23, 9/30, 10/7) – 16 hours**

A four, half-day workshop series covering The “nuts and bolts” of HR competencies.

# PENNS STATE LIVES HERE

Penn State is committed to affirmative action, equal opportunity, and the diversity of its workforce. U.Ed. MAO 15-3

**To find out more or to register, call  
717-749-4118 or email [ceclassinfo@ma.psu.edu](mailto:ceclassinfo@ma.psu.edu)**

# Manager's Corner™: *Little Things DO Mean A Lot!*

by Liz Weber, CMC, CSP

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It doesn't take much. It doesn't take a lot of time, effort, or money to let your employees know you appreciate them and the talents they bring to your organization. Sometimes a simple, sincere *Thank you* is all that's needed.

A few years ago while conducting leadership training, I was meeting with the senior team after having worked with two of their management teams the prior day. I had been brainstorming with all three groups on various things they could do to help jump-start employee engagement and let the employees know the leadership team was serious about making some changes. As the company owner and the senior managers tossed out various ideas they anticipated the other managers and employees would appreciate, they stated things such as: extra vacation days, flex time, a bonus program, an enlarged break room with gaming tables, and pay increases. Needless to say, they were puzzled when I walked to a framed poster hanging on the wall I had made and had covered. As I started to take off the cover draping, I said, "Here is the number one thing both management groups said they'd most appreciate from you..." As I removed the draping from the poster, the senior team saw in simple black letters: THANK YOU.

Needless to say, the senior team and the business owner were stunned. They looked at me with a mix of disbelief and embarrassment, followed by acknowledgement of the simplicity and impact of those two words. That moment changed that leadership team and changed that company.

Just last week, one of my key team members reminded me of this lesson too. As she was leaving for the day, Gina walked into my office and said, "I was just cleaning out a few files we no longer need. However, you know, I do keep these things because they do mean a lot to me." In her hand was a hand-drawn star. It was a basic, non-artistic star, addressed to her from me and dated August of 2007. Apparently she had done something amazing that day and in my own way, I had given her this quick sign of gratitude to make her smile and know she had done something that mattered. I can't tell you what she did, but at that time to her and to me it mattered. I've given out these "silly" hand-drawn stars over the years. Even though to many it may sound childish, to those who receive them they mean a lot.

Simple Thank You's and hand-drawn stars in and of themselves are no replacement for regularly recognizing the efforts, talents, and gifts your employees bring to the workplace. But these and other little things do mean a lot to those who do a lot for us.

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\* Liz is one of only 12 people in the U.S. to hold both the Certified Speaking Professional (CSP) and Certified Management Consultant (CMC) designations; the highest earned designations in two different professions.

# HELP



# STUFF



# the **BUS**

with supplies for local classrooms.

## AUGUST 8th—11 am until 7pm



### BUS LOCATIONS

CHAMBERSBURG	MERCERSBURG	WAYNESBORO
<b>BigLots</b> parking lot <b>Kmart</b> parking lot <b>Target/Giant</b> parking lot	First National Bank of Mercersburg (in front of Food Lion)	<b>YMCA</b> parking lot

- ◇ This event benefits schools across the county by providing supplies needed in classrooms
- ◇ This is also a “**Look & Learn**” for new students to explore the bus before school starts

### 2014 School Supply Wish List

- |                       |                        |
|-----------------------|------------------------|
| 3-Ring Binders        | Pencil Boxes           |
| Backpacks             | Permanent Markers      |
| Colored Pencils       | Rulers                 |
| Composition Notebooks | Safety Scissors        |
| Notebook Paper        | Spiral Bound Notebooks |
| Construction Paper    | Calculators            |
| Crayons               | Hand Sanitizer         |
| Pencils               | Jump Ropes             |
| Erasers               | Kick Balls             |
| Glue and Glue Sticks  | Tissues                |
| Markers               | Paper Towels           |

**Volunteers are needed!**

To volunteer a time to help collect supplies, call United Way at **717-262-0015** or email [dnaugle@uwfcpa.org](mailto:dnaugle@uwfcpa.org)