



Chris Ardinger - Thompson Oil Co.



Katrina Gayman - Whitetail Resort

The Tuscarora Area Chamber of Commerce Board of Directors met Friday January 9, 2015 and elected 2 new members. The 12 person board voted unanimously to add Chris Ardinger of Thompson Oil Co. and Katrina Gayman of Whitetail Resort to the group. Chamber board members are elected to 3 years terms and may serve 3 consecutive 3 year terms (9 years) before retiring.

## TACC Board Elects 2 New Members



## Upcoming Events

### Save the Date

The Dressing Room Too  
Greencastle, PA  
Grand Opening Mixer  
March 26, 2015

Best of Business Awards  
& Silent Auction  
March 31, 2015

TACC Mock Interview day at JBHS. Thank you to our volunteers from Sage Dining, TSD school board and staff, Atlas Copco, Whitetail Resort and Patriot Federal Credit Union.

**Build Community  
Prosperity from Within**

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

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

**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

**Tuscarora Area**  
**CHAMBER OF COMMERCE**

Mercersburg, Montgomery, Peters, St. Thomas, Warren

**BOARD OF DIRECTORS**

**Executive Board Members**

***Chair***

John Flannery  
Flannery's Tavern of the Square

***Past Chair***

Tammy Oberholzer  
Borough of Mercersburg

***Treasurer***

Annalisa Ambrisco  
The First Community Bank of Mercersburg

***Secretary***

Barb Danowski  
Fast Ink

**Board Members**

Elizabeth George, MD  
Summit Health

Dwayne Johnson  
St. Thomas Development

Gloria Pine  
Buchanan Lioness

Debbie Rutherford  
Mercersburg Academy

Chris Shelley  
Tuscarora School District

Travis Hall  
Alliance Elevator

Betsy Yumlu  
Susquehanna Bank

Katrina Gayman  
Whitetail Resort

Chris Ardinger  
Thompson Oil Co.

**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.

**Tuscarora Area**  
**CHAMBER OF COMMERCE**

Mercersburg, Montgomery, Peters, St. Thomas, Warren

**Purpose Statement**

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

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

**For more information about Chamber advocacy visit**  
**[www.tachamber.org](http://www.tachamber.org), contact [info@tachamber.org](mailto:info@tachamber.org),**  
**or call 717-328-5827.**



# Long Acres Alpaca Farm

Pachallina Clothing Shop ~ The Guest House at LAAF



***EXPLORE & LEARN at the Farm***  
***SHOP for Natural & Eco-Friendly Clothes***  
***RELAX & STAY at The Guest House***

***www.LAAFPa.com***



## EVERYDAY CHEF - A HANDS ON COOKING CLASS

**A series of 4 classes for individuals and families. Learn new ideas on how to make delicious, healthy, simple, AND inexpensive meals!**

Working with a local chef, participants will prepare and share family style meals. The class is ideal for individuals of all ages, as well as families who would like to bring their kids (12 yrs. old or more) to learn together.

**Each class will involve:** Basic techniques and simple recipes for an entire meal, along with variations of that meal.

Identifying basic pantry items to ensure swift meal planning and preparation.

Discussion of nutrition and smart and healthy shopping.

Creative salad making from Bending Bridge CSA>

**When:** Tuesdays - Feb. 17 and 24, Mar. 3 and 10 5:00 pm – 7:00 pm

**Location:** Kitchen at the First United Methodist Church of Mercersburg

**Cost:** For the 4 class series: \$40 individual \$80 family  
Everyday Chef Cookbook and meals are included. SPACE IS LIMITED - early registration is recommended.

**Chefs:** Jim Butler, Sage Dining Services at Mercersburg Academy  
Adam Carlson - Metz Culinary Management for Tuscarora Schools  
Audrey Fisher-Peterson - Bending Bridge CSA

**Email:** questions to: [mac4wellness@gmail.com](mailto:mac4wellness@gmail.com)

### **REGISTRATION:**

Please include check made out to MACWell with registration.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

\_\_\_\_\_

EMAIL \_\_\_\_\_ PHONE \_\_\_\_\_

\_\_\_\_\_ Individual - \$40 \_\_\_\_\_ Family - \$80

Please note how many in your family will attend:

# in Family \_\_\_\_\_

List ages of children \_\_\_\_\_

Mail registration with check by MONDAY, FEB. 9TH to:  
MACWell, Attn: Everyday Chef, PO Box 216, Mercersburg, PA 17236





## **Manager's Corner™: *Are Your Bad Habits Killing Your Business?***

*by Liz Weber, CMC, CSP*

---

Human beings tend to be creatures of habit. That's good in that we can enhance our efficiencies by doing things over and over again. However, we can also become a bit too comfortable with our habits. When that happens, we don't recognize when our habits are no longer helping us, but are instead hurting us and our businesses.

As business owners, when we become too comfortable with our habits, we don't recognize when they're hurting us.

I've been working with several business owners to help them each break just one habit that's no longer helpful to them and their businesses. Each business owner's habit is different; yet each habit is causing serious problems for their respective employees and companies.

How can a habit, a belief, a routine, or process that helped you achieve the success you have, now be something that's harmful? Marshall Goldsmith tackled this idea in his book, *What Got You Here Won't Get You There* and it's what I share with leaders constantly: As your teams and organizations morph, change, and grow, you need to be morphing, changing, and growing ahead of them. You can't keep doing things the way you've always done them or you will very quickly see a rise in conflicts, frustration, and disengagement. Your teams will try to rise to meet their new challenges and responsibilities, but will be blocked by you and your habitual behaviors that no longer help them. They see you not letting go of what used to be helpful actions while you ask them to change their behaviors. They see you continuing as you always have, while you berate them for not being able to rise to the occasion and meet the challenges in front of them. They lose trust in you; you resent them. Both sides are right. Both sides are wrong. But it's your job to change first.

**Both sides are right. Both sides are wrong. But it's your job to change first.**

What's the one habit you need to change that if you did, your team would realize a real and substantial difference? What's the behavior that causes your team frustration? Don't kid yourself and say, "I don't know." Yes you do. It's the behavior that causes your team to look at one another and raise their eyebrows or roll their eyes. It's the behavior that causes a collective sigh. It's the behavior that causes them to behave as if the energy has been sucked out of them. It's the behavior that causes your team to work harder at changing how they work, because you're not.

**What's your behavior that causes your team to work harder at changing because you're not?**

Don't allow your company to become a statistic and a company that couldn't make it as an on-going success story because your bad habits killed it. Help it become the company you want it to be by eliminating one bad habit at a time. Building a solid team and company takes time. So does changing habits. But both can happen when you focus on doing them, instead of doing what you've always done.

Copyright MMXV - Liz Weber, CMC, CSP\* - Weber Business Services, LLC – [www.WBSLLC.com](http://www.WBSLLC.com) - +1.717.597.8890

\* Liz is one of only 13 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.



# Benefit Auction

## at Chambersburg Mennonite Church

FRIDAY, FEBRUARY 20, 2015  
(Snow Date: February 21)  
Food- 5:00PM Auction- 5:30PM

### Partial Bill of Sale



#### LOTS OF GREAT ITEMS!!

New Items: Alarm Clock Radios; Amazing Grace engraved plaque; Area Rug; Bath Towels; Bird Feeder; Bird Suet; Car Wash kit; Cat Food (40# SS); Christmas Hot Pads; Cooler Pack; Dickies' Work Coats; Digital Stud Sensor; Dog Food (40# SS); Flippin' Cornhole; Gift Bags from Snider's Elevator; Headphones; JD 12" girls bicycle; Kitchen Gadgets; Magnetic Tape Measure; Mulch; One Cup Coffee Makers; P. Graham Dunn Prints; Place Mats; Plush Stuffed Bird Toys; Shower Curtains; Solar Salt (40lbs Blue Bags); Steam Irons w/ retractable cord; Step Ladder; Swarovski Bracelet; Wild Bird Seed (40# Southern States); and more.



Food: Apple Butter; Apple Butter w/ pineapple; Homemade Case of Butter (18lbs); Cakes; Cinnamon Rolls; Pecan Pies; Pickles; Pies; Weaver Nut Baskets; and more.

Gift Certificates/Cards/Tickets: Bob Hoffman Chevrolet; C.R. Bucks Technohunt; Choice Collision Car Cleaning; CiCi's Pizza; Colony House; Country Breeze; E.L.M; Foot of the Mountain Restaurant; Hagerstown Suns; Johnnies Restaurant & Supply; Luray Caverns; Martin's Farm Market; Metcalfe's Garage; Mikie's Ice Cream; Mrs Gibbles; Panera Bread for a Year; Romeo's; Showalter & Miller CPAs; Sight & Sound; Whitetail Resort; and more.

Handcrafted Items: 18" Doll Clothes; Clarence "Jack" Gray Canes; Del Martin Cane (Eagle and Verse); Glenn Showalter Ash Cane; Home Spun Wool Shawl; JD MT with Blade (Handcrafted by Ephriam Horst); Latchhook wall hanging; Paul Frey Candy Dispensers (1995 and 2015); Quilt Rack and shelf; Rugs; Stool; and more.

Collectibles: International Harvester 1586; JD 4450 75 Anniversary Tractor; JD D Tractor 1927 Special Edition 1990; Longaberger Basket; Longaberger Pottery; Winross Trucks; and more.

Like New Items: Gravy Warmer; John Deere Bailer, Precious Moments musical figurine; Snowman Candle; Wagon and other farm toys; and more.



#### For more information:

5357 Little Cove Road  
Mercersburg PA 17236  
717-328-3055

[www.covevalleycamp.com](http://www.covevalleycamp.com)



#### DINNER STAND AVAILABLE!

(SPONSORED BY CHAMBERSBURG MENNONITE YOUTH)

Directions to  
Chambersburg  
Mennonite Church:  
1800 Philadelphia Ave  
Just north of  
Wilson College  
On Route 11

All proceeds go toward the upkeep of the camp. Neither the Camp nor Chambersburg Mennonite Church is responsible for accidents.

# Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

## NOT FOR PROFIT OF THE YEAR

### Confidential Nomination Form

ABOUT THE AWARD: The Tuscarora Area Chamber of Commerce honors a regional Not for Profit and their contributions to our community.

#### AWARD CRITERIA:

- Nominee shall be a current member of the Tuscarora Area Chamber, can be of any size, must be located in and serve the Tuscarora region of Peters, Warren, Montgomery, St. Thomas Townships and the Borough of Mercersburg.
- Must be a viable, on going organization for three or more years, experiencing growth or stability over its life.
- Nominee must be supportive of community sustainability and have a strong presence in the business community's activities.

ORGANIZATION NOMINATED: \_\_\_\_\_

MANAGER/PRINCIPAL: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ WORK: \_\_\_\_\_ EMAIL: \_\_\_\_\_

YEAR FOUNDED: \_\_\_\_\_ NUMBER OF EMPLOYEES/MEMBERS: \_\_\_\_\_

Nominator's relationship to nominee:

Manager \_\_\_\_\_ Employee \_\_\_\_\_ Other (describe) \_\_\_\_\_

#### QUESTIONS:

How does this organization contribute to the advancement of the Tuscarora region?

---

---

---

---

---

---

---

(over)

In what community or business organizations does this organization participate?

---

---

---

Why should this organization be recognized as the Tuscarora Area Chamber of Commerce Not for Profit of the Year?

---

---

---

OTHER: Include any other information you feel distinguishes this organization as the Tuscarora Area Chamber of Commerce Not for Profit of the Year.

---

---

---

---

NOMINATOR: Not for Profit is being nominated by:

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

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

Title: \_\_\_\_\_

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

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

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

Please circle one:

Nominee IS or IS NOT aware that their organization has been nominated?

Nominator agrees to assist with award presentation, speech, etc.

**NOMINATION MUST BE SUBMITTED BY FEBRUARY 13, 2015**

RETURN BY MAIL TO:

Tuscarora Area Chamber of Commerce  
Attn : Not for Profit  
PO Box 161  
Mercersburg, PA 17236

# 2015 SILENT AUCTION DONATION FORM

PLEASE RETURN THIS FORM NO LATER THAN MARCH 10, 2015.

Mail or Email this form to: Tuscarora Area Chamber of Commerce  
PO Box 161  
Mercersburg, PA 17236  
mgordon@tachamber.org

Silent Auction items listed below must be delivered to the chamber the week on  
March 23-27, 2015.  
3 South Main St. Suite 4  
Mercersburg, PA 17236

NAME: \_\_\_\_\_

BUSINESS NAME: \_\_\_\_\_

PHONE/EMAIL: \_\_\_\_\_

NAME OF DONATED ITEM: \_\_\_\_\_

DESCRIPTION OF ITEM: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

YEAR: \_\_\_\_\_ (appropriate for antiques, wine, whiskey, etc.)

WHOLESALE PRICE: \$ \_\_\_\_\_ RETAIL PRICE: \$ \_\_\_\_\_

OTHER DETAILS: (include references to autographs, previous owners, etc.)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Thank you for your Donation!

**Chamber Board Members**

*TACC Chair*  
John Flannery  
Flannery's Tavern on the Square

*TACC Past Chair*  
Tammy Oberholzer  
CFP&M Insurance

*TACC Treasurer*  
Annalisa Ambrisco  
The First Community of Mercersburg

*TACC Secretary*  
Barb Danowski  
Fast Ink Screen Printing & Embroidery

Gloria Pine  
Buchanan Lioness

Dr. Liz George  
Summit Health

Travis Hall  
Alliance Elevator

Debra Rutherford  
Mercersburg Academy

Dwayne Johnson  
St. Thomas Development, Inc.

Chris Shelley  
Tuscarora School District

Betsy Yumlu  
Susquehanna Bank

**Staff**

Mary-Anne Gordon  
*Executive Director*

January 9, 2015

Re: **Chamber Silent Auction** – Donation Request

Dear TACC Members, Partners, and Friends,

We are seeking your support as an auction item donor for the Silent Auction to benefit the Tuscarora Area Chamber. This event will be held on March 31, 2015 at the American Legion in Mercersburg. The Prize(s) that you donate will directly benefit the Chamber for our economic growth programs.

We would like to ask you to donate a gift in the retail range of \$50 - \$600. This item could represent hundreds of dollars in auction funds raised. Please be sure to include any marketing collateral, brochures, and relevant details about the item you donate, so we can include an accurate description for potential bidders.

The Silent Auction is organized by volunteers from the chamber's membership. The proceeds from this event will be used to strengthen the economic foundation of this chamber of commerce ensuring many more years of service to the Tuscarora community. The chamber is a 501(c) (4) entity; your prize donation is tax deductible to the extent allowed by law as a marketing expense.

We thank you in advance for your support.

Sincerely,

Mary-Anne Gordon  
Executive Director

# Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

## BUSINESS PERSON OF THE YEAR

### Confidential Nomination Form

ABOUT THE AWARD: The highest commendation the Tuscarora Area Chamber of Commerce presents each year is the "Business Person of the Year Award". This award is given to a person who unselfishly committed to the local business community.

#### AWARD CRITERIA:

- Nominee shall be a current Tuscarora Area Chamber member business owner or employee in good standing.
- Nominee's business must be located within Tuscarora Area Chamber of Commerce's service area, Peters, Warren, Montgomery, St. Thomas Townships and the Borough of Mercersburg.
- The individual exemplifies exceptional leadership both inside and outside their place of business and have a strong presence in the business community's activities.

INDIVIDUAL NOMINATED: \_\_\_\_\_

COMPANY: \_\_\_\_\_

TITLE: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ WORK: \_\_\_\_\_ EMAIL: \_\_\_\_\_

Nominator's relationship to nominee:

Manager \_\_\_\_\_ Co-Worker \_\_\_\_\_ Other (describe) \_\_\_\_\_

ACCOMPLISHMENTS: Share your thoughts on what makes an ideal candidate for this award. Please include details about their professional and person accomplishments.

---

---

---

---

---

---

---

(over)

OTHER: Include any other information you feel distinguishes this individual as the Tuscarora Area Chamber of Commerce Business Person of the Year.

---

---

---

---

---

NOMINATOR: Business Person is being nominated by:

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

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

Title: \_\_\_\_\_

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

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

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

Please circle one:

Nominee IS or IS NOT aware that he/she has been nominated.

Nominator agrees to assist and participate with award presentation, speech, etc.

**NOMINATION MUST BE SUBMITTED BY FEBRUARY 13, 2015**

RETURN BY MAIL TO:

Tuscarora Area Chamber of Commerce

Attn : BPOY

PO Box 161

Mercersburg, PA 17236

# Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

## TUSCARORA BUSINESS OF THE YEAR

### Confidential Nomination Form

ABOUT THE AWARD: The Tuscarora Area Chamber of Commerce honors a regional business and their contributions to our community.

#### AWARD CRITERIA:

- Nominee shall be a current member of the Tuscarora Area Chamber, can be of any size and must be located within the Tuscarora region, Peters, Warren, Montgomery, St. Thomas Townships and the Borough of Mercersburg.
- Must be a viable, on going business for three or more years, experiencing growth or stability over its business life.
- Nominee must be supportive of community sustainability and have a strong presence in the business community's activities.

BUSINESS NOMINATED: \_\_\_\_\_

OWNER/PRINCIPAL: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_ WORK: \_\_\_\_\_ EMAIL: \_\_\_\_\_

YEAR BUSINESS FOUNDED: \_\_\_\_\_ NUMBER OF EMPLOYEES: \_\_\_\_\_

Nominator's relationship to nominee:

Manager \_\_\_\_\_ Employee \_\_\_\_\_ Other (describe) \_\_\_\_\_

#### QUESTIONS:

How does this business contribute to the advancement of the Tuscarora region?

---

---

---

---

---

---

(over)

In what community or business organizations does this business participate?

---

---

---

Why should this business be recognized as the Tuscarora Area Chamber of Commerce Business of the Year?

---

---

---

OTHER: Include any other information you feel distinguishes this business as the Tuscarora Area Chamber of Commerce Business of the Year.

---

---

---

---

NOMINATOR: Business is being nominated by:

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

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

Title: \_\_\_\_\_

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

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

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

Please circle one:

Nominee IS or IS NOT aware that their business has been nominated?

Nominator agrees to assist with award presentation, speech, etc.

**NOMINATION MUST BE SUBMITTED BY FEBRUARY 13, 2015**

RETURN BY MAIL TO:

Tuscarora Area Chamber of Commerce  
Attn : Business of the Year  
PO Box 161  
Mercersburg, PA 17236

*TUSCARORA AREA CHAMBER OF COMMERCE*  
**ANNUAL AWARDS DINNER**  
**SPONSORSHIP OPPORTUNITIES**

Tuesday March 31, 2015  
Silent Auction and Reception 5:00-6:30pm  
Dinner, Speakers & Awards 6:30-8:30pm  
American Legion, 100 Keefer Dr., Mercersburg

**2015 Centerpiece Sponsorship**

**Awards Sponsor**  
**\$100**  
20 available

1 ticket to the event (a \$35 value), special mention in all publicity prior to, at and following the event and on our web site.

**Sponsorship Commitment**

Sign up for:                      Price  
 Awards Sponsor              \$100.00

Method of Payment

Bill Me                       Payment Enclosed

Name \_\_\_\_\_  
Address \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
Phone \_\_\_\_\_  
Signature \_\_\_\_\_

Return to -  
Tuscarora Area Chamber of Commerce  
PO Box 161  
Mercersburg, PA 17236  
E-mail: mgordon@tachamber.org Phone: 717-328-5827



P&H Flooring  
659 Lincoln Way East  
McConnellsburg, PA 17233  
Ph: 717.485.4383  
Fax: 717.485.0041  
[www.phflooring.com](http://www.phflooring.com)

## MORE THAN JUST A FLOORING STORE

P& Flooring might be located in the small community of Fulton County we are still your local flooring store that will provide with a quality job to fit your needs. The owners of this family run business live Mercersburg. Luke and Dawn Hammond and Dan and Claudia Place are the sole owners and we take pride in providing you with your flooring needs. This year starts are 5<sup>th</sup> year of business and we have been growing each year thanks to all the support we are getting from the local people.

We carry all the major lines of flooring material and also have carpet cleaning business to handle those dirty carpets.

The month of February we are going to be running some great specials on carpet due that we just came back for a carpet show and bought some great deals on carpets.

We are also having a cash and carry on lot of small carpet remnants and runners that are great for doorways and halls; they can be bound on sides if you like.

SHAW                      MOHAWK                      JOHNSONITE HANDSCRAPE WOOD

TARKETT LVT PLANKS AND TILE a great new product for kitchen and baths we have installed this product in our showroom to show off the product

CONGOLEUM SHEET VINYL                      EASTERN LAMINTE

WE CARRY A FULL LINE OF CERIMIC TLE

We also refinish hardwood