

WELCOME NEW MEMBER

Robert D. McCulloh
Excavating & Paving
5006 Buchanan Trail West
Greencastle, PA 17225
717-597-2707
Construction, Paving

WELCOME NEW MEMBER

Welsh Run Builders
11802 Garnes Rd.
Mercersburg, PA 17236
717-372-6215
welshrunbuilders@comcast.net
https://www.facebook.com/welshrunbuilders
Construction

FEBRUARY 2013 NEWSLETTER



2013 TACC Legislative Partnership Breakfast

Featuring Senator Alloway
Representative Rock
Jim Frank of Congressman
Shuster's Office

Thursday February 21, 2013
Whitetail Golf Resort Banquet Room
Doors Open 7am
Light Breakfast Buffet

\$15 per member \$20 nonmember
RSVP to 328-5827 or info@tachamber.org by 2/14/2013

Sponsored by the Tuscarora Area Chamber of Commerce

Upcoming Events

Legislative Breakfast

Featuring - Senator Alloway,
Representative Rock, Jim Frank of
Congressman Shuster's office

February 21st 7-9am
Whitetail Golf Resort
\$15 per person
RSVP 328-5827 or
info@tachamber.org

**CHAMBER
APPROVED**
2013
www.tachamber.org

Tuscarora Area Chamber of Commerce

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

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

Tammy Oberholzer
Borough of Mercersburg

Vice-Chair

John Flannery
Flannery's Tavern of the Square

Treasurer

Julie Barthalow
Susquehanna Bank

Secretary

Judy Boyd
Whitetail Resort

Board Members

Barb Danowski
Fast Ink

Elizabeth George, MD
Summit Health & MACWell

Melanie Gordon
First National Bank of Mercersburg

Travis Hall
Alliance Elevator

Dwayne Johnson
St. Thomas Development

Gloria Pine
Buchanan Lioness & First National
Bank of Mercersburg

Debbie Rutherford
Mercersburg Academy

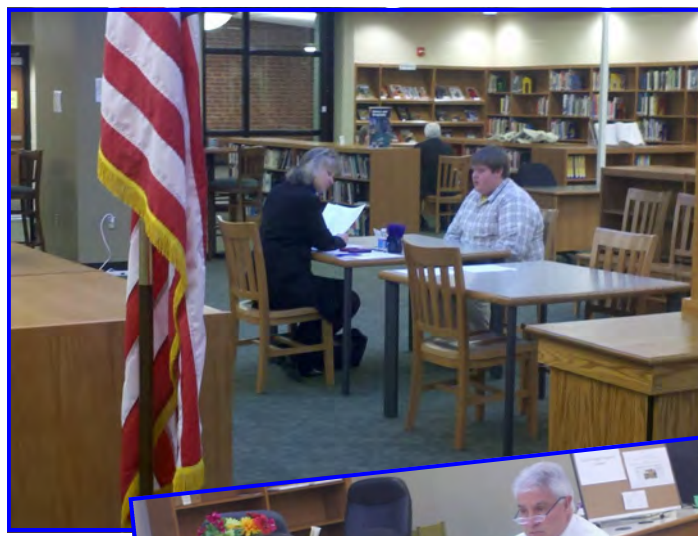
Chris Shelley
Tuscarora School District

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.



Thank you Mock Interview Volunteers!

Sheriff Dane Anthony, Owner of Fast Ink Barb Danowski, First National Bank of Mercersburg Fort Loudon Office's Melanie Gordon, Patriot Federal Credit Union's Kevin Shoemaker, Franklin County Treasurer David Secor, Susquehanna Bank's Bonnie Courtney, Atlas Copco Secoroc's Carole Carbaugh, and Mercersburg Academy's Danielle DeHaven Nurdyke.

And TSD teachers Chris Shelley and Mike Mele for working with the chamber!

Manager's Corner: Have The Courage To Show Respect

I'm not sure what's going on lately, but I'm encountering more rude managers than ever before. Maybe it's the economy. Maybe it's the weather. Maybe it's a sign of the times. Whatever the reason -- I don't care. Rudeness, bullying, treating team members, customers, vendors, and others with disrespect is wrong. True leaders don't do that; cowardly individuals with leadership titles do. True leaders give and then earn respect; cowardly individuals demand respect and fail to give it. True leaders create teams and organizations that pull together and succeed; cowardly leaders thrive on creating conflicts among team members and wonder why their organizations never seem to operate smoothly.

Let me share just two examples of cowardly leadership:

- A privately-held company is transitioning ownership to the second generation. The sons are taking over the leadership positions and are planning to grow their business outside the U.S. versus continuing to build it domestically. Fine. They have every right to determine their company's growth strategies. However, the new "leaders" held individual "Company" meetings with the current senior staff in a restaurant, during which they fired each senior staff member for "Lack of Performance". The "leaders" thought if they held the meetings in a public place, each employee would be less likely to make a scene. These "leaders" for some reason believed this was the right way to treat their long-term employees: Lie to them about the reason for the meeting; lie to them about the reason for their employment termination; and then force them to deal with this humiliating and infuriating situation in a public restaurant. They would rather repeatedly treat loyal employees poorly, than simply be true leaders and have honest, upfront conversations with their employees about their business decisions.

- A team of highly-respected members of the community were participating in a series of work sessions. To the community, for the most part, they appeared to be a tight-knit, highly effective group. However, outside the work sessions and behind the scenes, they would back-stab, and focus more on how to demean and demoralize one another instead of how to create additional, pro-active initiatives for the community. During one of the work sessions, a few of the team members almost came to blows as they unknowingly started to behave publically, as they'd only done in private: Sarcasm; veiled, negative comments; and out-right rude comments broke through. Needless to say, it wasn't pretty. Community members were stunned. These "leaders" had each decided it was more important for them to individually take a stand, "win," and "publicly kick someone else's @&\$" than to focus on being leaders, professionals, and role models.

I wish I could say I was making up these stories, but I'm not. To me, they're the epitome of narcissistic and cowardly leadership. Leadership is about courage and accountability. It's about putting your comfort zone and needs AFTER your team's needs. It's being accountable to do the job you're being paid to do. It's being courageous enough to do what's right and respectable, even when it's painfully hard. Employees, customers, vendors, and all other stakeholders count on leaders to do the right thing and be the type of leader they want to follow. Effective leaders know: It takes courage to be a leader. Be courageous and show some respect.



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Weber Business Services, LLC

www.WBSLLC.com

41 S Antrim Way , Greencastle, PA 17225

info@WBSLLC.com T: [717-597-8890](tel:717-597-8890)

2010-2013 National Board Member, National Speakers Association

Update - Chamber Advocacy Regarding the Mercersburg Police

Feb 4, 2013 Update

View 3 videos of the luncheon held January 23rd with the Chief of Police and Mayor on our You Tube site. <http://youtu.be/WI1AdbA0K1E>

The following page has 11 years of Mercersburg Police Department budgets for your review.

The Tuscarora Area Chamber of Commerce board of directors met Friday February 1, 2013 to discuss the Borough of Mercersburg's new "Police/Safety Committee". The Council of the Borough of Mercersburg has allotted three seats/positions on this committee for chamber of commerce representatives. The chamber announced the committee to their membership January 23rd and allowed one week for people to make nominations or volunteer.

There was an overwhelming response of support from the membership with many people stepping up. By a unanimous vote the board of directors appointed Ret. Marine Colonel, American Legion Post 517 Treasurer, CPA & Manager of Rotz and Stonesifer's Greencastle office and Mercersburg resident William E. Sanders Jr., Flannery's Restaurant Group's Chief Operating Officer/Managing Partner and resident of Mercersburg Borough Jeremy Jones, and Tuscarora Chamber Executive Director, Tuscarora Development Association President, and Mercersburg resident Mary-Anne Gordon.

"The chamber looks forward to working hard for our members and this community," said Mary-Anne Gordon "We have many issues at hand. The diverse group the chamber has picked to work for our citizens, community and commerce WILL make a difference for Mercersburg." The cham-



ber has also created an independent committee of board members and business people to support those appointed to the Borough committee.

Please attend the February 11, 2013 Borough Council meeting 7pm (start of public comment section) where the members of the new Police/Safety Committee will be announced.

The meeting is being held at Borough Hall 113 South Main Street, Mercersburg. We have been told the meeting will not be relocated to a larger venue, as requested by the chamber at our luncheon on January 23rd, to accommodate the 50 - 100 people we expect. However the Chamber is still coordinating business and citizen attendance for the meeting. Understand it looks like standing room only, many of us will be in the hallway, and maybe outside for a little bit, but this is an important time to remain vigilant and involved.

As stated by Public Opinion editor Matt Major in his editorial supporting community and business involvement "It's encouraging to see a community engaged in such conversations with itself. And we hope as many Mercersburg residents and business people as possible pull a seat up to the table."

We would like to keep track of who will join us to advocate for the businesses of Mercersburg, please register here <http://www.tachamber.org/chamber/event/166> Or call 328-5827 to speak with Mary-Anne.

We look forward to working hard for you; in fact it is our "stated purpose" to advocate for you. Please take a moment to review the following excerpt from our By Laws.

Article 1, Section 2: 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.**



“CHAMBER APPROVED”

The Tuscarora Area Chamber of Commerce has launched the “Chamber Approved 2013” promotion. The intent of the “Chamber Approved” initiative is to support the membership of the Tuscarora Area Chamber of Commerce through a promotional campaign which will highlight the individual business and the Chamber. All Chamber members in good standing are eligible to participate. This campaign will include the “Chamber Stamp of Approval” in all promotions. Look for phase 1, the new membership sticker, in the mail this month.



MERCERSBURG
SPRINGFEST
SATURDAY MAY 11, 2013
9AM-3PM DOWNTOWN MERCERSBURG

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

**Advertise
in the
2013
Business
Guide**

**PCI
Insurance
Inc.**

Employee Benefit
Solutions for
Chamber Members

800.755.3021

Great insurance coverage
Plus earning a dividend
equals

Chamber+

A great benefit for local
Chamber of Commerce members.

Advertising Opportunities

2013 Tuscarora Business Directory

More than 1500 given away in 6 months in 2012!



1/4 page 3.5" w x 2" h \$100.00
1/2 page 3.5" w x 4" h \$200.00
Full page inside ad 3.5" w x 8.5" h \$400.00
Inside Back or Front Cover \$500

Use the convenient form below to reserve your advertising space. Ads are full color.

Ad size: 1/4 page 1/2 page Full page
 Inside Front Inside Back (call for availability)

Ad enclosed Ad emailed Use same ad as 2012

Business: _____

Address: _____

Contact Person: _____

E-mail: _____

Phone: _____

Scan/email or mail form to:
TACC
PO Box 161
Mercersburg, PA 17236
info@tachamber.org

TUSCARORA AREA CHAMBER OF COMMERCE PRESENTS



MERCERSBURG SPRINGFEST

SATURDAY MAY 11, 2013
9AM-3PM DOWNTOWN MERCERSBURG

Sponsorship Opportunities

**Springfest
Partner
\$250**

10x20 spot included, partners will help us fund children activities, marketing, event map, etc., special mention as "Event Partners" in ads, press release, web site and newsletter, and on the map

**Tuscarora Area
Chamber of Commerce**

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

Name _____

Address _____

Phone _____

Sign up for: Price
 Springfest Partner \$250.00

Method of Payment

Bill Me Payment Enclosed

Signature _____

Please read the contract and mail your information along with your exhibitor's fee to:

Chamber of Commerce
PO Box 161
Mercersburg, PA 17236

Make checks payable to:
"Tuscarora Area Chamber of Commerce."

Questions?

Call (717) 328-5827 or email
info@tachamber.org

LOCATION:

From I-81 N: Take Exit 5 in PA. Go West on Rt. 16 for 12 miles into downtown Mercersburg.

From Rt. 70 E: Take I-81 N Exit 5 in PA, Rt. 16 West 12 miles into downtown Mercersburg.

From Harrisburg: I-81 S to Exit 5 to West Rt. 16 12 miles into downtown Mercersburg.

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



*A CELEBRATION OF SPRING IN HISTORIC
MERCERSBURG!*

*ARTISANS, CRAFTERS, JEWELERS,
FOOD VENDORS, CIVIC GROUPS,
LOCAL BUSINESSES
AND MUSICIANS ARE INVITED
TO PARTICIPATE IN THE EVENT*

Coordinated by:
THE TUSCARORA AREA
CHAMBER OF COMMERCE

www.mercersburg.org
info@tachamber.org

NAME: _____

ADDRESS: _____

EMAIL: _____

PHONE: _____

I have read the contract and agree to all the terms.

(Signature Required)

Please check, which applies below and specify a type:

Vendor/Artist/Exhibitor/Non-Profit Group
_____ \$40

Produce/Flowers/Fruit Vendors
_____ \$40

Jewelers - Handmade jewelry only. No franchised jewelry sales at Springfest.
_____ \$40

Food/Concession Vendor
_____ \$75

TOTAL _____

What do you sell? _____

VENDOR'S CONTRACT

1. The morning of the "Springfest," volunteers will be on the Square at 5:00am. Food vendors must check in and start set up by **6:30am**. All other vendors must check in and start set up by **7:30am**.
2. Each vendor space is 20 ft. long by 10 ft. deep, as designated by TACC. If you need more space, you must buy a 2nd spot.
3. All booth assignments will be made on a first come/first serve basis by the order of receipt of full payment for space.
4. No vendor may sublet or apportion space in whole or in part without committee approval.
5. No alcohol is permitted at "Springfest".
6. Vendor's space must be left clean and clear of debris. **All food vendors are responsible for clean up and are asked to provide garbage cans/bags for their customers.** Vendor's spaces that are left untidy will be charged a **\$10.00** clean-up fee.
7. "Springfest" space must be open and staffed for the duration of the show.
8. **Breakdown is 3:00pm sharp. Vendors may not breakdown or leave prior to this time. A \$35.00 penalty will be charged.**
9. No refunds will be given under any circumstance.
10. The committee reserves the right to approve or disapprove any application for space in regard to character of exhibit.
11. The Chamber will provide **NO INSURANCE**. Any insurance must be contracted by the vendor through his/her own insurance agent. **Food Vendors must**

provide proof/certificate of food serving/event insurance.

12. The Chamber will not be responsible for any injury or loss that may arise to a lessee, his/her employees or his/her property for any cause, while said persons or property is in the Borough of Mercersburg. The Vendor, by execution of the agreement waives any and all claims for damages or loss against the Tuscarora Area Chamber of Commerce, its officers, agents and employees and does indemnify and hold harmless the Tuscarora Area Chamber of Commerce, its officers, agents and employees from all claims of loss or damages resulting from vendor's participation in Springfest.
13. Confirmation of participation and/or booth assignment may be verified by calling the Chamber office one week prior to the event at **717-328-5827**.
14. **"Springfest" will occur rain or shine.**
15. "Springfest" cannot guarantee any space availability after April 30, 2013.

KEEP THIS PORTION FOR YOUR RECORDS.

Make checks payable to:
"Tuscarora Area Chamber of Commerce."
PO Box 161
Mercersburg, PA 17236

Electricity is not available.

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, February 21, 2013 ~ 9:00 A.M. to 12:00 P.M.

Thursday, April 18, 2013 ~ 9:00 A.M. to 12:00 P.M.



Location: 720 Norland Avenue, Chambersburg, PA 17201
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 _____

Email _____

Additional Registrants:

1) _____

2) _____

For Credit Card orders **Fax** this form to: 717-267-1464 or
Mail this form with your check payable to:

Schultheiss & Associates
720 Norland Avenue
Chambersburg, PA 17201

Circle one: Visa Mastercard

Total: _____ Exp. Date _____/_____/_____

Credit Card # _____

Name on Card _____

Signature: _____



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

JOHNSTON RUN



Gathering water from the Tuscarora foot hills and surrounding farmland, Johnston Run flows past the ball park and the VFW, through our neighborhoods to join West Conococheague Creek, the Potomac River and, ultimately, the Chesapeake Bay.

Your Home; Your Environment...

...invest in ***Your Community***

Johnston Run Revitalization needs the active participation of borough and township residents, visitors, and community leaders. Learn more about the Johnston Run environmental assessment and the vital role you can play by attending this first community workshop.

Thursday, February 7, 2013

7:00 to 8:30 pm

Clarence Armstrong VFW Post

20 Veterans Way

Mercersburg, Pennsylvania

JOHNSTON RUN REVITALIZATION COUNCIL is an initiative of MPMC (Montgomery Peters Mercersburg Connectivity) working in collaboration with MACWell and local municipalities to restore Johnston Run as a "living waterway", inspiring our local communities to be stewards of our natural habitat and become a model for other communities.

The "Mutt & Kitty" Hop

50 & 60's
Music



Featuring: "The Rock & Roll Relics"

Saturday: Feb. 16th, 2013

7-11pm

Waynesboro American Legion Post #15

Benefit: Antietam Humane Society
Fire Alarm System

Call: Star Electric 762-9032

(CONTINUE IF NEEDED)

I verify that the facts set forth herein are true and correct to the best of my knowledge or information and belief. This verification is made subject to penalties of the Crimes Code, 18 PA C.S. §4904, relating to unsworn falsification to authorities.

6. SIGNATURE/DATE

Mercersburg Police Department Verification Form Instructions

Blocks #1 through #5 are mandatory.

Block #1 – NAME – Full Name

Block #2 – ADDRESS – Address and Contact Information

Block#3 – REMARKS – Please provide a brief description of the events leading up to your initial contact with Mercersburg Police Department personnel. In describing the incident, thoroughly detail the events surrounding your complaint, including the date, day of week and time. Also list the names, addresses and telephone numbers of anyone who was present with the incident occurred. If your complaint includes verbal abuse or rudeness, include the specific term, phrase or language you found offensive.

If an arrest action has taken place by the Mercersburg Police, personnel complaints filed with the Chief of Police will have no impact upon such cases. Issues regarding the validity of an arrest must be adjudicated before the appropriate judicial authority. In accordance with due process, you are entitled to request a hearing/appeal and present those issues before the judiciary identified on the citation/summons.

Block #4 – SIGNATURE – An original signature must be placed on the Complaint Verification Form.

Block #5 – DATE – Date form was signed.

Block #6 – SIGNATURE/DATE – An original signature and date if continuation part is utilized.

Questions regarding the completion of the Complaint Verification Form or the status of your complaint may be directed to the Chief of Police at (717) 328-0150 or via mail at:

Mercersburg Police Department
Chief of Police John D. Zechman
113 South Main Street
Mercersburg, Pennsylvania 17236