



Chamber News

January/February 2009

Mercersburg Area Chamber of Commerce

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2008 ANNUAL BREAKFAST & MEMBERSHIP MEETING

Monday November 24 the board of MACC and 120 chamber members and affiliates met in the Edwards Room at the Mercersburg Academy for the Annual Breakfast & Membership Meeting. The event was sponsored by the First National Bank of Mercersburg and CEO Bob Fignar addressed the group stating, "Community banks are doing what they do best, invest in and serve the community in which they operate."

Board President Theresa Gourley announced the retiring directors; Vicki Kieffer a 12 year board member and Carrie Heckman a 9 year board member



were each presented a plaque in appreciation for their service. Filling the vacancies on the board; Dr. Elizabeth George Tuscarora Family Practice and Rachel Sheaffer Express Employment Professionals. Also announced, Shawn Meyers will be stepping down from the Vice President position, but will remain on the chamber board, to pursue the elected seat of circuit court judge. Amy Hissong of the First National Bank of Greencastle will fill the VP role.



Key Speaker Colonel Steven A. Shapiro, Commander of Letterkenny Army Depot, gave an intriguing presentation, and forecasts steady growth with over \$20 billion in work during the next decade or two. Letterkenny Army Depot is open to the public for Armed Forces Day in May every year. Kim Smith, Route 5 Gifts is the first recipient of the Annual MACC Volunteer of the Year Award, sponsored by Summit Health. This award acknowledges a volunteer who is not a board member but whose deeds and actions during the past 12 months have contributed to the betterment of this Chamber and its membership.

Thank you table sponsors; Bell Insurance, F&M Trust, First National Bank of Greencastle, Linger-Fries Funeral Home, M&T Bank, Mooney & Associates, Shawn Meyers for Judge, Strickler Agency, Inc., Whitetail Resort.



JANUARY CHAMBER LUNCH

Employers urged to partner with schools

MACC will hold the January Power Lunch noon to 1 p.m. Jan. 21 at the Mercersburg VFW. This will showcase how area employers can partner with TSD and FCCTC for cooperative education opportunities.

Employers will be encouraged to provide work-based learning opportunities such as job shadowing so that students can see what kinds of jobs are here for them in Franklin County. Other options could include internships or providing company tours.

The Franklin County Cooperative Education Coordinators Consortium will provide toolkits to employers that explain internship and other cooperative education programs, child labor laws and list contact information for area schools. The toolkits will be available on this Chamber's web site in 2009.

The Franklin County Cooperative Education Coordinators Consortium also is working to pilot a web-based mentoring program that would match students with mentors in Franklin County. The mentoring program is curriculum driven and is based on PA Career Education Standards. The only cost for employers would be \$20 for two background checks.

Local Cooperative Coordinators and G-C Chamber Foundation Executive Director Noel Purdy will be on hand to answer all questions. This lunch is free, compliments of the G-C Chamber Foundation. RSVP to 328-5827 or info@mercersburg.org.

Upcoming Events

Power Lunch

January 21, 2009
VFW, Mercersburg
Co-Op Ed

Noon-1pm FREE!!!!

Compliments of the
G-C Chamber Foundation

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Board of Directors

Executive Board Members

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Theresa Gourley
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First National Bank of Greencastle

Treasurer

Gloria Pine
First National Bank of Mercersburg

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Judy Boyd
Whitetail Resort

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Mercersburg Printing
Rick Hendrickson
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Shawn Meyers
Steiger, Steiger & Meyers Attorneys
Liz Martin
M&T Bank
Michele McFadden
Briar Patch Primitives
Rebecca E. Erb Ed.D.
Tuscarora School District
Elizabeth George, MD
Tuscarora Family Practice
Rachel Sheaffer
Express Employment Professionals

Staff

Executive Director

Mary-Anne Gordon

The Chamber News is a bi-monthly newsletter of the Mercersburg Area Chamber of Commerce. Submit your information by the 19th 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.



Mary-Anne Gordon - Executive Director

Dear Members & Friends,

The letter below is from our Mercersburg Council for the Arts Committee, celebrating the end of their first year and looking forward to 2009.

“One year ago, three Mercersburg residents met in a living room and began to plant the seeds of what seemed at the time to be a tremendous undertaking. Mercersburg Council for the Arts (MCFA) was created that evening, and has been developing and growing through the support of new board and community members ever since.

This is the time of year when we look back and assess where we have come and what we are grateful for. For MCFA, there is much to be proud of and excited about. We have had an overwhelmingly positive response from our community this year, which ultimately has been the greatest boon to our organization. The huge response to our May 2008 Mix It Up event at Flannery’s Tavern on the Square really put the wind in our sails, giving us hope that this is the kind of town where hard work and big ideas can really come to fruition.

To the many supporters who have donated their time and money to our efforts, we thank you. Volunteers have helped us by painting faces at the Lion’s Club Fair, and assembling our art show at Mercersburg Area Chamber of Commerce’s Townfest. Rockwell Construction even built and donated beautiful easels for this event. A big thank you also goes out to Mary-Anne Gordon and the Mercersburg Area Chamber of Commerce for their continued support; they have been a major steppingstone for us. We cannot thank everyone enough for what they have contributed in this important first year of our naissance.

We also look ahead, during this time, to plans and goals for the upcoming year. Our biggest goal is to finish our application for non-profit status, therein opening up opportunities to apply for grants. It is our hope that through these grants we can continue to serve the arts community through the planning and sponsoring of events with increased flexibility and creativity. A yearlong event calendar is in the works, as is another mixer and art auction. Most importantly, our main mission as facilitators to the needs of local artists and event organizers will continue to be developed and strengthened.

We look forward to serving the Mercersburg area, its artists and supporters in 2009 and the years to come. We wish you all a blessed holiday season and New Year!”

The Mercersburg Council for the Arts is: Larissa Chace Smith, Allison Zeger, Ryan Smith, Kelly Schoenberger, Jenn Flanagan, Ozzie Weller, and Matthew Kearney.

More information can be found at www.mercersburg.org/mcfa.

“All great things are simple, and many can be expressed in single words: freedom, justice, honor, duty, mercy, hope.”

- Sir Winston Churchill

MANAGER'S CORNER: *WHEN IS THIS COMPLETE?*

So what are we supposed to do? What are they looking for? Why don't they just tell us what they want? I hear these and similar questions from employees fairly frequently as they try to determine what their managers really want them to do with a project. What are they supposed to deliver? The questions are straight-forward; however, they shouldn't have to be asked in the first place. Not if the managers do their jobs well in clarifying expectations. One of the key responsibilities of a manager is to be able to clarify what the desired outcome is -- or in the case of implementing projects -- what the deliverable needs to be. So what is "the deliverable?"

The deliverable is the end-product, service, or other tangible thing that is expected to be delivered" as a result of the project or action. A defined deliverable allows both the "asker" and the "doer" to clearly understand what must be accomplished and delivered so the asker (a.k.a. the manager) can mark the project or action off as "Completed."

That's easy to say, but not as easy to do for many inexperienced managers. Why? Because to clearly define a deliverable before the work is done, one needs to think into the future, problem-solve, and challenge resources that are probably already strained. Managers also need to be able to specify what they believe the end-product needs to be to solve the problem as they currently understand it. That takes a combination of expertise and intuition. In addition, the managers need to be able to clearly articulate what that end result (i.e., the deliverable) needs to be so everyone who hears it will develop the same image of it in his or her brain. This allows all necessary staff to work towards the same end-result. Less confusion; more clarity; more action.

The easiest way I know to help my clients achieve this clarity is to simply answer the question: What will I need to see from you to so I can mark this project off as 'Complete?' Do I need to see the software up & running, or do I simply need to see that we've purchased it? Will I need to see you operating the WY7000 at targeted rate by next Friday, or do I simply need to know you've had training on it? Will I need to have a report with recommendations for redesigning the office areas on my desk in 90 days, or will I need to have already selected a plan so we are sitting in redesigned office space within 90 days?

Whatever the deliverable is - it is. When the doers know what is expected, they can plan accordingly. However, it's up to the managers to provide the answer to the core question: When is this complete?



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BUSINESS PERSON OF THE YEAR

Nominations Being Sought

ABOUT THE AWARD: The highest commendation the Mercersburg 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 Mercersburg Area Chamber member business owner, associate or employee in good standing.
- Nominee's business must be located within Mercersburg 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 community activities.

Nomination forms available at the chamber office.

NEWS.....

THE FIRST NATIONAL BANK OF MERCERSBURG Celebrates Centennial in 2009

Robert J. Fignar, Chief Executive Officer of The First National Bank of Mercersburg, is pleased to announce the Bank's Centennial Anniversary. According to CEO Fignar, "The doors of the Bank officially opened for business on February 1, 1909. Since then we have taken great pride in our personal relationships with our clients and the communities we serve. Much has changed in the course of 100 years, but the Board of Directors and the staff of the Bank are pleased that Hometown Banking and the tradition of knowing our customers endures at First. The First National Bank of Mercersburg is a wholly-owned subsidiary of Mercersburg Financial Corporation and has assets exceeding \$163,000,000.00. "

Look for year-long celebrations of this 100th milestone. Starting January 16th at the Mercersburg Main Street Office there will be a series of Open Houses every Friday, each hosted by one of the Bank's seven community offices. Come to enjoy good food and celebrate with us! Register for prizes and reminisce about changes since 1909. Everyone is welcome at these Friday Open Houses beginning January 16th and running through February 26th.

An Open House at the Mercersburg Financial Corporation headquarters is scheduled for Thursday, February 26 from 4:00 – 8:00 pm. Those attending will enjoy hors d'oeuvres, register for door prizes and browse Centennial memorabilia. Should you wish to attend the February 26th Open House at the MFC building, please RSVP to 328-3121x155. We hope to see you there.

ALL 5 CHAMBERS ARE INVITED TO MIXER AND DINNER/DANCE

Members of all five Chambers of Commerce in Franklin County are invited to the Greater Chambersburg Chamber of Commerce's 2009 Dinner/Dance. This is the first year that the dinner/dance will be attended by members other than the Chambersburg Chamber. The other chambers in the county are in Greencastle, Mercersburg, Shippensburg and Waynesboro.

The dinner/dance will be held at The Orchards restaurant, 1580 Orchard Drive, Chambersburg, on Friday, March 20. There will be a social period beginning at 6:30 p.m., with dinner at 7 and then the dinner and entertainment.

The Baltimore band, Tony Berry & New Money, will be back for a return engagement because of the fantastic response to the band when it performed at the dinner/dance in April 2008. The theme of the dinner/dance will be "An Evening in the Orchards." Tickets will be \$75 per person, \$150 per couple, or \$600 for a table of eight. Call 264-7101 to register.

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- We work with many companies to get you the coverage to meet your needs!
- We are local people working to help you, our neighbors in the Mercersburg area!
- We can help you save money on all your insurance needs!

"Bell Insurance is the only Penn National Agent with an office in Mercersburg and we fully support the Chamber+ insurance program for Mercersburg Area Chamber of Commerce members." - Edward L. Bell

MEMBERS IN THE NEWS

DL MARTIN CO.



Congressman Bill Shuster visited Mercersburg November 3, 2008, the afternoon was spent touring D.L. Martin and meeting employees. D.L. Martin has been manufacturing components, subassemblies and hydraulic cylinders in Mercersburg since 1962. DLM has approximately 150,000 square feet of manufacturing space and employees over 180 people. They are third party certified to ISO 9001, a global manufacturing process standard, and ISO 14001, a global environmental standard. Pictured left to right; Dan Fisher, President D.L. Martin and Congressman Bill Shuster.

BELL INSURANCE



Bell Insurance is one of the first local companies to support the Tuscarora Area Development Association by joining as a Life Member in June 2008. Pictured Bell Insurance Owner Ed Bell and TADA President Mary-Anne Gordon.

Members In The News is a free section of this newsletter devoted to our membership. Please submit photos and news about your business by the 15th of each even numbered month for inclusion.

FIRST NATIONAL BANK OF GREENCASTLE

Seventeen employees of The First National Bank of Greencastle were awarded service awards at the annual bank Christmas party held at Orchards Restaurant in Chambersburg, PA on December 6, 2008. In recognition of their valued service, management presented each of the following employees with shares of Tower Bancorp Inc. stock, which is the parent company of The First National Bank of Greencastle:

Vickie Henry and Linda Clippinger – 40 years of service; Joyce Henry – 35 years of service; Kathy Fittro – 25 years of service; Sid Stambaugh, Carol Wright, Trudy Morton, and Don Kunkle – 20 years of service; Julie Tarquino – 15 years of service; and Vicki Fahrney, Kim Shockey, Ivan Miller, Carol Bowers, Stacy Seville, Carol Prohaska, Karen Gordon, and Doris Agesen – 10 years of service. To kick off the 2008 Christmas Party, the First National Bank's employees gave donations to Women In Need, Toys for Tots, and The Salvation Army. The Bank presented each organization with a cash donation in addition to supplies for Women In Need, toys for the Marine Corps' Toys for Tots, and canned food for the Salvation Army.

THE FOUNDATION FOR ENHANCING COMMUNITIES

The Franklin County Foundation, a regional component foundation of The Foundation for Enhancing Communities, has granted a total of \$64,070 to area nonprofits for a variety of causes and programs. Organizations include: Antietam Watershed Association; Chambersburg Ballet Theatre Company; Chambersburg Quilt Guild; Children's Aid Society; Drew Michael Taylor Foundation; Franklin County Head Start; Franklin County Historical Society; Lillian S. Besore Memorial Library; Penn State Mont Alto; Ronald McDonald House Charities; The Arc of Franklin-Fulton Counties; Waynesboro Area Human Services Council; and Waynesboro Area Communities That Care.

The Franklin County Foundation serves the county's nonprofit community by offering a variety of services providing them with administrative and fiscal support, leadership for many issues facing the nonprofit organization, and by creating funding opportunities through a well developed and equitable discretionary grant making process. Requests for grant applications and any questions about the Franklin County Foundation can be answered by Ellen Kyzer, Director of Development and Donor Services, at (717) 236-5040, or ellen@tfec.org.

MORE NEWS.....

Penn State Mont Alto – What’s Happening in Continuing Education?

Theresa Shank, the director of continuing education for Penn State Mont Alto, attended this important national conference to bring back the latest cutting edge approaches to adult learning. Topics included: Trends in Workforce Development; How to use Social Networking to expand your customer base; Reaching a Multi-generational Audience. Want to know more? Call us today at 717-709-0778.

The Continuing Education schedule is finalized for the Spring 2009 semester.

What interests you?

State Auto Inspection – PA State Certification & Testing offered at the Franklin County Career and Technology Center in Chambersburg starting in January.

Professional Development – various personal effectiveness topics including Negotiating Skills, Performance Coaching and Time Management.

Computer Classes – Microsoft Office classes including Excel, Word and Introduction to the Internet.

Health and Medical – various classes are offered including Medical Office Practice, Medical Coding and Medical Terminology.

Trade and Industry – Welding, CNC Programming, Industrial Schematics and Symbols, Electricity I and II.

Enrichment – Zumba, Digital Photography, Ballroom Dancing and lots more.

Special Events: Penn State brings valuable Global Best Practices to your doorstep

Warehousing in Today’s Business Environment – a comprehensive 2-day program addressing the fundamentals of highly effective Warehousing and Logistics practices and processes.

Lean Manufacturing Principles – a one day overview of Lean and its proven and far reaching benefits. Although originally developed for manufacturing processes, Lean can help reduce waste and improve effectiveness for any organization. Come and learn more from a Penn State University topic expert.



For more information on any of the above topics, please call us at 717-709-0778.



Members of the Leadership Franklin County class toured Letterkenny Army Depot and other sites throughout the county in November 2008.



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SPOTLIGHT ON NEW MEMBERS

APX INDUSTRIAL COATINGS, INC.



Joel Bradnick - Facility Manager
9473 Lincoln Way West
St. Thomas, PA 17252
Phone: 717-369-0037
Fax: 717-369-4443
Website: www.apx-coatings.com

APX Industrial Coatings, Inc. specializes in abrasive blasting and custom finish painting of a wide range of parts and products, from very small to very large. We apply liquid coatings and linings to a variety of substrates -- including iron, steel, aluminum, galvaneal, fiberglass and plastic

DANE'S CAR CARE ON THE POINT



Dane Hoffman - Owner
307 N. Main St.
Mercersburg, PA 17236
Phone: 1-717-729-4687

Dane performs an extremely thorough cleaning, polishing and waxing of an automobile, both inside and out, to produce a show-quality level of detail. Elements of exterior detailing include washing, polishing, paint defect correction, and waxing. Interior detailing involves the cleaning of the interior of a vehicle using vacuums, liquid cleaners, and brushes. Engine detailing involves cleaning the engine bay area of dirt and grease.

Does your rural business have DSL?

High speed internet access is a necessity today for many businesses utilizing on-line operations and communications tools. A Pennsylvania law requires that incumbent phone carriers provide high-speed internet access to all consumers by 2015. Through the Bona Fide Retail Request Program, current customers may submit a request for their local carrier to deploy high-speed services, and if there is enough demand in the service area the company is required to provide the service.

For information on the Bona Fide Retail Request Program visit www.newpa.com/broadband or call 800-684-6560.

KINT FIRE PROTECTION



Richard Yale - Representative
PO Box 60490
Harrisburg, PA 17106
Phone: 1-717-221-8000
Fax: 1-717-221-9000
Email: ryale@intcorp.com
Website: www.kintcorp.com

Kint Fire Protection is a 55 year old family owned and operated business in Central PA. Kint provides sales and service of fire extinguishers, fire alarm systems, fire suppression systems, and other life safety items. Examples of fire suppression are, kitchen exhaust hoods, paint booths, computer and electrical rooms.

Kint Beverage Concepts specializes in CO2 gas for beverage dispensing as well as beer, soda, wine dispensers, water filtration and drink mixes. Kint Fire Protection and Kint Beverage Concepts are part of George A. Kint, Inc.

TELE-PLUS CORPORATION



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Tele-Plus Corporation offers solutions for your telecommunications, data communications, security, life safety and structured cabling requirements. Since 1977 we have been providing innovative products with our commitment to quality service that is second to none! Our professional team of highly skilled technicians are dispatched at strategically located regional service centers to better ensure rapid response to your needs. Tele-Plus has an ongoing commitment to providing complete satisfaction through our responsive service, award winning products and employees empowered to do whatever it takes to exceed our customers expectations.

