



Left to Right - Kyle Burdette of Burdette Ironworks and Hunter Webster of East Coast Green work to remove the Tuscarora Area Chamber Christmas Tree from the square in Mercersburg January 2, 2015. The Christmas tree was donated by Larry & Bonnie Myers or Greencastle. Hunter, Kyle and chamber executive director Mary-Anne Gordon (Luke Hammond of P&H Flooring helped cut and transport the tree with Hunter) were responsible for setting and decorating the tree in the square for the residents of Mercersburg. A special thank you to Mercersburg True Value for donating 3/4 of the cost of the brand new 8,000 lights that adorned the tree.

TACC Board Reorganizes & Welcomes New Member

The Tuscarora Area Chamber of Commerce Board of Directors has reorganized and welcomes a new member. TACC's 2015 leadership is; Chair John Flannery owner Flannery's Tavern, The John Allison House, and the Irwin Center, Past Chair Tammy Oberholzer Mercersburg Rotary Club, Treasurer Annalisa Ambrisco of The First Community Bank of Mercersburg and Secretary Barb Danowski owner Fast Ink.

The 12 person board welcomes Betsy Yumlu Branch Manager of the Mercersburg Susquehanna Bank office. Chamber board members are elected to 3 years terms and may serve 3 consecutive 3 year terms (9 years) before retiring.



**Betsy Yumlu -
Susquehanna Bank**

Upcoming Events

Save the Date!

TACC Annual Night of Business Excellence Awards, Dinner and Silent Auction

Tuesday, March 31, 2015

5:30pm

The American Legion, Mercersburg
Tickets Go On Sale February 1, 2015

**Build Community
Prosperity from Within**

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

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

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

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.

Dear 2015 Tuscarora Area Chamber of Commerce Members,

I am honored to be starting my seventh year as a board member of our Tuscarora Area Chamber of Commerce, even more so as the Chairman of the board in 2015. After opening Flannery's Tavern over nine years ago, it was always my intention to make Flannery's a part of the Mercersburg community. I have always believed that you cannot expect the community to support you if you are not willing to support the community! I have never understood how one would expect to achieve success as a business owner without a passion for the success of the community in which they operate. That being said, one of the first orders of business was to join the "Mercersburg Area Chamber of Commerce" before opening the restaurant in 2005. At that time, the Chamber was operating with a part time Director. I utilized the membership to network and meet others within the Mercersburg business community. The Chamber served a necessary purpose to allow me that opportunity. It was not until Mary-Anne Gordon took over as the director soon after that, that I became a potential recruit to serve on the board. I was very interested in the initial proposal knowing that with any opportunity there is a critical thinking process and understanding that success for the Chamber, is success for our business community as a whole which ultimately is success for my, and all of our valued members.

I have been fortunate to recruit a few members over the past few years to join our organization. Generally my conversations stop when I hear the question, "What's in it for me?" Unless a potential member understands that the Chamber exists to allow its members to help each other to help themselves, their results will not be successful. Mary-Anne and I seem to both share this passion for success. I am very fortunate to be a part of an organization that has grown so much over the years due to the great leadership and determination of the dedicated and committed individuals that have served on our board, as well as the many member volunteers who dedicate their time and effort to help our Chamber. This is the sole reason that we have been able to triple (or more) the attendance at Townfest and continue to grow that event. We have added other annual events to include Springfest, The Craft Beer and Wine Festival, and The Christmas Tree Lighting. Our annual Chamber Breakfast and Dinner have both grown significantly and become great opportunities for members to network with each other as well as our local leaders and politicians.

Again, I am humbly honored to have served as a board member for the past six years and look forward to serving as our Tuscarora Area Chamber of Commerce Chairman of the Board in 2015. I wish all of our members a very prosperous New Year!

John Flannery

Flannery's Tavern
The John Allison Public House



Members of the Tuscarora Area Chamber of Commerce decorate wreaths each year to adorn the Downtown Mercersburg parking meters. Since 2013 TACC has hosted a People's Choice Vote via Facebook, this year's winner with 71 votes is James Buchanan High School.



TACC Executive Director Mary-Anne Gordon presents retiring TACC board member of 8+ years, Judy Boyd of Whitetail Resort, a plaque in appreciation of her service at the December 11, 2014 Annual TACC Membership Breakfast.



Speakers at the December 11, 2014 Annual TACC Membership Breakfast L-R - First Community Bank of Mercersburg CEO Bob Fignar, State Rep Adam Harris, State Rep Jesse Topper, State Senator John Eichelberger, FCADC President Mike Ross, 2015 TACC Chair John Flannery of Flannery's Tavern and TACC Executive Director Mary-Anne Gordon.

TUSCARORA SCHOOL DISTRICT
JAMES BUCHANAN HIGH SCHOOL
4773 FORT LOUDON ROAD
MERCERSBURG, PENNSYLVANIA 17236
TELEPHONE 717-328-2146

December 15, 2014

Business Leaders and Professionals,

The James Buchanan High School of Tuscarora School District (TSD) in partnership with the Tuscarora Area Chamber of Commerce invites you to participate in 9th Grade Career Day on Thursday, February 12, 2015, from 8:45 to 11:00 am. We are asking you to join us and share your career experiences with our students.

We recognize that your time, knowledge and expertise are valuable resources; and greatly appreciate your willingness to share them. These opportunities help students navigate the career exploration and preparation process, and prepare to enter the military, work force and/or post-secondary education.

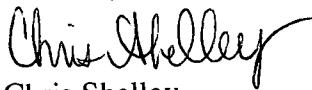
This year's format will include career panels. The purpose of career panels is to provide students an opportunity to explore careers by listening to local employees who represent various occupations within the same cluster. Each panel will consist of 2 to 5 people in a group who will take turns answering the following questions:

1. Identify your career and the tasks you are expected to perform. Is there such a thing as a typical day? If so, describe what you would be doing. Describe the working conditions surrounding this job.
2. What other careers (if any) or life experiences have led you to your current job?
3. What personal qualities, abilities, and interests are best suited for success in this job?
4. What are the advantages or rewards of this job? What do you like best about your job? What are the disadvantages of this job?
5. What level of education is recommended for this career? Are there other ways to enter this profession or other types of acceptable training? What courses in high school would be most helpful to prepare for this type of work?

If you are able to join us, please RSVP by January 8, 2015 to Chris.Shelley@tus.k12.pa.us or mgordon@tachamber.org

Thank you for your continued partnership.

Sincerely,



Chris Shelley
Cooperative Education Coordinator
Tuscarora School District

Member Benefits

- ELECTRICITY PROCUREMENT
- NATURAL GAS MANAGEMENT
- ENERGY EFFICIENCY MEASURES
- GREEN ENERGY



"Our youth camp had a choice of energy consultants and selected APPI Energy because they compare 'green apples to green apples' when evaluating competitive pricing from many suppliers. APPI Energy's customer service team helped us achieve tax exemption status, further reducing and managing our energy costs."

*Allen Eshleman, Executive Director
Cove Valley Christian Youth Camp
Mercersburg, PA
Tuscarora Area Chamber Member*

*The association's trusted
energy consultant*

Manager's Corner™: *Stop Doing One Thing!*

by Liz Weber, CMC, CSP

I've been reflecting on a recent conversation with a client. The conversation was similar to two previous conversations we've had concerning inaction by his managers. However, this time, without planning to say it, I simply said, "We've discussed this same problem three times now. When are you going to stop doing what your managers can and should be doing for themselves?" Needless to say, it got very quiet on his end of the phone for awhile. However, after about one minute of silence, my client said, "I keep doing exactly what I've told you I need to stop doing don't I?" Yep.

My client is a smart man. He's built a multi-million dollar company. He's created a solid company reputation, a loyal client base, and a team of employees who want to help his company become even more successful. Yet by repeating just a few behaviors, he keeps holding his managers, their teams, and his company back from becoming an even stronger organization. He continues to feed his team's inaction. So as I shared with him, I'll share with you: If you want to do things differently going forward, stop doing them incorrectly now.

If you want to do things differently going forward, stop doing them incorrectly now.

Like most managers, you're probably already overwhelmed with too many things to do in too short of a timeframe with too many requirements imposed upon you. The last thing you want is one more thing to do. So don't take on anything new. Instead, stop doing one thing you currently do that's not really helping you, your team members or your customers.

Stop doing one thing you currently do that's not really helping you, your team members or your customers.

If you're like me and most of my clients, you won't even have to think too hard about potential things to stop. We all have things we can improve upon, and we all already know what we should stop doing to help ourselves, our teams, and our organizations. Here are a few items I've discussed with clients over the past several months. See if any resonate with you:

- Stop thinking you need to be involved in everything in order for things to get done right.
- Stop obsessing over tasks no one else cares about other than you.
- Stop pursuing the bright, shiny distractions that sound interesting and seem to be "sure fire solutions" but only take you off-track and waste your time and money.
- Stop involving yourself in projects your staff could and should be doing themselves.
- Stop providing feedback only when it's to criticize.
- Stop claiming you hold yourself and your employees accountable when all you do is give them assignments, ask how they're coming along, and then...nothing else.
- Stop changing directions after each Sales, Production, or Leadership conference you attend or book you read.
- Stop resenting the team you've hired and trained.
- Stop rationalizing your own scattered leadership style.
- Stop rationalizing poor team member behavior.
- Stop rationalizing why you've retained underperforming team members.
- Stop making excuses for not doing what you know you need to do to make your organization more successful.
- Stop running from making the big changes in your own behavior before you expect others to change.

You're already over-loaded, so don't take on one more responsibility. Instead stop doing one thing, and watch how by not doing that one thing any longer, you help yourself, your team, and your organization.

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* 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.

Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

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1/4 page	\$200.00
1/2 page	\$300.00
Full page	\$400.00 *includes a web ad and link
Web Ad Only	\$250

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Phone: 717-328-5827 Email: mgordon@tachamber.org.org



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✓ **Working to repeal the “premium tax,” and other advocacy efforts:** We take action to influence public policy and work to ensure that lawmakers hear the concerns of our members—including those aspects of the Affordable Care Act that hurt business. As a member of the *Affordable Coverage Project*, a national group of trade associations and state and local chambers of commerce, the PA Chamber is working to repeal the health insurance “premium tax” and stop its harsh financial impact on smaller businesses.

We want to work not just with you—but **for** you and turn your healthcare reform confusion into benefit *solutions*.

Call PA Chamber Insurance today at 800 755-3021 or visit us online at www.pachamberinsurance.com.

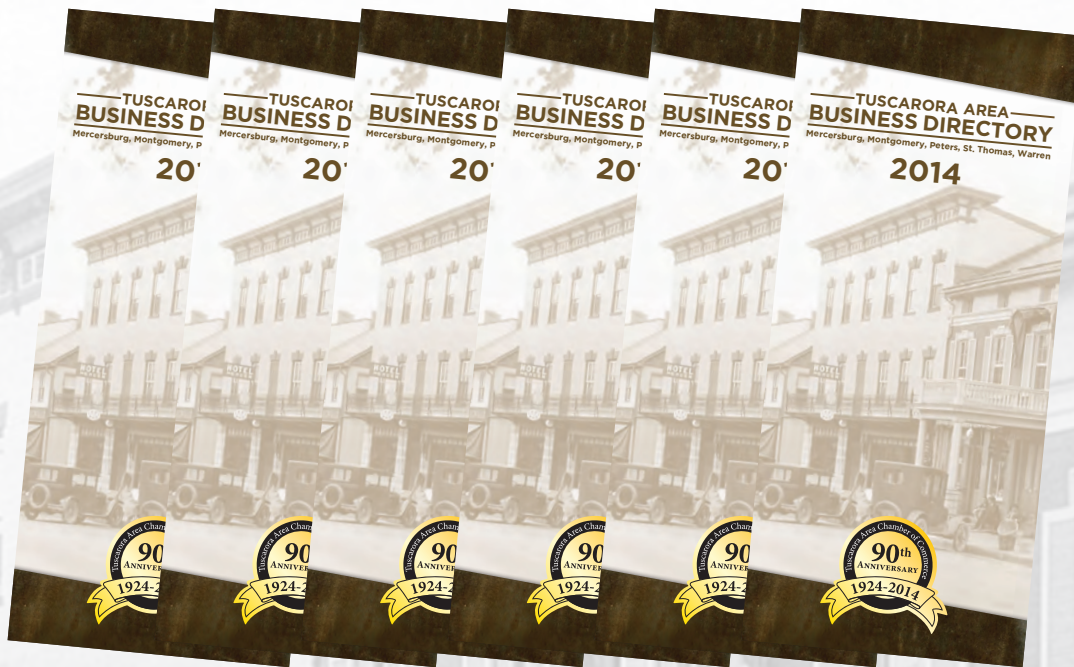


Service. Simplicity. Selection.

Advertising Opportunities

2015 Tuscarora Business Directory

More than 1500 given away in 6 months in 2014!



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

Back Cover \$750

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 (call for availability) Inside Back (call for availability)
 Back Cover (call for availability)
Ad enclosed Ad emailed Use same ad as 2014

Business: _____

Address: _____

Contact Person: _____

E-mail: _____

Phone: _____

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

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



MERCERSBURG SPRINGFEST

SATURDAY MAY 9, 2015

9AM-3PM DOWNTOWN MERCERSBURG

*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/Business
_____ \$50

Produce/Flowers/Fruit Vendors
_____ \$50

Jewelry – Handmade or Franchised? All kinds are allowed. Circle One
_____ \$50

Food/Concession Vendor
_____ \$80

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 Townfest.
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 25, 2015.

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.