

Barb Danowski - Fast Ink



Welcome New Business



The Sewing Studio Ribbon Cutting

## TACC Board Reorganizes Welcomes New Member

The Tuscarora Area Chamber of Commerce Board of Directors met Friday January 4, 2012 with new leadership and a new member. TACC's 2013 leadership is; Chair Tammy Oberholzer, Mercersburg Borough Manager, Vice Chair John Flannery owner Flannery's Tavern and the Irwin Center, Treasurer Julie Barthalow Manager Mercersburg Susquehanna Bank Office, Secretary Judy Boyd of Whitetail Resort.

The 12 person board welcomed Barb Danowski, new owner of Fast Ink Embroidery and Screen Printing of Mercersburg, to her first meeting. Barb has been married to Joe Danowski for 37 years, both were born and raised in Worcester, MA. They moved to Chesapeake, VA in 1992, followed by Gastonia, NC in 1997 and finally to Greencastle, PA in 2001. "While we plan

to stay in PA, we will forever root for the Boston Red Sox!" Barb said.

The Danowski family also remains in PA, Barb's oldest son lives in Chambersburg with his wife and two daughters and her youngest son lives in Camp Hill and will be getting married in June.

Barb received her MBA from Old Dominion University in Norfolk, VA. She spent most of her career in the IT field; a Senior Vice President at Bank of America in the Desktop Consulting and Services Division, followed by a Client Delivery Executive for Hewlett Packard, retiring in 2012.

When asked about Fast Ink and Mercersburg Barb said, "I love the industry and the area and want to continue to grow the business in Mercersburg."

## Upcoming Events

### Chamber Lunch

Mercersburg Police Chief & Mayor Zeger  
January 23rd 12-1pm  
American Legion Mercersburg  
\$10 paid at the door only  
RSVP 328-5827 or [info@tachamber.org](mailto:info@tachamber.org)

### 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](mailto:info@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***

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.

**WELCOME NEW MEMBERS**

**Bob Hoffman Chevrolet Buick**

378 Main St.

Mercersburg, PA 17236

717-328-2131

Fax: 717-328-2438

doug@bobhoffmanchevy.com

<http://www.bobhoffmanchevroletbuick.com/>

*Auto Sales, Automotive Services, Vehicle Towing*

**Subway of Mercersburg**

J.E.B. Enterprises, Inc.

11904 Buchanan Trail West

Mercersburg, PA 17236

717-328-2383

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Great insurance coverage  
Plus earning a dividend  
equals

**Chamber+**

A great benefit for local  
Chamber of Commerce members.



## Mercersburg Police DOT Inspections

The Tuscarora Area Chamber is coordinating local business attendance at the Mercersburg Borough Council meeting January 14, 2013, 7pm at 113 South Main Street to inform council about the impact the DOT inspections are having on you, your vendors, suppliers, customers, etc. This is council's regular monthly meeting; we would address them during the "public comments" section at 7pm. We can assume we would conclude and be able to leave by 8pm.

To help convey the impact their DOT initiative is having, the chamber would like all businesses to write a letter detailing your experiences, what have you heard within the business community about DOT Inspection, and the impact on business partners, vendors and transportation providers? Will you or business associates be doing business differ-

ently as a result of the inspection? Please feel free to include anything that you feel Council and the chamber should know. I will stop by and pick them up, or you may mail or email them to the chamber before January 13, 2012.

I am scheduling meetings with any members and nonmembers who want to discuss this issue prior to the 14<sup>th</sup> Council meeting. Call the office 328-5827 or email [mgordon@tachamber.org](mailto:mgordon@tachamber.org) to schedule, I will come to your business or you can come to the chamber office, whatever works best for you.

The Police Chief and Mayor have been invited to speak at a chamber luncheon with you, the local business people of the region, January 23, 2013 12-1:30pm at the American Legion in Mercersburg. Feel free to RSVP to [mgordon@tachamber.org](mailto:mgordon@tachamber.org) or 328-5827.

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.

## **Manager's Corner: You May Not Like the Way You Have to Lead**

When it's your turn to take over and step in to your predecessor's leadership shoes, what is your focus? Is it to lead the way that's easiest for you? Or, is it to lead the way the team or organization needs to be led?

I recently observed a leadership transition that's been in the works for over 24 months. The new leader is smart, capable, and charismatic. However, during his first official stakeholder's event, he made his first noticeable leadership gaffe. He forgot a golden rule highly effective leaders follow: Leadership is about them; not you.

During the stakeholder's event, several contentious issues were raised that had implications on the organization's strategic direction and culture. However, because raising contentious issues is the purpose of the stakeholder's event, the organization has put in place a process for professionally and respectfully airing them, debating them, and resolving them. The process can be frustrating because -- honestly it's a process. However, it works incredibly well.

The problem with processes, as you well know, is it requires discipline to learn them well enough so you can use them effectively and comfortably. It's easier to brush them aside as being bureaucratic or restricting. The test of an effective process is: Does it cause efficiency in movement through a series of actions that results in a desired outcome? If not, the process isn't right. If so, the process is sound even if it's not liked by everyone.

Though he's participated in the process for the past 24 months, the new leader hasn't been responsible for initiating and managing the process. As a result, during the stakeholder's event, he was unprepared to effectively implement the process. He tried tepidly. When he didn't initiate it correctly, he jokingly stated he found the process confusing and cumbersome. As a result, veteran stakeholders were frustrated by the failure to implement the process to effectively address their issues. The new stakeholders were frustrated by the apparent lack of a process to address their issues. And the new leader, was frustrated because everyone was getting frustrated.

Though he's smart, capable, and charismatic, the new leader lost credibility. Granted, it was his first time officially leading the process. However, it was apparent to all, he hadn't taken the time to learn or been given the opportunity to gain the necessary experience prior to this event. To regain his leadership credibility, the new leader now needs to learn this process and other leader-driven or initiated actions so well, he can implement them almost without thought. He needs to be consistently prepared to lead his team and future stakeholder events the way they need to be led. And that may not be the way he likes to lead.



**Liz Weber, CMC, CSP**  
*Weber Business Services LLC*

41 S Antrim Way , Greencastle, PA 17225

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

*2010-2013 National Board Member, National Speakers Association*

## Whitetail Supports MPMC

A beautiful view from Whitetail Golf Resort and a deliciously healthy meal greeted guests at their November 16th luncheon to celebrate completion of the tri-municipality MPMC Feasibility Study of walkability/bikeability in our area, and to announce Whitetail's donation of \$10,000. Whitetail CEO, Don MacAskill was active on the Feasibility Study Team and at the community workshops; he noted that a staffer for MPMC project management will be key to the success of this tri-municipality endeavor. He invited other businesses to support this effort to create safe walking and biking routes to school and around our communities by adding to this funding for a project manager. Dr. George, MPMC Chair, also acknowledged government officials, businesses and individuals for having the energy and vision it takes to look down the road 15 years and see the health and economic benefits that can result from this kind of planning.



Irv Naylor, founder and owner of Snow Time, Inc was there to present the donation to MACWell along with CEO Don MacAskill. Residents in the area know that Whitetail's early years were difficult, and survival was possible through the vision, hard work, and determination of its owner Irv Naylor. The golf resort was added under his direction. His company, "Snow Time, Inc." owns Pennsylvania resorts Ski Roundtop, Liberty Mountain Resort, and Whitetail Resort. "This kind of encouragement from visionaries like Mr. Naylor is key to long term projects such as creating MPMC's network of safe and scenic routes for pedestrians and cyclists," noted Feasibility Study designer Bob Thomas of CT&T architectural firm.



County Commissioner Dave Keller also spoke and noted, "The County's mission is to promote the health, safety and well-being of the citizens of Franklin County. Making our communities safer for walking and biking is an important goal in achieving the County's mission, and that's why the Franklin County Commissioners support the efforts of Montgomery Peters Mercersburg Connectivity. Thank you to Whitetail for granting the funds to hire a project manager for MPMC. Whitetail's generous support will be critical to the development of safer walking and biking opportunities for Franklin County residents."

The next steps for the MPMC steering committee over the next few months include obtaining additional funding for the staffer position, recruiting someone with the necessary experience, continuing conversations with local residents, landowners and businesses about the network and possible side trails, identifying specific sites for safety and historic signage along the routes, and expanding MPMC volunteer network. Persons interested in working with the MPMC steering committee, volunteering for projects or just wanting to be kept updated can contact MPMC at [mac4wellness@gmail.com](mailto:mac4wellness@gmail.com) or on the website at [www.mpmcproject.org](http://www.mpmcproject.org).



**“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.

**PCI Insurance Inc.**  
Employee Benefit Solutions for Chamber Members  
800.755.3021

TUSCARORA AREA CHAMBER OF COMMERCE PRESENTS

**MERCERSBURG**  
**SPRINGFEST**

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

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

~ and ~

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**Helping your business reach new heights!**

**Another member benefit is CenturyLink Business-Class High-Speed Internet.**

- Get your first month FREE on 1.5 Mbps and higher
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*Existing CenturyLink customers can upgrade to 5Mbps and get one month FREE!*

To take advantage of this offer to Chamber Members Only, call or email Laureen Lutz at 717.267.4683 or [Laureen.C.Lutz@centurylink.com](mailto:Laureen.C.Lutz@centurylink.com)

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# 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**

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](mailto: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  
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CHAMBER OF COMMERCE

[www.mercersburg.org](http://www.mercersburg.org)  
[info@tachamber.org](mailto: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 2<sup>nd</sup> 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.**

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 \_\_\_\_\_

# QuickBooks® Made Easy

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You must learn these 25 new solutions!

- 7 Mistakes that most non-professional bookkeepers make with QuickBooks®
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- 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
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Stop hurting your cash flow and put an end to your bookkeeping nightmares with this fast-paced and informative Training Course.

### Class Dates:

**Thursday, January 17, 2013 ~ 9:00 A.M. to 12:00 P.M.**

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



Location: 720 Norland Avenue, Chambersburg, PA 17201  
[www.schultheisscpa.com](http://www.schultheisscpa.com)

### Who should attend QuickBooks® Training?

- Spouses who help with the books on a part-time basis
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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  
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 Credit Card # \_\_\_\_\_  
 Name on Card \_\_\_\_\_  
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**Main Street is more than a location.**

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**Call on our team of dedicated and experienced financial professionals and see how we are invested in your success.**

**Count on Susquehanna for:**

- Local lending authority
- Commitment to your business
- Community experience
- 8 convenient locations in Franklin County
- Resources to fund and service complex financial packages in a timely manner





# Toss Your Hat in the Ring

## *How to Get Involved in Local Government*

**January 23, 2013**

**7 – 9 p.m.**

**Franklin County Administrative Annex  
218 North Second Street  
Chambersburg, PA 17201**

**Interested in serving your township, borough or school district?**

This 2-hour workshop will give you all the information you need to get started

- Overview of Pennsylvania local government, elected and appointed offices
- Nuts and bolts of running for office, featuring the Franklin County Office of Elections
- Lessons from the trenches – a panel of local officials

Registration at \$25 per person <http://agsci.psu.edu/local-government/chambersburg>. For more information, contact Judy Chambers, [chambers@psu.edu](mailto:chambers@psu.edu) (717) 334-6271.

This publication is available in alternative media on request.

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# 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.

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(over)

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

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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 MARCH 1, 2013**

RETURN BY MAIL TO:

Tuscarora Area Chamber of Commerce

Attn : BPOY

PO Box 161

Mercersburg, PA 17236