



Pachallina Alpaca Clothing, Luxury Fibers and Home Décor
13 South Main Street, Mercersburg



Main Street Insurance
307 North Main Street, Mercersburg

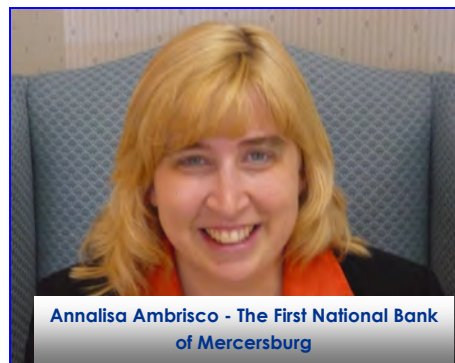
TACC Board Reorganizes Welcomes New Members

The Tuscarora Area Chamber of Commerce Board of Directors met Friday January 10, 2014 to start the year and welcome new members. TACC's 2014 leadership is; Chair Tammy Oberholzer, Mercersburg Borough Manager, Vice Chair John Flannery owner Flannery's Tavern and the Irwin Center, Treasurer Travis Hall General Manager Alliance Elevator, and Secretary Judy Boyd of White-tail Resort.

The 12 person board welcomed Annalisa Ambrisco of The First National Bank of Mercersburg and Dana Kaiser of F&M Trust to their first meeting. Chamber board members are elected to 3 years terms and may serve 3 consecutive 3 year terms (9 years) before retiring.



Dana Kaiser - F&M Trust



Annalisa Ambrisco - The First National Bank of Mercersburg

Upcoming Events

Ribbon Cuttings!

Mooney & Associates

Attorneys at Law

15 North Main Street Mercersburg

Thursday, January 23rd 4pm

The Historical Mansion House

Thursday, February 6th 4pm

2 South Main Street Mercersburg

RSVP 328-5827 or in-fo@tachamber.org

**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

Tammy Oberholzer
Borough of Mercersburg

Vice-Chair

John Flannery
Flannery's Tavern of the Square

Treasurer

Travis Hall
Alliance Elevator

Secretary

Judy Boyd
Whitetail Resort

Board Members

Barb Danowski
Fast Ink

Elizabeth George, MD
Summit Health

Dwayne Johnson
St. Thomas Development

Gloria Pine
Buchanan Lioness

Debbie Rutherford
Mercersburg Academy

Chris Shelley
Tuscarora School District

Dana Kaiser
F&M Trust

Annalisa Ambrisco
The First National Bank of Mercersburg

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 2014 Renewing Members,

Thank you for continuing your support as a member of the Tuscarora Area Chamber of Commerce. Enclosed is your "**Chamber Approved 2014**" Membership Sticker. **All 2014 members** will be part of our "Chamber Approved" promotion in 2014 at **no extra cost/FREE**. Our publications, website, and advertisements will promote you with the stamp "chamber approved". We will be adding more member only benefits to this promotion soon. In the meantime we are busy working for you!

Business and Community Events – The Chamber sponsors monthly events, such as lunches, breakfasts, seminars, open houses, ribbon cutting and more for local businesses to meet, learn from, and support each other. In 2013 we launched Springfest, a May festival like our fall Townfest to bring people to Mercersburg. It was a hit, and we will be making it an annual event. We hope you will join us for all of these upcoming events;

- **Thursday 4pm January 23rd Mooney & Associates Ribbon Cutting 15 N. Main St. Mercersburg**
- **Thursday 4pm February 6th The Historical Mansion House Ribbon Cutting 2 S. Main St. Mercersburg**
- **Wednesday February 19th Noon-1pm Chamber Luncheon w/Tuscarora School District to discuss "State of TSD and Possible Tax Increase" American Legion 100 Keefer Dr. Mercersburg**

Affordable Health & Liability Insurance & Electricity Purchasing – Long standing and successful partnerships with PCI, Chamber +, and APPI have made a difference. Through these special programs, members get very competitive rates and coverage. Information is available on www.tachamber.org or call 328-5827 to find out more.

An Ear On Regional, State and Federal Business Matters, and a Voice – The Tuscarora Area Chamber is a member of The Pennsylvania Chamber of Business and Industry, The Franklin County Area Development Corporation, Franklin County Visitors Bureau, Franklin County Industrial Development Authority, Tuscarora Area Development Association, and Franklin County Government Affairs Committee, which enables us to keep member businesses informed of regional, state, and national business issues and gives the Tuscarora region a voice in these matters.

- **Creating relationships with our region's new State Representatives' and State Senator.**
- **Working at a County level for our tourism partners to make the FC Visitor's Bureau a stronger organization**

A Convenient Way for You to Strengthen Your Business Community – Do any of us have time, individually, to focus on the overall health and well-being of the Tuscarora regional business environment, as important as we all know it is to our businesses? Engage the Tuscarora Area Chamber to do your fair share in strengthening our business community.

Should you have questions, I would welcome your call at 328-5827 or email mgordon@tachamber.org.

Sincerely,

Mary-Anne Gordon

Executive Director TACC

WELCOME NEW MEMBERS

Pachallina

13 South Main St.

Mercersburg, PA 17236

717-382-8137

sarah@longacresalpaca.com

www.facebook.com/pages/Long-Acres-Alpaca-Farm/158699894158867

Retail

Four Dogs Vintage Creations

15 North Main St.

Mercersburg, PA 17236

717-328-3333

dariaroyer@gmail.com

www.facebook.com/fourdogvintagecreations

Retail

Alpine Engraving & Embroidery

13839 McIntosh Cir.
Clear Spring, MD 21722

301-842-3614

dariaroyer@gmail.com

info@alpine3.com

www.alpine3.com

Retail

Ocker & Associates, PC

4148 Lincoln Way East
Fayetteville, PA 17222

717-352-3737

Fax: 717-352-8636 info@ockeraccounting.com

www.ockeraccounting.com

Accountant

Mercersburg Mansion House

2 South Main St.

Mercersburg, PA 17236

717-498-0186

historicismansionhouse@gmail.com

<http://www.MercersburgMansionHouse.com>

Restaurant, Tavern, Entertainment & Recreation

Merrill Lynch ~ Kristian Frank

4755 Rumler Road

Chambersburg, PA 17201

717-262-4220

Fax: 717-773-4435

kristian_frank@ml.com

http://www.wealthmanagement.ml.com/wm/system/ViewFAPage.aspx?pageurl=Kristian_Frank

Investments





TACC Chair Tammy Oberholzer presents retiring TACC board member of 5 years, Melanie Gordon a plaque in appreciation of her service at the December 12, 2013 Annual TACC Breakfast.

We earned the seal of approval. Member of the
CHAMBER OF COMMERCE
University of Maryland System, The City of Annapolis

Now we'd like yours.

"The technology used by APPI Energy forces the suppliers to compete for our business. Their process was seamless and required minimal time commitment and no upfront cost. Not only did they negotiate our first contract, we have just signed a renewal agreement with their help."

Bob Zentz - Fellowship Communities

Contact the trusted energy experts at
800-520-6685 or
info@appienergy.com.

APPI




The staff and board of OSI ~ Occupational Services Inc of Chambersburg thanks the St. Thomas Ruritan Club for donating funds for a Saw Stop Table Saw. This machine will make OSI's operation more efficient and safe.



Tuscarora School District
100 West Seminary St.
Mercersburg PA 17236

January 10, 2014

TO: Tuscarora Area Businesses & Organizations

FR: Tuscarora School Board of Directors

RE: Education Update/Forum for the Business Community

**Wednesday February 19, 2014 American Legion 100 Keefer Dr. Mercersburg,
RSVP required to 328-5827 or mgordon@tachamber.org \$10 per person for lunch.**

Dear Business & Community Leaders,

In order to be transparent and forthcoming with the community, the Tuscarora School Board of Directors are holding a series of events across the district, in order to provide updates on district happenings and concerns, and allow for an open forum for discussion. We are beginning this endeavor at the end of January with a town-hall style meeting at the James Buchanan High School, and continuing with two more after that. These meetings will focus on a variety of topics, including Keystone Exams, graduation requirements, literacy, and our Science, Technology, Engineering, and Mathematics (STEM) program. In addition to that, at our January meeting we will be giving an update on the district's financial status, and the issues we are facing over the next few years. This is a direct result of our increasing contribution rates into the Public School Employees' Retirement System (PSERS), and rising healthcare costs (which we are sure you are all dealing with yourselves). The district has invited Governor Tom Corbett, Lt. Governor Jim Cawley, State Senators Alloway and Eichelberger, and State Representatives Rock and Harris.

After conversations with Mary-Anne Gordon, Executive Director of the Tuscarora Area Chamber of Commerce, the board leadership believed it was appropriate to engage in a separate forum with the business community, in order to answer your questions and concerns. We realize the busy and complicated schedules of our business and community leaders, and want to accommodate them. The chamber has been gracious enough to host this event, and act as somewhat of a moderator. Several members of the school board and members of the administrative team will be in attendance. We will begin with a short introduction of those individuals, followed by a brief presentation by the district's Business Manager, Eric Holtzman. This presentation will paint a picture of the district's financial outlay currently, and over the next few years. This will be followed by a few brief remarks from board/administration members, and end with a question and answer session from those in attendance. The board would greatly appreciate your participation, and wants to hear your concerns, ideas, and solutions. Our hope is to give you an update on where things stand, and help to facilitate a meaningful discussion on what needs to be accomplished. At the end of the day, we seek to provide the best possible instruction for our students, and prepare them for both career and college readiness.

Thanks to the Tuscarora Area Chamber of Commerce staff and board for hosting this event Wednesday February 19th 12pm at the American Legion, 100 Keefer Dr. Mercersburg. We look forward to our continued partnership.

Sincerely,

Tuscarora School Board of Directors

Charles A Prijatelj, Ed.D
Superintendent
voice 717.328.3127

Eric R Holtzman
Business Manager
fax 717.328.9316

■ Loretta A Martin
Board Secretary
www.tus.k12.pa.us

Leadership Made **E.A.S.Y.**® eZine: *How Comfortable Is Your Leadership?*



- When was the last time you had a true belly laugh with your team?
- Does the thought of having lunch with your team -- with no agenda or brown bag lunch topic planned -- make you nervous?
- When was the last time your team gave you honest feedback -- to your face -- because you *want* to hear from them?

If you wish I'd stop asking such annoying questions, your leadership style probably isn't very...*how can I say this diplomatically...*comfortable. It's probably a bit distant, autocratic, and intimidating.

I was talking with a senior manager last week about several cultural issues his organization is facing. As we reviewed the results of a leadership 360 assessment his team had completed, he became defensive. When I asked how comfortable he would be in simply pulling his team together to talk with them about the assessment and some of the various comments they'd provided, he said he wouldn't. *I don't just "talk" with my team for "no purpose". I don't have time that kind of time. We don't have the type of relationship where we just talk about ourselves. When we talk, we talk about our customers, projects, and important things like that. We don't just talk for the sake of talking.* Yowza...

To share a different perspective, a few weeks ago, I worked with a newly forming senior team in Canada. After the initial planned sessions to clarify the goals and focus of the team, information and exercises to get to know the individual team members better, etc., the Vice President had arranged for the entire team to have a casual dinner together and play Whirlyball ... just to get to know each other a bit better. It was a fun, as well as a terribly interesting evening to see how quickly the relationships of this newly forming team developed over the course of five hours. The team members were teasing, challenging, and either teaming up with or battling against the vice president comfortably. He was completely comfortable in letting the team members get to see him at his most competitive and sometimes -- at his less-than-best. They went from being unsure and professionally polite that morning, to being a much more cohesive, comfortable team by that evening.

So what causes the difference in these two leaders? From my perspective, it's a base willingness to be uncomfortable and less than perfect at times, so your team can be comfortable with you. It's being willing to show your team members you actually like them and want them to like working with you. Your title and position are already intimidating to some, so why keep the intimidation factor ratcheted up by acting as if they irritate you? *Besides, if they are that irritating, why are they still working with you?* However, if you do like your team members, why aren't you comfortable showing it? What archaic vision of leadership are you trying to project? Whatever it is, it's not working. If you can't laugh with your team fairly regularly, something is seriously wrong with the relationship or the work you're doing. If you can't enjoy a relaxing lunch with your team and just talk about non-work-related things, something is seriously wrong with the relationship or the work you're doing. And if your team can not comfortably share their needs, concerns and suggestions with you on how you can be a better leader to help them, again something is wrong with the relationship or the work you're doing. They're not comfortable with you because you're not comfortable with your own leadership.

So if you want to become a more effective leader, identify ways to become more...comfortable. Your team will appreciate it, you'll become more productive, and you'll have a lot more fun in the process.

TUSCARORA AREA CHAMBER OF COMMERCE

ANNUAL AWARDS DINNER

SPONSORSHIP OPPORTUNITIES

Tuesday April 1, 2014

Silent Auction, Business to Business Expo 5:00-6:30pm

Dinner, Speakers & Awards 6:30-8:30pm

American Legion, 100 Keefer Dr., Mercersburg

2014 Sponsorship Opportunities

Award Sponsor \$100 20 available	1 ticket to the event (a \$25 value), special mention in all publicity prior to, at and following the event and on our web site.
Award Sponsor & Business Expo Exhibitor \$150 10 available	1 ticket to the event (a \$25 value), a table at the business expo that you can customize*, special mention in all publicity prior to, at and following the event and on our web site. *details to be announced

Sponsorship Commitment

Sign up for: Price

Award Sponsor \$100.00

Award & Expo Sponsor \$150.00

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

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 15, 2014

RETURN BY MAIL TO:

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

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 15, 2014

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 15, 2014

RETURN BY MAIL TO:

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

Advertising Opportunities
2014 Tuscarora Business Directory
More than 1500 given away in 6 months in 2013!



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 2013

Business: _____

Address: _____

Contact Person: _____

E-mail: _____

Phone: _____

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