



# Chamber News

July/August 2007

## Mercersburg Area Chamber of Commerce

21C North Main Street • Mercersburg, PA 17236 • Phone: 717-328-5827  
Email: mercersburgchamber@embargmail.com • Website: www.mercersburg.org

### Welcome New Members



Adams County National  
Bank, Chambersburg  
Loan Office

Advanced Recycling  
Technology  
Incorporated

Bill & Norma Gaunt

James Buchanan Hotel  
Pub & Restaurant

OK Associates, Inc.

*Get to know them in  
"Spotlight on New Members"  
Page 5*

Looking for a way to market  
your business?

- Mixer?
- Open House?
- Event Sponsorship?
- Breakfast or Lunch Social?
- Seminar?
- Advertising?

Contact Mary-Anne at  
the Chamber for  
more details.  
328-5827

### New Mercersburg Area Chamber of Commerce Director

*"I am certainly not one of those who need to be prodded. In fact, I am the prod." - Sir Winston Churchill*

It is our pleasure to announce the appointment of Mary-Anne Gordon as Executive Director of the Mercersburg Area Chamber of Commerce. With over 11 years in the marketing, promotions, account management and sales industry, Mary-Anne brings a wealth of experience to the position.

Mary-Anne first visited the Mercersburg Area in 1997 and fell in love with it immediately. In November 2000 she and her family (husband - Don, son - Stephen) moved from RI and bought a home in Peters Township. With a husband employed at SAIC in Letterkenny and a son attending James Buchanan High School she has built firm roots not just in Mercersburg but Franklin County.

Mary-Anne's goal is growth of the Chamber - in terms of numbers and vitality. She will be contacting the membership to schedule a time to meet and see how MACC can help you business, if you would like to be proactive and contact her to schedule this meeting please call 328-5827 or mercersburgchamber@embargmail.com.



### Home Town Proud!

*Show YOUR Home Town Pride for Mercersburg*

On Thursday, August 30th, NBC25 will spotlight Mercersburg PA Live on their News at Six! The show will open with a Town Profile followed by a History Segment, A Business-Economy Profile, Key sponsor Profile, Personality Profile, First Weather with Lou Scally and Sports. In each featuring segment, the Sponsoring Business will be announced "Live" as the Presenting Sponsor for the segment. In addition, Your Business will receive a full screen graphic displaying your company logo. Two of the five Presenting sponsors are available (yes, two Mercersburg businesses have already reserved a spot!) at a cost of \$500. The KEY Sponsorship has been taken by the Franklin County Visitor's Bureau and will get a 90-120 second feature profile during the LIVE newscast! Call Paula Keser at 240-527-2458 today or email: paulak@nbc25.com Remember, without sponsors NBC25 will not visit Mercersburg.

### Upcoming Events

**Mercersburg Townfest**  
Saturday September 29, 2007

**Conococheague Institute  
Mixer**  
October 3, 2007

**Harvest Farm Festival  
& Cow Plop Bingo**  
Saturday October 6, 2007

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Mercersburg Area Chamber of Commerce  
Membership 2007

APX Enclosures, Inc.  
Adams County National Bank  
Advanced Recycling Technology, In.  
Advantage Realty  
Allegheny Computer  
Auto Sales Unlimited, Inc.  
B-Reseated Chair Weaving  
B & J Liberty  
BDR, LLC  
E.C. Barnes, Inc.  
J. Edward Beck Construction Co, Inc.  
Bell Insurance  
Betina's Breise Boutique  
Borough of Mercersburg  
Borough View Farm  
Brake Concrete, Inc.  
Briar Patch Primitives  
Bricker Electrical Service  
Buchanan Lioness Club  
Buck Valley Ranch, LLC  
C & T Machining, Inc  
CK Enterprises  
The Capitol Theatre Center  
Centre Publications  
Chambersburg Dental Associates, Ltd.  
Choice Collision Center  
Chris' Titles & Tags  
Coffin's Heartstreams Bed & Breakfast  
Commonwealth Financial Group, Inc.  
Conococheague Institute  
Cove Valley Christian Youth Camp  
Curves of Mercersburg  
D.J. Repair Center  
D.L. Martin Company  
Dale's Tire & Auto Repair  
Days Gone Bye  
Embarq  
F.C.A.D.C.  
Farmers & Merchants Trust Company  
Fast Ink Apparel  
Fidelity Bank  
First National Bank of Greencastle  
First National Bank of Mercersburg  
First United Daycare  
Flannery's Tavern On The Square  
Flower Basket & Gift Box  
Foot of the Mountain Restaurant  
Foremost Industries, Inc.  
Fort Loudon Historical Society  
Fox's Jus-Em-Tyme Bed & Breakfast  
Franklin County Commissioners  
Franklin County Visitors Bureau  
Fulton County Medical Center  
Bill & Norma Gaunt  
H.R. Cordell Sons  
Hagerstown-Washington County  
Convention & Visitors Bureau  
Harry Lackhove Post # 517, American  
Legion  
Bob Hoffman Chevrolet-Buick-  
Oldsmobile, Inc.  
Innisfree Performance Group, Inc.  
J.C. Interior Design

J.S. Hairstylists  
James Buchanan Hotel Pub & Restaurant, Inc.  
Jane's Market  
John H. Bricker Welding  
Just Woods Industries, Inc.  
KDB Accounting Associates, Inc.  
Keystone Country Store  
Keystone Orthopedic PT, LLC  
Vicki Kieffer  
Kingsland Drill International, Inc.  
L & S Fireplace Shoppe  
Lake Insurance, Inc.  
Legg Mason  
Lininger-Fries Funeral Home, Inc.  
Long Acres Alpaca Farm  
Loudon Industries, Inc.  
Loyal Order of the Moose  
Mercersburg Lodge #1790  
Lytle Transportation  
M & M Laundry, LLC  
M & T Bank  
M.T.S. Tax Service, Inc.  
Magisterial District Court 39-3-06  
Main Street Pizza & Café  
Martin Millwork, Inc.  
McDonalds  
McFadden's Willow Gold  
Bed & Breakfast  
Mercer-Vu Farms, Inc.  
Mercersburg Academy  
Mercersburg Area Community Band  
Mercersburg Area Community Chorus  
Mercersburg Auto Parts, Inc.  
Mercersburg Builders' Supply  
Company, Inc.  
Mercersburg Family Chiropractic Center  
Mercersburg Family Medicine  
Mercersburg Hair Studio  
Mercersburg Inn  
Mercersburg Journal  
Mercersburg Lions Club  
Mercersburg Printing  
Mercersburg Veterinary Clinic  
Metcalf's Garage  
Mid-Atlantic Protel  
Mike's Auto Sales & Service  
Milmar Plastics, Inc.  
Miss Dicey's School of Dance  
Modnur's Pharmacy, Inc.  
Mr. First Aid  
Mt. Parnell Fisheries, Inc.  
N.E. Diffenderfer, Inc.  
Fred B. Nair T.V. & Appliance Sales  
OK Associates, Inc.  
PB Services, Inc. Real Estate  
PCI Insurance, Inc.  
Path Valley Family Restaurant  
Paylor's Powertrain  
Carl D. Pedersen, D.D.S., P.C.  
Penn State Mont Alto -  
Continuing Education  
Pennsylvania Opry/Star Theatre  
Pennsylvania State Representative

Todd A. Rock  
Philips Flower & Gift Shop  
The Phillips Group  
Plasterer's Florist and Greenhouses  
Porter Business Development Group  
RE/MAX Associates Realty  
RE/MAX Realty Agency, Inc.  
Roaring Spring Water  
Rockwell Construction Company, Inc.  
Rohart Farms  
Romeo's Pizza  
Rotary Club of Mercersburg  
Rotz & Stonesifer, P.C  
Rue's Food & Spirit  
Ryan's Computer Consulting Services  
Saigee B's Bakery-Café, LLC  
Saunders Park  
Schlichter Financial Services  
Scotland Road Market, Inc.  
Smith's Implements, Inc.  
Snider's Jewelers/Wildlife Den/  
TY-CO Coins  
Spirit Washers, Inc.  
Squire Smith Inn  
St. Johns Evangelical Lutheran Church  
St. Thomas Flatbed, LLC  
Michael A. Starr Insurance, Inc.  
State Farm Insurance Companies  
The Steiger House Bed & Breakfast  
Steiger, Steiger & Meyers, Attorneys  
Betty Stenger  
Step by Step Dance Studio  
Stoner's Hijos Hill, Inc.  
Charles L. Strausbaugh, CPA, P.C.  
Strickler Agency, Inc.  
Subway /ThomCoy Enterprises, Inc.  
Summit Health  
Tidy Glo Commercial Cleaning  
Town Square Eatery  
Trinity United Church of Christ  
Tuscarora Family Practice  
Tuscarora School District  
Tuscarora Wildlife Education  
Project/TWEP, Charles T. Brightbill  
Environmental Center  
Veterans of Foreign Wars/  
Clarence Armstrong Post #6241  
Yellow Book USA  
Whitetail Golf Resort  
Whitetail Mountain Resort



# NEWS.....

## Letterkenny Business Opportunity Showcase

The 2nd annual Showcase was held May 30-31, and it exceeded expectations. Four-star general Benjamin Griffin, Commander Army Material Commander was the noted dignitary; in addition, Congressman Bill Shuster, Major General James Pillsbury and DCED Executive Deputy Secretary John Blake were among the leaders in attendance. The purpose of the vents is to encourage and facilitate value added partnerships between LEAD and the private-sector contractors such as Lockheed-Martin, Raytheon, JLG, etc. The Showcase was underwritten by a grant from the PA Base Development Committee to the FCADC. Several contract announcements are expected as a result of the Showcase.

## Coudersport Job Fair

The FCADC, in cooperation with the Mercersburg, Greencastle-Antrim and Chambersburg Chamber of Commerce, traveled to Coudersport, Potter County to participate in a job fair. The purpose was to expose recently displaced workers at Adelphia Communications to job opportunities in Franklin County. More than 200 job seekers visited the six hour fair. Although it is too early to quantify the result, we are optimistic that several people will actively explore opportunities with local employers. The regional CareerLink servicing north-western PA has indicated that they expect to invite us back to Eerie in the Fall for a similar event. Eerie has experienced several major manufacturing closures and related downsizing.

## Ground Breaking



Senator Terry Punt and the Franklin County Commissioners today broke ground for the Agricultural Heritage Center being constructed on the historic "county farm" on Franklin Farm Lane.

Funds for the center were raised from both private and public sources, including a \$600,000 grant obtained by Senator Punt. "This complex will bring together all the agriculture related services and provide a one-stop shop for our farmers and for the public seeking information and assistance," stated Commissioner Chairman Warren Elliott.

Also part of the ceremony were Ernie Tarner, Executive Director of the Franklin County Conservation District and Robert

Kessler, Franklin County Extension Agent. FCCD will be housed in the new building and the FCCD Board of Directors contributed funds to its construction. "Our services are growing each year and this new building is sorely needed so that we can continue to encourage good farming practices and to assist farmers with their conservation efforts," commented Tarner.

The Penn State Agricultural Extension offices will have new meeting and food preparation space in the new building. "We welcome this new space so that we can continue our programming for the youth of the community and our educational services to families and farmers," stated Kessler. The Extension Board of Directors engaged in fund raising activities to also contribute to this construction.

"We thank the multiple partners who came together to meet this ever growing need for ag services," continued Elliott. "Government can not do it alone - we need this kind of commitment from our citizens and from the Commonwealth to enhance our local services and support our number one industry - agriculture. Thanks to all who contributed their time and their money to this building. It will serve the county for many years to come and we are proud to continue to support our heritage through efforts of this nature."

## FCVB Unveils Billboard and Launches Website



On June 7th at Norlo Park in Fayetteville, 75 partners of Franklin County tourism gathered to see Senator Terry Punt and Franklin County Commissioners Warren Elliot, Cheryl Plummer and Bob Thomas unveil a billboard along RT 30 to announce the new website of the Franklin County Visitor Bureau; [www.explorefranklincountypa.com](http://www.explorefranklincountypa.com).

Visitors to the website will see the question. "So what is there to do in Franklin County." By viewing the sections of Do, Dine and Stay - browsers will answer that question. The site will add new photos, stories about the area and events, downloadable driving tours and pod casts on a regular basis. Please visit this site and make sure your business is listed properly with a website link. Feel free to contact the chamber with any questions.

Pictured left to right are: John Hart, Ernie Tarner, Mike Seilhamer, Senator Terry Punt, Commissioner G. Warren Elliott, Robert Kessler, Commissioner Cheryl Plummer and Commissioner Robert Thomas.

# TOP 10 REASONS TO JOIN MERCERSBURG AREA CHAMBER OF COMMERCE

## **#10 - PROMOTING YOUR BUSINESS**

Chamber members are given the opportunity to market their businesses through various sponsorship and advertising opportunities, such as: Annual Breakfast, Annual Dinner, mixers, Townfest, seminars, meetings, Mercersburg Area Map and many more. Included in membership;

- Listing in the Chamber News a bi-monthly newsletter, Spotlight on New Members.
- Listing on the Chamber's website [www.mercersburg.org](http://www.mercersburg.org); name, address, phone & Web address.
- Display brochures in Chamber brochure rack.
- Ribbon Cutting & Groundbreaking ceremonies compliments of the Chamber.
- Link from the Chamber's Web site to your Web site.
- Listing in the Annual Chamber Business Directory

## **#9 - BUSINESS REFERRALS**

As a Chamber, we are loyal to our members- referring only our members and doing business with members only. We act as a referral for our membership, always loyally referring our members in the business category requested.

## **#8 - NETWORKING OPPORTUNITIES**

Get to know Mercersburg Area Chamber members and community leaders - build business relationships, learn something new and maybe even have a little fun at Chamber networking events such as mixers, ribbon-cuttings, open houses and other special events.

## **#7 - REFERENCE MATERIAL/PUBLICATIONS**

The Chamber offers a multitude of reference materials for members to use, including historical publications, telephone directories; a community calendar, Industry and Demographic Guide and much more!

## **#6 - SMALL BUSINESS SUPPORT**

More than 80% of the Chamber Membership is comprised of small businesses (100 employees or fewer). The Chamber works to take care of small business through the Small Business Association, FCADC and much more!

## **#5 - TOURISM**

As a board member of Franklin County Visitor's Bureau, there are many opportunities for the Chamber and our members to work with the FCVB to promote tourism.

## **#4 - AFFORDABLE EMPLOYEE HEALTH COVERAGE**

Our Chamber has partnered with PCI Insurance, Inc. to provide Small Business Employee Benefit Solutions with very competitive Blue Shield health insurance coverage. A representative of PCI visits the Chamber office on a regular basis to meet with interested members.

## **#3 - GOVERNMENTAL AFFAIRS**

Staff and Board members attend the Franklin County Council of Chamber's Franklin County Government Affairs Committee meetings. Keeping abreast of issues that could impact our membership.

## **#2 - ECONOMIC DEVELOPMENT**

Our Chamber is a board member of Franklin County Industrial Development Authority and Franklin County Area Development Corporation. Meetings are held on a regular basis.



## **#1 - COMMUNITY INVESTMENT**

Just as the Chamber is important to our community, YOU are important to the Chamber. Your investment in the Chamber means an investment in our community.

# SPOTLIGHT ON NEW MEMBERS

## Adams County National Bank

**Here to Serve You.**



**Tracy A. Thomas**  
Retail Loan Officer, C.M.P.  
Chambersburg Loan Office  
Office 717.830.0332  
1126 Kennebec Drive, Chambersburg

[www.acnb.com](http://www.acnb.com)  
tathomas@acnb.com

Monday - Friday 9:00 a.m. to 4:00 p.m.  
Additional hours available by appointment.

Tracy A. Thomas, a life long resident of Mercersburg, has joined Adams County National Bank as a Retail Loan Officer. She provides financing solutions for consumers looking to buy or build a home, as well as home improvements, auto purchase, higher education costs, or debt consolidation.

## Advanced Recycling Technology Inc.



1080 Opportunity Ave.  
Chambersburg, PA 17201  
1-717-262-4383

[www.advancedrecyclingtechnology.com](http://www.advancedrecyclingtechnology.com)  
Contact - Lisa Hackmann  
lhackmann@advancedrecyclingtechnology.com

Are you storing old computers and equipment because you don't know how to get rid of it? A.R.T.I. offers solutions for most of you electronic equipment disposal needs. With total hard disk destruction as well as information destruction you can be assured your hard drive is safe. A.R.T.I.'s services are free when items are dropped off at their facility and they can arrange pick up of items for a fee., serving individual to corporate needs. As a member of the BASEL network, they are prohibited exporting goods 3rd world countries. All components of electronics are recycled and will NEVER end up in a landfill.

## Bill & Norma Gaunt

Associate Members  
Mercersburg, PA

## James Buchanan Hotel Pub & Restaurant



Owners John & Deniz Celestin  
15 N. Main St  
Mercersburg, PA 17236  
717-328-3008

[www.jamesbuchananhotel.com](http://www.jamesbuchananhotel.com)  
info@jamesbuchananhotel.com

Featuring Authentic New Orleans  
& European Cuisine

### SERVING HOURS:

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Dinner: Tue.-Thu. — 5pm-9pm  
Fri.-Sat. 5pm-10pm  
Brunch: Sun. — 11am-3pm • Closed Monday

Take out available.

## OK Associates, Inc., publishers of Bonus Book®

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Fayetteville, PA 17222  
1-800-338-9462  
[www.bonusbook.com](http://www.bonusbook.com)



For the past 33 years Bonus Book® has given participating merchants a way of expanding their customer base without any charge to them whatsoever. Bonus Book® has also given the consumer a great way to save money and have fun, as well as, the non-profit community a great way of earning funds. The 2008 Edition can be purchased at Montgomery and Mercersburg Elementary Schools 10/2007.

## **In Brief.... from the desk of Shawn D. Meyers, Esquire**

### **NOTICE**

**The advice set forth below is merely a summation of legal principles that apply to business and individual transactions. It is offered by the writer as a reference source and commentary for subscribers of the Mercersburg Area Chamber of Commerce Newsletter. Each individual should consult with an attorney to obtain legal advice and should not act in reliance upon the information set forth hereafter.**

### **SO YOU WANT TO USE A TELEMARKETER?**

I am sure that many merchants been solicited by telemarketers or companies offering to sell the merchant's products using telemarketing services. If you are considering using a telemarketing company to expand your sales or want to know what remedies you may have besides the common "do not call lists" consider the following information:

Pennsylvania has adopted the "Telemarketer Registration Act" in Chapter 40 of title 73 of the Trade and Commerce Code. Under the act, all telemarketing companies or anyone who telemarkets goods and services must register with the Pennsylvania Attorney general's office at least 30 days prior to the date the telemarketer first makes a telephone solicitation call to anyone within the Commonwealth of Pennsylvania. Failure to do so is a misdeemeanor of the second degree.

In addition, each telemarketing company or telemarketer must post a surety bond in the amount of \$50,000.00 to provide indemnification to anyone who suffers a loss as a result of fraud or misrepresentation of a telemarketer which is a violation of the "Unfair Trade Practices and Consumer Protection Law."

So if you are considering using a telemarketing firm to increase your business or are faced with unwanted telemarketing calls be sure to make an inquiry as to whether or not the company has registered with the Pennsylvania State Attorney general's office and posted the necessary bond. If not, you want to avoid contracting with those companies and may want to report the company to the Office of the Pennsylvania Attorney General's Office. Telemarketers are prohibited from the following acts:

- (1) Conducting telemarketing after 9 p.m. or before 8 am.
- (2) Initiating an outbound telephone call to a person when that person previously has stated that he or she does not wish to receive an outbound telephone call made by or on behalf of the seller whose goods or services are being offered. A seller or telemarketer will not be liable for violating the provisions of this paragraph if: (i) he has established and implemented written procedures to comply with this paragraph; (ii) he has trained his personnel in the procedures; (iii) the seller or the telemarketer acting on behalf of the seller has maintained and recorded lists of persons who may not be contacted; and (iv) any subsequent call is the result of error.
- (3) Obtaining or submitting for payment a check, draft or other form of negotiable paper drawn on a person's checking, savings, share or similar account without the person's express verifiable authorization. Such authorization shall be deemed verifiable if any of the following means are employed: (i) Express written authorization by the customer, which may include the customer's signature on the negotiable instrument. (ii) Express oral authorization which is tape recorded and made available upon request to the customer's bank and customer and which evidences clearly both the customer's authorization of payment for the goods and services that are the subject of the sales offer and the customer's receipt of all of the following information: (A) The date of the draft or drafts. (B) The amount of the draft or drafts. (C) The payer's name. (D) The number of draft payments, if more than one. (E) A telephone number for customer inquiry that is answered during normal business hours. (F) The date of the customer's oral authorization. (G) A statement that the transaction is one for which the customer may receive a full refund by returning undamaged and unused consumer goods within ten days after receiving them or by sending a cancellation of service notice to the telemarketer or telemarketing business within five days after the transaction and that a refund shall be processed within 30 days after receiving the returned goods or cancellation from the customer. The statement required by this clause need not be provided to the consumer orally by telephone if it is provided in writing with advertising, promotional material or with delivery of the goods or services. A seller who discloses in writing that a sale is made or provided "SATISFACTION GUARANTEED," with "FREE INSPECTION" or "NO RISK GUARANTEE" with similar words or phrases shall be deemed to meet the requirements of the review and return for refund policy set forth in this clause. (iii) Written confirmation of the transaction, sent to the customer prior to submission for payment of the customer's check, draft or other form of negotiable paper, which includes: (A) all of the information contained in subparagraph (ii); and (B) the procedures by which the customer can obtain a cancellation of the transaction from the seller or telemarketer in the event that confirmation is inaccurate.
- (4) Requesting or receiving payment of any fee or consideration from a person for goods or services represented to recover or otherwise assist in the return of money or any other item of value paid for by or promised to that person in a previous telemarketing transaction until seven business days after such money or other item is delivered to that person. This provision shall not apply to goods or services provided to a person by a licensed attorney.
- (5) Failing to disclose promptly to any consumer during the initial telephone contact the purpose of the call, the name of the telemarketer or telemarketing business and what the telemarketer or telemarketing business is selling.
- (6) In the case of prize promotions, failing to provide the odds of winning, advising that no purchase or payment is necessary to win and identifying restrictions or conditions on obtaining a prize. In any prize promotion, if the odds are not calculable in advance, the factors used in calculating the odds must be disclosed. The no-purchase/no-payment method of participating in the prize promotion with either instructions on how to participate or an address or local or toll-free telephone number to which customers may write or call for information on how to participate shall be provided. All material costs or conditions to receive or redeem a prize that is the subject of the prize promotion must also be provided. Disclosure under this paragraph must be made prior to the customer's payment for the goods or services offered.
- (7) Failing to reduce any sale of goods or services made during a telemarketing call to a written contract and obtaining the consumer's signature on the written contract, except as provided in subsection (d).
- (8) Failing to end a telemarketing solicitation call when the consumer indicates he wants to end the call.
- (9) Engaging in any deceptive or abusive telemarketing acts or practices in violation of 16 CFR 310 (relating to telemarketing sales rule).

So be sure to check on the status of telemarketers with the State Attorney General's Office at **1-800-441-2555**.

**Office of Attorney General  
Bureau of Consumer Protection  
14th Floor, Strawberry Square  
Harrisburg, PA 17120**

**Shawn D. Meyers, Esquire, Steiger, Steiger & Meyers, 120 N. Main St. Mercersburg, PA 17236 (717).328.3525**

# MEMBERS IN THE NEWS

## CONOCOCHEAQUE INSTITUTE



Cemetery Restoration Continues

The last weekend of April saw a busy crew at work again in the Wolffe, Butterbaugh, Secrist cemetery along Bain Road here in Mercersburg. Leighton Wolffe of MA, Jim & Linda Williams of MI, John & Loretta Wolffe of NY and Dick & Jerry Secrist of Mercersburg worked at installing a split rail fence around the perimeter of the cemetery as well as uncovering a few more headstones and leveling out the ground a bit. Over the years the brush and trees grew in all over everything and the groundhogs moved in and reshaped the terrain. Sunday was a spectacular spring day and that group was joined by C.I. member John Buchanan and me as well as my granddaughter Lauren & friend Mike and my daughter Tina and fiancé Bryan all four of whom are from Carlisle, PA.

## MISS DICEY'S SCHOOL OF DANCE

Over 150 performers from Miss Dickey's School of Dance performed for over 1,000 people in two days in their second dance production on June 1<sup>st</sup> and 2<sup>nd</sup> at James Buchanan High-School. This year they took the audience through the glamorous world of Entertainment as we explored some of our favorite TV shows and movies from the past and present. Thank you to all who attended and/or supported our production in some way. We appreciate all the help we received.

As this year comes to a close, there is little time to rest over the summer. Miss Dickey and future instructor Kiana Davies will be attending school in Las Vegas offered by Dance Educators of America, who has lead the industry in dance instructor education for 65 years. We are also excited about getting the wheels in motion for a new dance studio. Currently we are exploring several land opportunities in Mercersburg that will house the new location of Miss Dickey's School of Dance. Hopefully a purchase will be made over the summer and we can begin plans for constructing the new building right away. The new studio will house two dance rooms to help us schedule more classes, a dance supply store, a show construction area, large changing room, a large waiting room and much more. We are hopeful to open the new studio in September 2008.

2007/2008 Fall Registration is scheduled on July 13 from 5:00p.m.-8:00p.m. and July 14 from 11:00a.m.-1:00p.m. Please contact Dickey Higgins at 717-328-4295 or by email at [diceyhiggins@pa.net](mailto:diceyhiggins@pa.net) for information fall registration. You can also visit [www.missdiciary.com](http://www.missdiciary.com) for more information about our studio.

## EMBARQ

Celebrates 1 year as a Stand Alone Company

Local Company EMBARQ celebrated its first year as a stand-alone company on May 17<sup>th</sup>, according to Yvonne Butts-Mitchell, public affairs manager. EMBARQ is the fourth largest telecommunications company in the United States but has deep roots as the local telecommunications provider for Franklin County. EMBARQ has been publicly held since its inception May 17, 2006 and is listed as "EQ" on the New York Stock Exchange.

"This has been a tremendous year for EMABARQ," Butts-Mitchell noted. "This birthday bash is really all about celebrating a year of amazing innovation, strong financials and a renewed commitment to our communities and local events such as Merry Little Christmas in Mercersburg."

Dan Hesse, EMBARQ chairman and CEO, summarized the company's first 12 months by saying, "In one short year, EMBARQ has made unprecedented

strides in new products, customer service, and company performance. Getting here took the intense customer focus, enthusiasm and company pride of our nearly 20,000-employee work force. The team's accomplishments this year have positioned us well to be the first company our customers think of to help them stay connected."

## THE FIRST NATIONAL BANK OF GREENCASTLE



Contributes to the Welsh Barrens Cultural Center

June 1, 2007 - The First National Bank of Greencastle has contributed \$3,000 to the Conococheague Institute's Welsh Barrens Cultural Center at Rock Hill Farm.

The bank's donation is the second in a two-year bank pledge to the Institute. Last year, the Institute began its first major capital fund drive to finish the exterior restoration and adapt the interior of the historic log structure, according to Dr. Walter L. Powell, Institute executive director. The Institute purchased the Lurgan Township log home in 1998, saving it from demolition. Volunteers dismantled, moved and re-built it at the 18<sup>th</sup> century historical site.

"Our hope is to use the building for on-going educational programs with school children and as a cultural resource for the visitors who come to Rock Hill," Powell said. "We greatly appreciate the bank's support in this project." Amy Hissong, the bank's Mercersburg Community Office manager, recently toured the site with Powell, Institute advisory board member Gay Buchanan and president ex officio Dr. John C. Stauffer.

Pictured: Amy Hissong, center, Mercersburg Community Office Manager of The First National Bank of Greencastle, recently visited the site of the Welsh Barrens Cultural Center with Conococheague Institute advisory board member Gay Buchanan, executive director Dr. Walter L. Powell and board president ex officio Dr. John C. Stauffer.

## Announces Promotion

Recently promoted to Branch Manager of the Greencastle Office, longtime employee Sara J. Hollinshead will be responsible for meeting the financial service needs of the community and achieving office profitability. She will supervise the branch's Customer Service Department and assist in offering deposit services.



## Awards C.B. "Lee" Shank Music Scholarship



The First National Bank of Greencastle is pleased to award David Lee Stein with the C.B. "Lee" Shank Scholarship of Music. The First National Bank of Greencastle sponsors this music scholarship in memory of the late C. B. "Lee" Shank, former bank president and a gifted musician. "The First National Bank of Greencastle is dedicated to the betterment of the community and schools in its area," said Jeff Shank, CEO/President. "This scholarship is very special to us. We are honored to award it to a student as outstanding as David Stein."

## **The SBA offers free on-line training: A Small Business's Guide to Getting a Piece of the Federal Contracting Pie**

As a small business owner, have you ever wondered how you could market your product to the Federal Government, get a federal contract and be a part of the more than \$300 billion dollar federal marketplace?

While it's not necessarily easy, and success is not guaranteed, thousands of small businesses have been successful. In 2006, the federal government purchased more than \$110 billion dollars worth of goods and services from small businesses through prime and subcontracting procurements.

The SBA is offering a series of free inter-active, on-line seminars to help small businesses understand the procurement process. Those wishing to participate in the upcoming training sessions must register on line at [www.sba.gov/pa/phil](http://www.sba.gov/pa/phil) under the "What's New" section. Participants will receive an email with detailed instructions on how to join the online workshops. The workshops are scheduled for July 11th, July 18th and August 15th at 9 A.M.

Don't miss this opportunity to learn more about the SBA's 8(a) Business Development Program, Small Disadvantaged Business Program, and the Historically Underutilized Business Zone Program

All of SBA's contracting programs have one underlying goal: To level the playing field for small businesses, especially women, veteran, and minority-owned small businesses. By providing preferences to small businesses, these contracting programs to stimulate economic development and create jobs.

The SBA presently has more than 9,000 participating firms, ranging from janitorial services and engineering services to information technology. In 2006, SBA certified firms received \$9.6 billion in contract dollars.

Small business owners who prefer to receive training in person should attend one of our free informational sessions. The sessions are held on the 4<sup>th</sup> Thursday of every month at 9am in the Philadelphia District Office, 900 Market Street, 5<sup>th</sup> Floor, Philadelphia, Pa.

###

*The U. S. Small Business Administration's mission is to maintain and strengthen the nation's economy by aiding, counseling, assisting and protecting their interests of small businesses and by helping families and businesses recover from national disaster. For information on SBA's programs and services in Eastern Pennsylvania contact the Philadelphia District Office at 215-580-2722. You may also visit the Philadelphia District Office Web site at [www.sba.gov/pa/phil](http://www.sba.gov/pa/phil).*

# MEMBERS NEWS.....

## THE FIRST NATIONAL BANK OF MERCERSBURG



Announces Personnel for new Waynesboro Office

The management and staff of The First National Bank of Mercersburg are pleased to announce their Waynesboro Community Office will soon be open for business. It is located at 626 N. Grant Street (Route 316) in Waynesboro across from Allegheny Power.

Leading the Waynesboro office staff is Tissa D. Fulton, Sales Manager. Tissa will focus on creating mutually beneficial financial relationships, a role in which she has flourished over the last few years. She is able to discuss a wide range of options and find the right product to meet the needs of our Waynesboro friends and neighbors.

The Bank is also pleased to announce the addition of Louis H. Mulkey, Jr. to their rapidly growing company. As the Consumer Lender available at Waynesboro, Louis will play a key role in the development and success of this new office. Originally from western PA, Louis has spent the last several years developing a proven record of success as a lender, broker and financial consultant in Frederick County, MD.

Other members of the Waynesboro team will be Maria Myers, Office Manager, Aimee Bemisderfer and Cassidy Stull. According to President & CEO, Marelin K. Sites, "Their range of financial and customer service experience will make a solid leadership team to serve the Waynesboro community."

### FLANNERY'S TAVERN ON THE SQUARE

Remember to visit their website; [www.flannerystavernonthesquare.com](http://www.flannerystavernonthesquare.com).

### LONG ACRES ALPACA FARM

National Alpaca Farm Day--join us September 29 and 30 from 9am to 5pm. Open house at five area farms. Free raffle, demonstrations, talks, alpacas, merchandise, food. For info call 328.3937 or 491.0036.

### MERCERSBURG FINANCIAL CORPORATION

Announces 2nd Quarter Dividend

The Board of Directors of Mercersburg Financial Corporation (MFC) recently declared a second quarter regular dividend of \$.23 per share. Net income through May is \$755,925.00, which represents an increase of 20% when compared to last year. Return on Average Assets is 1.40% and Return on Equity is 13.92%.

According to Marelin K. Sites, President of the Corporation, "We are very proud of what we have been able to accomplish thus far in 2007. Our franchise is growing and we look forward to opening our 6<sup>th</sup> location in Waynesboro within the next 30 days."

The First National Bank of Mercersburg, the wholly-owned subsidiary of Mercersburg Financial Corporation, has been serving local communities for over 98 years with office locations in Mercersburg, Fort Loudon, Greencastle, and Chambersburg.

### MID-ATLANTIC PROTEL

Mid-Atlantic ProTel, your AT&T Authorized Retailer, has recently opened a new location in the Food Lion Shopping Center on Lincoln Way West in Chambersburg.

### THE ROTARY CLUB OF MERCERSBURG

The Rotary Club of Mercersburg has recently received several district awards for their service to the community. At the District 7350 conference, Mercersburg was given the Governor's Community Service Award recognizing our club as having the second highest achievement in service to our local community for small clubs. This award reflects the Rotary Club of Mercersburg's commitment to supporting Santa's Toy Box, The Dictionary Project, High School Scholarship and our financial support for MAYO and the playground program as well as our willingness to consider other worthwhile community projects. While the Rotary Club of Mercersburg has only 21 members, District 7350 is comprised of 45 clubs with over 2100 members. In addition, our club collected and shipped the second largest number of shoes in the district for the Shoes For Nicaragua Project. Thanks to the overwhelming support of the community we collected 437 pairs of shoes surpassing clubs much larger than ours.

The object of Rotary is to encourage and foster the ideal of service as a basis of worthy enterprise an, in particular, to encourage and foster:

**First.** The development of acquaintance as an opportunity for service;

**Second.** High ethical standards in business and professions, the recognition of the worthiness of all useful occupation, and dignifying of each Rotarian's occupation as an opportunity to serve society;

**Third.** The application of the ideal of service in each Rotarian's personal, business and community life;

**Fourth.** The advancement of international understanding, goodwill and peace through a world fellowship of business and professional persons united in the ideal of service.

The founding principals of Rotary International are best summed up in the FOUR-WAY TEST:

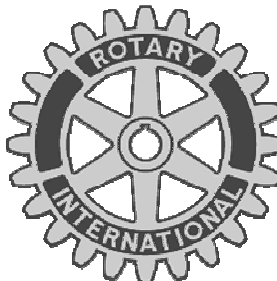
Of the things we think say or do:

Is it the TRUTH?

Is it FAIR to all concerned?

Will it build GOODWILL, and BETTER FRIENDSHIPS?

Will it be BENEFICIAL to all concerned?



The Rotary Club of Mercersburg is a vital, hard working organization who is always looking for new members to share our vision and dedication to the community. We meet weekly from noon to one at the Mercersburg Moose Lodge. If you are interested in joining us for a meeting to see what we are all about, contact Liza Main at 328-9009, Kathy Hartung at 328-5055.



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MACC reserves the right to edit all content of "Members in the News" submissions to account for space limitations.

# EarthLink / Embarq DSL Email Transition Information

By Christopher Turpie, Allegheny Computer

As many of you probably already know Embarq DSL is discontinuing its contract with EarthLink. This means all Embarq DSL customers are being asked to convert their current email accounts from EarthLink to Embarq before October 31, 2007.

If you are an Embarq DSL user with a "@earthlink.net" email address you need to go to [www.myembarq.com](http://www.myembarq.com) and click on "create your account now" to convert your email address over to Embarq. Your new email address will end in "@embarqmail.com".

Embarq states that EarthLink will forward email received at your old EarthLink account to your new Embarq email account through October 31, 2007.

Five things that Embarq fails to make clear to customers while going through the conversion process are:

1. If you are using Outlook, Outlook Express or any other email client (software) on your computer, additional steps are required for you to continue to receive email after the conversion. For those of you who know how to configure an email client the settings which must be changed are:
  - User Name: Enter your complete Embarqmail email address
  - User Password: Your new or current password
  - Incoming Mail Server: **pop.embarqmail.com**
  - Outgoing Mail Server: **smtp.embarqmail.com**
  - Select both "My Outgoing Server Requires Authentication" and "Use same settings as my incoming mail server" (may be worded slightly differently depending on your program)
  - You should also change the general information such as "account name, return email address, etc" however, this is not mandatory.

For those of you who are not sure how to configure your email client, you can call Embarq tech support for free at 1-877-646-3282. You may also call Chris at Allegheny Computer; for friendly onsite help at minimal cost (717) 369-2594.

2. Embarq says that they will contact everyone in your address book about your new email address. They fail to mention that they are referring to anyone in your web based address book **not** your local address book on your computer. Many of you probably do not use the web based address book so you will still need to notify everyone in your local address book. If you are using EarthLink software or bundled products with your Embarq DSL they need to be uninstalled from your machine by October 31, 2007. Embarq does offer replacement packages via download. If you are using "EarthLink Total Access" Software for email - additional steps may be required to retain your saved emails, address books, etc. You will no longer be using this software once you do the conversion or after October 31, 2007 unless you opt for the next item.

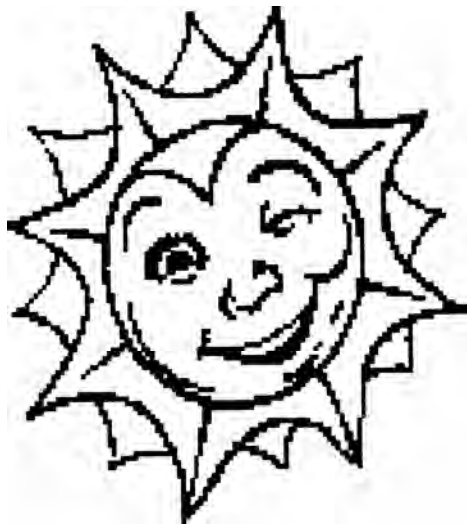
3. You can elect to keep your old "EarthLink" account by contacting Embarq, who will transfer you to an EarthLink representative to set this up (EarthLink will not be able to help you unless you go through Embarq first). EarthLink will charge a monthly fee of \$3.95 for two email addresses.

4. If you opt to do this you should still set up a **new (not transferred)** "Embarqmail" account to receive important information regarding your DSL service from Embarq.

5. This transition like most transitions for large companies is fluid and constantly changing. As of this writing, everything is correct and should not substantially change. However, do not be surprised if Embarq makes even more changes for better or worse.

There are ways to avoid these kinds of difficult changes in the future such as getting your own domain name with email capabilities that is named for your business. Contact Chris at Allegheny Computer (717) 369-2594 for more information.

## More News.....



### 28th ANNUAL MERCERSBURG TOWNFEST SATURDAY SEPTEMBER 29, 2007 9am—3pm

It's that time of year again, the wind up for Townfest. This will be the 28th year for this event, held on Saturday September 29th 9am-3pm. All vendor invitations/contracts were mailed in June and have started to pour back into the Chamber. Did you receive one? Are you interested in participating? Contact the Chamber and we will send you one of these forms.

Please mark this date on your calendar and join us for a celebration of small town Main St America, check our web site often for the entertainment schedule, [www.mercersburg.org](http://www.mercersburg.org).

### Membership Committee

MACC is looking for a few good members to help spread the word about our Chamber and recruit new members. If you are active in Franklin County or have an employee who is, please email your interest in this committee to [mercersburgchamber@embarqmail.com](mailto:mercersburgchamber@embarqmail.com).

## Event Sponsor Needed



The Mercersburg Area Chamber of Commerce has created a scholarship for one graduating James Buchanan High School Senior who is active in agricultural related studies, groups and lifestyle and plans on continuing his/her education at a collegiate level. Partial proceeds from the 2007 Cow Plop Bingo will be the only funding for this scholarship. Currently, the event has no "main" sponsor and is in jeopardy. If you would like more information please contact Mary-Anne @ 328-5827 or [mercersburgchamber@embarqmail.com](mailto:mercersburgchamber@embarqmail.com).

### The Chamber's New Contact Info

1. Please update your address books with our new email [mercersburgchamber@embarqmail.com](mailto:mercersburgchamber@embarqmail.com).
2. MACC no longer uses facsimile. Please forward all information via email as an attachment; Word, PDF, JPEG or Publisher preferred.

### New Post Card Available



The 2007 Postcard "Fendrick Library", photo by Jamie Stoner, is now available at Modnur's, Borough Hall, Flower Basket, Fendrick Library and the Chamber Office for 50 cents. If you are interested in purchasing the collection of postcards the Chamber would be happy to do the transaction via mail as well.

## The 2007 Board of Directors of the Mercersburg Area Chamber of Commerce

### Officers:

President: Theresa Gourley  
Vice President: Tim Howley  
Treasurer: Todd Stoner  
Secretary: Shawn Meyers  
Executive Director: Mary-Anne Gordon

### The Board of Directors

Judy Boyd	Theresa Gourley
Carrie Heckman	Rich Hendrickson
Tim Howley	Vicki Kieffer
Liz Martin	Michele McFadden
Shawn Meyers	Gloria Pine
Don Shenberger	Todd Stoner
Mary-Anne Gordon	

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