



Chamber News

March/April 2009

Mercersburg Area Chamber of Commerce

19 North Main Street • Mercersburg, PA 17236 • Phone: 717-328-5827
Email: info@mercersburg.org • Website: www.mercersburg.org



Congressman Bill Shuster and FNBMC CEO Bob Fignar

2009 CHAMBER LEGISLATIVE BREAKFAST

U.S. Rep Bill Shuster PA09 spoke at the Annual Tri-Chamber Legislative Breakfast February 18, 2009. The event was sponsored by The First National Bank of Mercersburg, celebrating their 100th Anniversary, hosted by the Mercersburg Area, Waynesboro, and Greencastle Chambers of Commerce, and had 150 members in attendance.

Shuster spoke about the stimulus package, "Spending to stimulate the economy has never worked," he said. "I hope the plan works so I can say I was dead wrong. What happens if it doesn't work." And the state of US auto makers. Saying they should file for Chapter 11 bankruptcy so they can restructure and renegotiate their union contracts.



For more about Congressman Shuster visit www.house.gov/shuster and <http://billsblogpa09.blogspot.com/>.



SENATOR ALLOWAY OPENS CHAMBERSBURG DISTRICT OFFICE

Senator Richard Alloway (R-33) hosted a ribbon-cutting for his new district office in Chambersburg on Saturday. The new office is located at 37 South Main Street, Suite 200. District residents can reach the new office by calling (717)264-6100. The new office replaces the district office at 166 South Main St. in Kerrstown Square. "My district offices provide residents with a wealth of resources, including Penn DOT paperwork, state tax forms, updates on legislation, PACE applications and information about other valuable programs for our senior citizens," Alloway said. "I would encourage district residents to call or stop by the new office if I can be of assistance with any state-related problem or any issue with a state agency." Senator Alloway also has district offices at 53 East Middle Street in Gettysburg and 55 East Main Street in Waynesboro.

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Upcoming Events

Power Lunch
March 18, 2009
Mercersburg VFW

Managing in tough economic times

Noon-1pm
\$5
RSVP to
328-5827

Board of Directors

Executive Board Members

President

Theresa Gourley
Auto Sales Unlimited

Vice President

Amy Hissong
First National Bank of Greencastle

Treasurer

Gloria Pine
First National Bank of Mercersburg

Secretary

Judy Boyd
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Shawn Meyers
Steiger, Steiger & Meyers Attorneys

Liz Martin

M&T Bank

Michele McFadden
XTREME Builders, Inc.

Rebecca E. Erb Ed.D.

Tuscarora School District

Elizabeth George, MD

Tuscarora Family Practice

Rachel Sheaffer

Express Employment Professionals

Staff

Executive Director

Mary-Anne Gordon

The Chamber News is a bi-monthly newsletter of the Mercersburg Area Chamber of Commerce. Submit your information by the 19th of each month for inclusion. The Chamber reserves the right to edit content of submissions for space limitations. Ideas, opinions and statements expressed in articles by contributors are not necessarily those of the Chamber.



Mary-Anne Gordon - Executive Director

Dear Members & Friends,

Thank you for renewing your investment in the Mercersburg Area Chamber of Commerce for 2009. The chamber is working hard to represent you, our region, and its residents. We work with several local and county organizations as your advocate:

- Tuscarora Area Development Association
- Mercersburg Area Council for Wellness
- Franklin County Area Development Association
- Franklin County Visitors Bureau
- Franklin County Government Affairs Committee
- Franklin County Industrial Development Authority
- Leadership Franklin County (Youth, Core, Advanced)

In 2008 we expanded our member benefits to include:

- Group health insurance options with PCI and Gettysburg Health
- Unique business insurance through Penn National Insurance with a dividend payment at the end of each year
- Affordable web page design and hosting
- Leadership Franklin County Scholarship
- Monthly Power Lunches for networking
- And more....

Remember, we are always here for you. Feel free to stop in, call or email anytime.

Respectfully,

Mary-Anne Gordon

Executive Director

MANAGER'S CORNER: *If Something Feels 'Off' It Probably Is*

I messed up – big time. I knew deep in my gut something had to be wrong, but for some reason, I didn't have a frank, direct conversation with Joseph. During our numerous status meetings, I had accepted his rationalizations of a hectic travel schedule, numerous new team members, and uncooperative clients to justify his less-than stellar performance. I asked myself regularly: Why wasn't he performing to the level I knew he could? Why wasn't he communicating with the other team members? Why was his department falling behind schedule? Even though I had asked myself these questions, I didn't ask them of him. I allowed my prior work history and knowledge of his expertise and abilities to cloud reality. I allowed myself to glaze over the reality that a star performer wasn't performing like a star anymore. In addition, I accepted his rationalizations too long; other team members were now frustrated and their projects were being negatively impacted because of his lack of input on critical issues.

When I did finally sit with him to basically say: "Enough is enough. We need to fix this," Joseph finally shared with me that his marriage had fallen apart, his wife had left, and he was taking care of his two small children alone. He apologized to me for letting the team down. He apologized for letting me down. He apologized for failing in his key role. I felt like a heel. This man had gone through personal hell for months, and I had no idea – no one did. Even though I had felt in my gut that something was "off" with him, I hadn't acted on that feeling to ask him directly as a manager – and as a friend – what was really going on. Instead, I had focused on the work and assumed he'd get himself and the team refocused and back on target.

I apologized to Joseph. I had messed up; not him. As the leader, it is my responsibility to act on behaviors that are not in line with what I know are "normal" for key people. It was my fault for not talking with him weeks ago and alleviating some of the work pressure for him sooner so he could focus on his personal life. I had felt something was "off" with him, and I hadn't acted on it. When I told him to focus on his family, the rest of the team and I will handle the work, he was relieved and grateful. He's making progress reshaping his life; and the work is being handled. Everyone is happier. Everyone could have been happier sooner if I'd acted on that gut feeling of "Something being 'off.'"

What feelings are you burying that may be indicating trouble for one of your key people or teams? It may be nothing. But if it's something, don't you want to know about it sooner rather than later? If something feels "off," it probably is. Do your job: determine what's "off" and what's not.



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Sponsorship Opportunity

April 30, 2009 Annual Dinner

Membership Sponsor \$200

Includes 2 tickets to the event, 1 sponsored centerpiece (not to exceed \$40 including tax, must be ordered from approved florists), special mention in all publicity prior to, at, and following the dinner, as well as on our web site.

Email info@mercersburg.org to sign up.

Invitations will be mailed March 16, 2009.

Greater Chambersburg Chamber Foundation

Franklin County
Advanced Leadership

education citizenship leadership



Thursday, April 16, 2009

8:30am-4pm

Rhodes Grove Camp &
Conference Center

7693 Brown's Mill Road
Chambersburg, PA 17202

Nationally Recognized Speaker & Leadership Expert in Chambersburg, PA Lance Secretan

Dr. Lance Secretan is one of the world's foremost thinkers about leadership and a renowned pioneer in innovative methods of inspiring people and organizations. The former CEO of a Fortune 100 company and an acclaimed business school professor, Lance Secretan works with a gifted worldwide faculty changing the lives of people and transforming companies and revolutionizing the way they think about leadership.

Thirty of Fortune's Most Admired Companies, and 11 of Fortune's Best Companies to Work for in America, are his clients. He is the international best-selling author of fourteen books on leadership, an award-winning columnist, teacher, philosopher, corporate coach and mentor, and one of North America's most sought-after keynote speakers, retreat leaders, and business advisors. Voted one of the nation's top ten speakers, and one of the "top 21 speakers for the 21st century" (Successful Meetings), he addresses audiences around the world.

Join us for a half or full day of high level learning and leadership development! LIMITED SEATING AVAILABLE!

REGISTER FOR ONE OR BOTH OF THESE WORKSHOPS BY MARCH 13 FOR EARLY BIRD RATE!

ONE: The Art & Practice of Conscious Leadership

8:30AM-11:30AM

Conscious Leadership inspires self and others to reframe what we see by making the *connections between all the parts*—countries as kin, corporations as communities, employees as whole humans, religions as partners rather than competitors. By practicing the CASTLE Principles—**Courage, Authenticity, Service, Truthfulness, Love and Effectiveness**. This workshop will show you how and change your life!

Inspire! What Great Leaders Do

1PM-4PM

All great leadership is personal leadership. Great leadership is not trained or modeled. It is lived. Others see the inspiration that emanates from great leaders—it comes from their soul. This workshop will help you to ask the right questions that will lead you to a breakthrough in self-discovery, through the use of reflection and some tools that will refresh your awareness of how you want to be in this universe. Your life, if lived to its full potential, will become another miracle in the Universe.

REGISTRATION FORM—FOR MORE INFORMATION CALL 717-264-7101 OR VISIT WWW.CHAMBERSBURG.ORG.

Name _____ Company _____

Address _____ City _____ State _____ Zip _____

Phone _____ Email _____

- ONE: The Art & Practice of Conscious Leadership—\$130 (*early bird rate*) \$200 after March 13
- Inspire! What Great Leaders Do—\$130 (*early bird rate*) \$200 after March 13
- Both Sessions—All Day—\$200 Includes Lunch (*early bird rate*) \$300 after March 13
- I want to learn more about lodging available at Rhodes Grove Camp & Conference

I want to have Lunch with Lance too!
(Available for an additional \$50 per person with full day, early bird registration! First 30 registrations!)

ADA Compliance: Any special needs or physical conditions? Please check all that apply and use the line below to explain if needed.

- Vegetarian Lunch Needed
- Gluten-Free Lunch Needed
- Mobility Concerns
- Other _____

Payment Information

Make checks payable to Greater Chambersburg Chamber Foundation Check # _____ Check Amount\$ _____

AMEX MasterCard Visa Discover Name on Card _____

Card # _____ Exp. Date _____ Charge Amount\$ _____

Billing Address _____

Signature of Cardholder _____

Mail registration to: Greater Chambersburg Chamber Foundation, 100 Lincoln Way East, Ste. A., Chambersburg, PA 17201
or FAX to 717-267-0399

MEMBERS IN THE NEWS

FIRST NATIONAL BANK OF MERCERSBURG

The Board of Directors and management of The First National Bank of Mercersburg are pleased to announce that Christopher D. Grimm has achieved the position of Senior Loan Officer. In this role Chris will direct the bank's commercial, mortgage and consumer lending activities.

Throughout his career, the last 10 years with The First National Bank, Chris has focused on community involvement and enhancing his knowledge of the banking industry. These efforts have allowed Chris to achieve impressive professional success while devoting significant time to his roles in the Greencastle Borough Council and Greencastle-Antrim Chamber of Commerce.

Robert J. Fignar, CEO of The First National Bank of Mercersburg, stated that "Chris has been a critical member of the bank team for a number of years and we have benefited greatly from his dedicated service. We congratulate him on this accomplishment."

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

MARCH POWER LUNCH

"MANAGING IN TOUGH ECONOMIC TIMES"

**SPEAKER - CHRIS CORCORAN
INNISFREE PERFORMACE GROUP**

MARCH 18, 2009

NOON-1PM

**VFW POST
20 VETERANS WAY, MERCERSBURG**

\$5 PAID AT THE DOOR

**RSVP BY TUESDAY MARCH 17TH 11AM.
328-5827 OR INFO@MERCERSBURG.ORG**

With consistent attendance at 30-40 members, this is a great networking opportunity. If you are a first time Power Luncher, your meal is free. Don't miss it!

FLANNERY'S TAVERN ON THE SQUARE



Monday Nights are Wings and Burger Night, receive \$1.50 Off a dozen wings and all Burgers are ½ Price!

Wednesday Nights are for Ladies, half price entrees. All ladies receive ½ off the price of our dinner entrees between 5:00pm and 8:00pm.

ROTZ & STONESIFER

Rotz & Stonesifer, P.C. is pleased to announce the hiring of Ashley Stanley. Ms. Stanley will be working out of the Chambersburg office in the audit department. Ms. Stanley graduated from Shippensburg University with a Bachelor's Degree in Business Administration - Accounting. After graduation, she joined a local accounting firm for three years.

Her training and experience includes financial accounting for manufacturing companies and audit services for non-profit organizations.



SUMMIT HEALTH

Richard S. Richards, II, MD, has joined the practice of Cumberland Valley Orthopedic Associates, an affiliate of Summit Health. The practice is located on the campus of the Chambersburg Hospital in the medical office building at 120 North Seventh Street, Chambersburg.

Dr. Richards is an orthopedic surgeon who specializes in sports medicine. He received his medical degree from the Medical College of Ohio. Dr. Richards completed his internship and residency training at the University of Maryland Medical System.

He completed a fellowship in sports medicine at Duke University Medical Center and is board certified by the American Board of Orthopedic Surgery. Dr. Richards has treated athletes at multiple levels from high school to professional.

He has worked with athletes at the University of Maryland and Duke University. He has also treated members of the Baltimore Raven's National Football League team.

Dr. Richards also has a special interest in shoulder and knee arthroscopy, and joint replacement. To make an appointment, call (717) 263-1220.



MORE NEWS.....

Lean – how to optimize the performance of your business *Improve productivity and quality while eliminating waste from your process*

What

One day overview of Lean methodology – an interactive workshop to give you the knowledge and tools to implement critical improvements in your organization. Now is the time to hone your processes, to reduce unnecessary work and to identify ways to optimize your business performance. This will keep you competitive in this difficult economic environment.

Why Lean?

Over the past decade, many organizations have been able to realize significant cost reductions and inventory savings while simultaneously increasing their customer satisfaction and product quality levels. These achievements have been the result of the implementation of programs such as lean. This program will benefit business leaders interested in understanding and applying lean concepts to improve their organizations.

When

March 27, 2009

9:00 a.m. to 4:00 p.m.

Register by March 18. Limited seating.



Where

Four Points by Sheraton, 1123 Lincoln Way East, Chambersburg, PA

***Cost**

\$295 per person

\$265 per person for 2 or more

**Special note to PA Employers: use your WEDnet funding to pay for this event.*

For more information or to register, please contact

Helen at 717.709.0778 or hem11@psu.edu



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WELCOME NEW MEMBERS

Keystone Orthopedic Physical Therapy Inc.

Ken Czuprynski
123 N. Main St.
Mercersburg, PA 17236
Phone: 717-329-2121 Fax: 717-328-2127
Email: info@keyphysicaltherapy.com
Web: www.keyphysicaltherapy.com
Medical, Health Services

Productslocal.com

G. Leslie Geiger
109 Linden Ave.
Mercersburg, PA 17236
Phone: 717-328-5990
Email: leslie@bickley.org
Web: www.productslocal.com
Web Advertising

Schultheiss & Associates

Paul C. Schultheiss
720 Norland Ave.
Chambersburg, PA 17201
Phone: 717-267-2199 Fax: 717-267-1464
Email: cpa@schultheisscpa.com
Web: www.schultheisscpa.com
Accountants

Woodward Concrete Finishing, Inc.

Ronald B. Woodward Jr.
2275 Lemar Rd.
Mercersburg, PA 17236
Phone: 717-328-5430 Fax: 717-328-4402
Email: woodwardconcrete@embarqmail.com
Construction

XTREME Builders Inc.

Richard McFadden & Ronald Fanny
6997 Pine Rd., Mercersburg, PA 17236
Rich's Cell: 717-360-7784
Ron's Cell: 717-372-0257
Construction

Your Community Phone Book

480 Williamsport Pike
Martinsburg, WV 25404
Phone: 888-333-8592 Fax: 304-267-6519
Web: www.yourcommunity.com
Advertising

2009 NEWSLETTER AND WEB RATES

NEWSLETTER

Newsletters are bi-monthly, 320 mailed, and a PDF posted on www.mercersburg.org.

Inserts - \$80

1/8 page - \$25/mth or \$120/yr

1/4 page - \$35/mth or \$300/yr

1/2 page - \$75/mth or \$450/yr

Full Page - \$125/mth or \$600/yr

WEB ADVERTISING AND WEB PAGE HOSTING

Advertise on www.mercersburg.org or have us host your web page at the most affordable rates possible. Web page must be designed by Mercersburg Printing. We currently host 8 pages. Call us for information and we will show you the examples.

Web advertising - \$50/mth

Web page hosting - \$150/yr

Special web and newsletter combo rates available.

BELL INSURANCE 328-2523

- HOME
- BUSINESS
- FARM
- AUTO
- LIFE

- We work for you, not the insurance companies!
- We work with many companies to get you the coverage to meet your needs!
- We are local people working to help you, our neighbors in the Mercersburg area!
- We can help you save money on all your insurance needs!

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

MERCERSBURG AREA CHAMBER OF COMMERCE PRESENTS



MERCERSBURG

HOME & GARDEN FESTIVAL

SATURDAY MAY 9, 2009

10AM-3PM DOWNTOWN MERCERSBURG

FEATURING...

**WOMEN'S CLUB OF MERCERSBURG
HOUSE TOUR**

**STREET FAIR WITH
FARM & GARDEN VENDORS
ARTISTS & LOCAL ORGANIZATIONS**

**CONOCOCHIEGUE INSTITUTE
FRONTIER ENCAMPMENT**

MUSIC IN THE SQUARE

**BOROUGH BEAUTIFICATION
CONTEST**

**VISIT WWW.MERCERSBURG.ORG
OR 328-5227**

FOR INFO OR VENDOR CONTRACT



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