



## Welcome Bobbie's Gifts to Downtown Mercersburg!



The Tuscarora Area Chamber of Commerce recently applied for designation as "Neighborhood Champion" for Mercersburg via American Express and Shop Small partners.

On Friday, August 21st, the chamber received news and a congratulations from American Express, TACC was awarded this designation for a second year.

"We are honored to be designated Mercersburg's Neighborhood Champion by American Express and Shop Small," said executive director of the chamber Mary-Anne Gordon. "Through Shop Small there will be collaborative and cohesive marketing available for the chamber member businesses of Mercersburg."

## GO LOCAL

When you do business with local Tuscarora Area Chamber of Commerce members' you are paying for dance lessons, you are buying a little-league uniform. You are putting food on a family's table and sending a JB student to college. You are making the American Dream come true for your community.

**Build Community  
Prosperity from Within**

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

[www.tachamber.org](http://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

## BOARD OF DIRECTORS

### Executive Board Members

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Flannery's Tavern of the Square

#### *Vice Chair*

Chris Ardinger  
Thompson Oil/ TSD School Board

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The First Community Bank of Mercersburg

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Fast Ink

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Debbie Rutherford  
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Chris Shelley  
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Travis Hall  
Alliance Elevator

Katrina Gayman  
Whitetail Resort

### 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

## All-Seasons Vacations

7810 Charlestown Rd.  
Mercersburg, PA 17236  
Phone: 717-597-7412

Email: [allseasonsvacations@gmail.com](mailto:allseasonsvacations@gmail.com)  
[www.facebook/allseasonsvacation](http://www.facebook/allseasonsvacation)

## Bobbie's Gifts

11A. West Seminary St.  
Mercersburg, PA 17236  
Phone: 717-977-0823

Email: [bobbieabernethy@yahoo.com](mailto:bobbieabernethy@yahoo.com)

<https://www.facebook.com/BobbiesGifts?fref=ts>

## Foot of the Mountain Restaurant

14191 Buchanan Trail West  
Mercersburg, PA 17236

Phone: 717-369-5072

Fax: 717-369-5072

Email: [footofthemountain@embarqmail.com](mailto:footofthemountain@embarqmail.com)

<http://footofthemountain-pa.com/about-us/>

## Fulton County Medical Center Foundation

214 Peach Orchard Rd.  
McConnellsburg, PA 17233  
Phone: 717-485-6842

Email: [mstraley@fcmcpa.org](mailto:mstraley@fcmcpa.org)

<http://www.fcmcpa.org/>

## Marcy's Creative Touch

5900 Fort Loudon Rd.  
Mercersburg, PA 17236  
Phone: 717-328-5004

## Twin Oaks Dairy

8660 Findley Rd.  
Mercersburg, PA 17236  
Phone: 717-328-3700



The Mercersburg Beer and Wine Festival is Saturday September 26, 2015, hosted by the Tuscarora Area Chamber of Commerce at Mercersburg Park 405 S. Park St. in Mercersburg. Gates and taps open at 12:30pm and close at 4pm, the Mercersburg Beer and Wine Festival will offer an impressive array of 10 wineries and vintners and 28+ Breweries with 50 craft beers. Parking is free at the event. This is a rain or shine festival. There are no infants, toddlers, children and teens allowed. No strollers, pets, coolers, picnic baskets, food or drinks permitted through the gate. Over 21 only. <http://mercersburgbeerandwinefestival.com/>

Online pre-event ticket purchasers will have first access to the FREE Saferide Shuttle! Reservations for the shuttle are REQUIRED. No reservation will be accepted without online purchase of tickets for the event. This is the final FREE Shuttle schedule;

- 11:15am The Orchard's Chambersburg back lot (3:30pm return)
- 12:30pm Dilly's Chambersburg side lot near RT30 (4:30 return)
- 11:30am and 12:30pm John Allison Public House Greencastle (3:30 bus 1, 4:30 bus 2 return)
- 11:15am Saunderosa Park Mercersburg
- 12:30PM Hagerstown Speedway
- Return shuttles will leave the park at 3:30 and 4:30 for all who rode in, as detailed above

**General Admission is \$25 includes**

- Free Can Coozie and Wine Bag
- Unlimited responsible access to all beers & 3 samples from each winery/vintner
- Live music by Strung Tight & The Negley Brothers
- Access to purchase glasses or bottles of wine
- Free parking or Free Saferide Shuttle

**Designated Driver admission is \$10**

- Complimentary water, Free Can Coozie and Wine Bag
- Live music by Strung Tight & The Negley Brothers

**Confirmed Breweries and Their Beers** - Blue Moon, Crystal Ball, Deschutes, Dog Fish Head, Evil Genius, Full Tilt, Goose Island, Great Lakes, Ithaca, Laquintas, Leinenkugel, Liquid Hero, Long Trail, Magic Hat, New Belgium, Penn Brewery, Roy Pitz, Shiner, Six Point, South County, Spring House, Stouts, Straub, Troegs, Widmer Brothers, Winrich, Yards, and Yuengling.

**Confirmed Wineries** - Adams Vitners, Adams County Winery, Allegheny Cellars Wine, Happy Valley Vineyard and Winery, Jan Zell Wines, Olivero's Vineyard, Spring Gate Vineyard, Stonekeep Meadery, and The Vineyard at Hershey.

Please Thank Event Sponsor - Susquehanna Bank

This festival happens in conjunction with Mercersburg Townfest, a street festival with 110 vendors and 10 food vendors just a block or two from the park. [www.mercersburgtownfest.com](http://www.mercersburgtownfest.com)



## Healthcare reform. Benefit changes. Mandates. Increased costs. Your challenges are our strength.

Your business needs more than just healthcare benefits.  
You need healthcare solutions.

PA Chamber Insurance not only offers the best in employee benefits, but also the education, information and expertise to guide your business to benefit success. Backed by the Statewide Voice of Business, the Pennsylvania Chamber, we go above and beyond basic healthcare.

✓**One-on-one recommendation for your business:** Whether it is evaluating your current plan, looking at options or assisting your employees purchasing a plan through the Federally Facilitated Marketplace, we are here to work with you in choosing the best benefit solution for your company.

✓**ACA updates and reform education:** The latest updates for businesses on the Affordable Care Act regulations from top experts, details on any changes to employer requirements and helpful guidance on implementation, useful resources, and summaries of the healthcare reform law provisions and requirements timeline.

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

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

Call PA Chamber Insurance today at 800 755-3021 or visit us online at [www.pachamberinsurance.com](http://www.pachamberinsurance.com).



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

**Service. Simplicity. Selection.**



# Supporting a groundswell of community commitment to wellness - Johnston Run Streamside Trail

The Mercersburg area is on the cusp of a remarkable opportunity to become more vibrant, active, and connected. From our 2012 MPMC Feasibility Study of walkability/bikeability, a key first project is building a trail that "repurposes" the old Tannery Property on Johnston Run stream bank. This will be a handicap accessible trail for walkers, strollers, and cyclists. Everyone is invited to join this project through donations and volunteering.

**Donate:** [www.gofundme.com/MACWell](http://www.gofundme.com/MACWell)

**Learn More:** [www.mpmcproject.org](http://www.mpmcproject.org)



## Johnston Run Stream Side Trail

*Where history and  
ecology meet*

- Business Contracts
- Business Collections
- Legal Entity Formation
- Mergers & Acquisition
- Succession Planning



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15 North Main Street, Suite 102 or at one of  
Our 12 Locations in South Central PA

[www.Mooney4Law.com](http://www.Mooney4Law.com)

Join PACP for an adventure to...

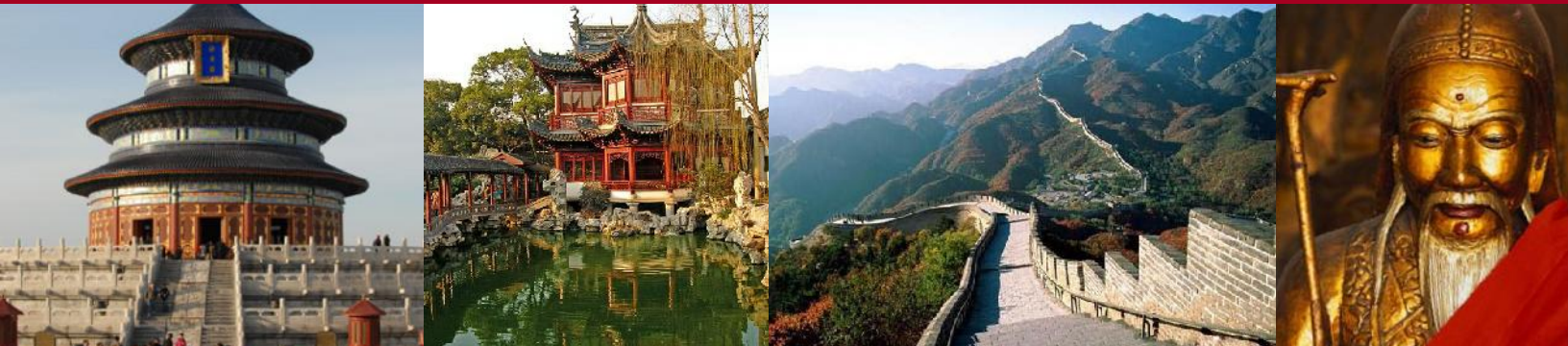
April 7 – 16, 2016

# CHINA

For Only

# \$2,299

## TEN-DAY TRIP TO BEIJING XI'AN SHANGHAI



### Your Trip Includes:

Roundtrip international airfare from Dulles (IAD) & Chinese domestic airfare  
4 and 5-star hotel accommodations 3 meals each day Deluxe bus tours  
Fluent English-speaking tour guides Entrance fees for attractions

#### Day 1 - IAD/Beijing

Check in at IAD International Airport (Dulles) for an afternoon flight. Your adventure begins as you fly trans-Pacific aboard a wide cabin jetliner.

#### Day 2 - Beijing

Arrive in Beijing, the Capital of China, by midnight. You will be met at the airport by your tour guide and transferred to the hotel.

#### Day 3 - Beijing

Visit the Tiananmen Square, the largest square in the world, Sightseeing today will continue with a tour of the Palace Museum, also known as the Forbidden City, home of 24 emperors with a total space of 9,999 rooms, and the Summer Palace, featuring the Long Corridor with painted gallery, Kunming Lake and Longevity Hill, Seventeen Arch Bridge and the Marble Boat.

#### Day 4 - Beijing

Tour bus excursion to the Great Wall, the 4,000 mile long and 2,000 year old construction is said to be the only man-made structure visible by the naked eye from the moon. Visit the Ming Tombs. One of the 13 Ming Emperors' Tombs is fully excavated and open for exploration.

#### Day 5 - Beijing

Visit the Temple of Heaven, built in 1420 A.D. Also visit Lama Temple.

#### Day 6 - Beijing/Xi'an

Fly to Xi'an, followed by a bus trip to the ancient City Wall and the Big Wild Goose Pagoda. Evening will include a show featuring traditional Chinese music.

#### Day 7 - Xi'an

Xi'an used to be the Chinese capital for 14 dynasties. In the 1980s, a local farmer dug a well in his back yard close to the tomb of the First Emperor Qinshihuang and found 6,000 clay figures, now considered the 8<sup>th</sup> wonder of the world. Morning tour bus excursion to Terra-/Cotta Warriors, Huaqing Spa Garden and the Banpo Museum, featuring a pre-historical caveman site.

#### Day 8 - Xi'an/Shanghai

Morning flight to Shanghai, followed by the city tours in the afternoon.

#### Day 9 - Shanghai

Visit the Yu Garden, a maze of marvelous pavilions, ponds, rocky works and overarching trees. Also visit the Bund, Shanghai's famous waterfront park. Tour the Pudong Economic Development Zone.

#### Day 10 - Shanghai/Beijing/IAD

Morning flight to Beijing, connected with the afternoon flight and it will arrive at IAD on the same day.

**Transportation to/from Dulles (IAD) is on your own**

**Price reflects double occupancy**

**Add \$500 for single occupancy**

**Add \$5,000 to fly Business Class**

**All tour attractions on itinerary included**

**Valid passport (for 6 months post trip) and visa required**

**No vaccinations necessary**

**Airport tax & air fuel surcharge included**

**Post departure travel insurance included**

This travel event is sponsored by PACP.

Please contact your PACP Administrator,

Tiffany Fulmer Ott, to learn more.

[tfulmer@tlfexecutiveservices.com](mailto:tfulmer@tlfexecutiveservices.com)

(404) 312-0524

Operated by Citisline International, Inc.

Plan now to join PACP to China, with business leaders, friends or family members for this once in a lifetime China Adventure.  
Space is limited



# REGISTRATION FORM

Please use a separate form for each person traveling.

## Contact Information

Full name exactly as it appears on your passport:

\_\_\_\_\_  
First Middle Last

What you'd like your luggage tags to say: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ ST: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

### Please check all that apply:

- I will attend the April 7-16, 2016 trip
- I wish to upgrade my airfare to Business Class - \$5,000
- Please upgrade me to a single room for an additional \$500 (*Accommodations are based on double-bed occupancy*).
- Please handle my Visa application
- Chamber: \_\_\_\_\_
- I am a Chamber Executive

Who you are sharing a room with: \_\_\_\_\_

Type of Room (please check one):    1 King Bed                    2 Queen Beds                    Triple Beds

**\*\* When making your reservation, IF YOU DO NOT PAY THE SINGLE SUPPLEMENT you will be paired with another passenger of same gender who is also traveling alone, that has the same itinerary.**

## Deposit Information

A non-refundable registration fee of \$300 per person is due with your registration and is included in your total tour fare. **The total fare is \$2,299.** The balance is due on or before **December 11, 2015.**

Visa applications will be handled by PACP and Citslinc. You will be notified in January 2016 with next steps regarding the Visa application.

Check Enclosed (Payable to PACP) Check # \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ CVV Code \_\_\_\_\_

Name on Card \_\_\_\_\_

PACP (404) 312-0524 FAX (865) 573-4994, Email: [fulmer@tlfexecutiveservices.com](mailto:fulmer@tlfexecutiveservices.com)  
1622 Tarklin Valley Road, Knoxville TN 37920

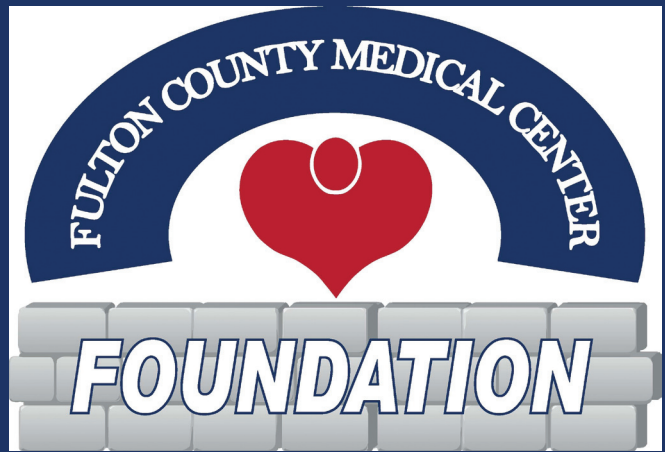
A non-refundable registration fee of \$300 per person is required and due at the time you register. This will be deducted from your total tour fare, the balance of which will be due by December 11, 2015. If you need to cancel the trip for any reason after December 11, 2015, you will be at a loss of \$500 on top of the \$300 registration fee, otherwise you will receive a full refund if you have to cancel before that date (*minus the \$300 non-refundable registration fee*).

Securing or updating a passport is your responsibility. Passports must be valid 6 months past travel date. PACP and Citslinc will handle Visa applications. Cost of Visa is \$155, and travelers will need to provide their passport, signed Visa application form, one passport photo and the Visa application fee in January 2016.

Your Chamber and Citslinc may schedule a pre-tour briefing for all participants (*date, time and location to be announced*). We will answer all of your questions and familiarize you with details you will need to know. Citslinc International Inc. has 33 years of experience in the China tour business, and we are confident we can respond to your inquiries to your satisfaction.

China is a modern country, so you need not feel as though you are preparing to travel back in time, to a less sophisticated society. In many instances, the country is not "behind" so much as "different." For example, you will find very few ATM machines, but travelers' checks and credit cards are accepted everywhere, so leave your checkbooks and check cards behind. The electricity in China is 220 volts and an adapter is required to operate an American hair dryer. Both the adapter and the hair dryer are available at the hotels in which we will be staying, but it is recommended that you bring your own adapter if you will need to plug anything in. Though you will be treated to sumptuous regional foods, you will also find many American fast-food chains including McDonalds, KFC and Starbucks.

# NEWS FROM



## 22nd Annual FCMC Foundation Golf Tournament

benefits Surgical Services Equipment

**Saturday, September 12 ♦ 9 a.m. shotgun start**

Great Cove Golf Course

sponsorship and player information: 717-485-6322 or [www.fcmcpa.org](http://www.fcmcpa.org)

## Business & Industry Roundtable

An interactive discussion with our business community

**Thursday, September 24 ♦ 4:30 p.m.**

Guided Tour of FCMC & Medical Center Presentation by CEO

RSVP by September 18: 717-485-6322

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### Scholarship News:

The FCMC Foundation recently awarded \$21,500 to 17 students who are pursuing health care careers.

Support our scholarship efforts with a gift to the FCMC Foundation

### Save The Date:

**Saturday, January 23, 2016: Bluegrass & BBQ shindig**

Fulton County Medical Center Foundation is a 501(c)(3) tax exempt organization. Your tax-deductible support is supporting health and wellness in our community. Thank you.

FCMC Foundation  
214 Peach Orchard Road  
McConnellsburg, Pennsylvania 17233  
[www.fcmcpa.org](http://www.fcmcpa.org)  
717-485-6842



P&H Flooring  
659 Lincoln Way East  
McConnellsburg, PA 17233  
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Fax: 717.485.0041  
[www.phflooring.com](http://www.phflooring.com)

## MORE THAN JUST A FLOORING STORE

Spring is finally upon us and time to start thinking about flooring needs. There are many monthly specials going on in the store. Hardwood, carpet, vinyl and Luxury Vinyl products. If you are sure what Luxury Vinyl Products, you should stop in and take a look at all the new styles. It is great for kitchens, dining rooms, laundry and bath areas. Looks are in wood planks and ceramic tile with easy care and repairs.

Stop in and see our new showroom, we have completely remodeled it this winter

We are also having a cash and carry on lot of small carpet remnants and runners that are great for doorways and halls; they can be bound on sides if you like.

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TARKETT LVT PLANKS AND TILE a great new product for kitchen and baths we have installed this product in our showroom to show off the product

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### HOURS

**Monday - Friday**

**7:30am - 4:00pm**

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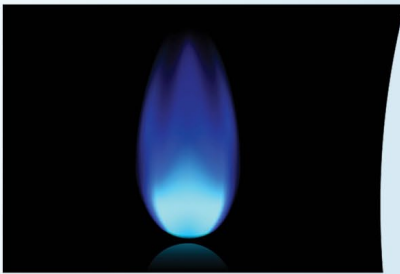
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*"Our youth camp had a choice of energy consultants and selected APPI Energy because they compare 'green apples to green apples' when evaluating competitive pricing from many suppliers. APPI Energy's customer service team helped us achieve tax exemption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

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

*The association's trusted  
energy consultant*

# Manager's Corner™: Are You Where You Wanted to Be?

by Liz Weber, CMC, CSP

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Are you where you wanted to be at this point in the year with your business?

- Are your sales where you wanted them to be?
- Are your teams performing the way you wanted them to perform?
- Are your customers engaging the way you wanted them to engage?

If you are where you had wanted to be, what are you doing to ensure you continue this momentum? If you are *not* where you had wanted to be, what are you doing to get things moving the way you need them to move?

Leading your organization or team effectively requires not only clear leadership skills, but also focused management skills. Your leadership skills will help you stay focused on where you need to take your organization; your management skills will help you coordinate the people and resources needed to make things happen. So if you're currently on-track, kudos! Now identify what's been working to determine if you can continue to leverage those same skills, strategies, and tactics. If not, what do you need to adjust? If you are not on-track, again, what do you need to adjust?

Here are just three areas of your annual and strategic planning activities to review to stay or get back on-track:

## 1 - Are you tracking the right metrics?

Are you tracking the correct metrics so you get quick and relevant feedback on what is working to move your organization to where you want it to go, and what is not working? If you want to deepen your engagement with your customers to create longer term selling relationships with them, are you tracking your customers' interactions, service experiences, administrative experiences, and payment experiences to identify quickly any area of frustration, confusion or disconnect? Or, are you simply tracking sales and their anemic responses to your basic customer satisfaction surveys? *Identify what data will best help you move your organization forward, then track those metrics closely.*

## 2 - Are your people in the right spots doing the right things?

Do you have the right people, in the right spots, doing the right things? If not, when are you going to move them? Delaying personnel or position changes doesn't solve most ill-fitting employee/position scenarios. *Make the changes needed to help your team members, your organization, and your customers succeed.*

## 3 - Are your strategies and actions moving you in the correct direction?

Are the strategies and specific actions you identified still serving you? Have conditions changed to make what you had planned to do no longer relevant or effective? If you're not regularly reviewing and confirming you and your team are still doing the right things, why are you doing them? Don't allow your team to put their heads down and plow ahead without continuously asking themselves and you, *"Are we doing the right things to move this organization forward, or are we simply doing what's been put in front of us?"*

As you ask yourself, "Are we where I wanted us to be?" also ask yourself and your team if you are tracking the right metrics, positioning people well, and doing the right things. If not, it's time for you to move.

36th  
Annual

# Mercersburg Townfest

Saturday, September 26, 2015  
9:00 a.m.- 3:00 p.m. • Downtown Mercersburg

[www.mercersburgtownfest.com](http://www.mercersburgtownfest.com)



Artisans & Crafters  
Entertainment  
Delicious Food  
Kids Corner



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Contact Person: \_\_\_\_\_

E-mail: \_\_\_\_\_

Phone: \_\_\_\_\_

**Mail Form & Payment to:**

Mary-Anne Gordon  
Tuscarora Area Chamber of Commerce  
PO Box 161  
Mercersburg, PA 17236