

Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

chamber news

www.mercersburg.org
www.tuscaroraareachamberofcommerce.org



Volunteer of the Year 2009 2010 Board of Directors

The Board of Director's and about 80 members of the chamber meet November 19, 2009 for the Annual Report meeting.

Besides announcing the new name and giving the Annual Report, the Volunteer of the Year Award was given to 3 year board President Theresa Gourley owner of Auto Sales Unlimited. The Chamber Volunteer of the Year award honors a member who embraces his or her participation as an integral part of Chamber membership and whose deeds and actions have contributed to the betterment of the chamber during the past 12 months.

"Theresa Gourley was honored for her dedication to this organization for the past 5 years. It is because of her leadership, ideas, support, and service as Board President for 3 years that the chamber has been able to make major strides in its mission of advocacy for members. Under her, membership grew 123%. She gave us 110% effort as our President. Her example will be what others try to emulate."



Theresa Gourley



Don Shenberger

Don Shenberger, owner Mercersburg Printing, retired from the chamber after serving 3 full terms equaling 9 years. Recent additions to the board were acknowledged, John Flannery, Flannery's Tavern on the Square, Nate Fochtman, Mercersburg Academy/FreeMind, and Melanie Gordon, F&M Trust. The 2010 Executive Board: Elizabeth George, MD, Tuscarora Family Practice; Vice Chair Amy Hissong, Tower Bank; Treasurer - Gloria Pine, First National Bank of Mercersburg; and Secretary - Judy Boyd, Whitetail Resort.

Unfortunately director Rachael Sheaffer resigned from the board due to an employment change. This leaves 1 open seat on the board. Nominations were accepted in November and December. The board will vote in January.

Chamber Partners with APPI

Tuscarora Area Chamber has chosen Affiliated Power Purchasers International, LLC (APPI) in conjunction with the Pennsylvania Chamber of Business and Industry, to offer its members the Energy Savings Program, an association member benefit that reduces and manages energy expenses.

(continued on page 3)



Congratulations

Shawn Meyers, Esq. (4 year member of this chamber's board of directors) was elected November 3, 2009 to Judge of the Court of Common Pleas for the 39th Judicial District, PA.

Happy New Year!

New Name! New Look for Website and Newsletter!
Facebook! You Tube!
Paperless!



Board of Directors

Executive Board Members

Chair

Elizabeth George, MD
Tuscarora Family Practice

Vice President

Amy Hissong
Tower Bank

Treasurer

Gloria Pine
First National Bank of Mercersburg

Secretary

Judy Boyd
Whitetail Resort

Past Chair

Theresa Gourley
Auto Sales Unlimited

Board Members

Nate Fochtman
Mercersburg Academy
The Honorable Shawn Meyers
State of PA
Liz Martin
M&T Bank
John Flannery
Flannery's Tavern on the Square
Rebecca E. Erb Ed.D.
Tuscarora School District
Melanie Gordon
F&M Trust

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 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

2010!

Dear friends and members,

2010, a year sure to be full of challenges, opportunities, and excitement is finally upon us. To assist our members this year we have:

1. Increased our communication abilities and exposure:
 - * New website - we can post announcements, events, news stories, etc.
 - * On Facebook and You Tube - we post your TV commercial, web links, news, etc for free
2. Increase member benefits:
 - * Website Design & Hosting - Ask how! See examples: Zazzy's, B-Reseated and Rotary of Mercersburg's sites.
 - * Comcast Spotlight - Advertise on TV with our special program
 - * KG Media Solutions - 10% discount on all video production for web, TV, etc.
 - * Health Insurance - PCI has new plans for chamber members.
 - * APPI - Energy Savings Program
3. Local activism:
 - * MACWell - We support the work of MACWell and encouraging wellness.
 - * Fix JB Sports - We know how important this campaign is for the community.
 - * Tuscarora - Our new name more clearly represents who we are and our tireless efforts advocating for the region.

Respectfully,

Mary-Anne

"Never doubt that a small group of thoughtful, concerned citizens can change world. Indeed it is the only thing that ever has."

- Margaret Mead



CHAMBER PARTNERS WITH APPI TO OFFER ENERGY PROGRAM

As an independent energy consulting firm, APPI provides commercial and industrial clients the market insight and real-time information needed to make prudent business decisions regarding electricity procurement and natural gas management. Since 1996, APPI has assisted more than 2,500 association and chamber members with locations across the United States, including many Pennsylvania businesses.

Since 2002, APPI has worked with PA Chamber of Business and Industry members to manage and reduce the costs of energy expenses. With the changes in the energy markets in Pennsylvania, APPI and the PA Chamber are providing local chambers and their members with the education and resources necessary for the proactive management of the upcoming electricity rate increases.

“We customize solutions for each organization. We provide a thorough analysis, recommend cost reduction options, and manage the entire process. The member always makes the final decision whether or not to implement an APPI solution,” explains APPI’s President Walter Moore.

Mary-Anne Gordon, Chamber Executive Director says she hopes members will immediately seek opportunities to reduce costs by utilizing APPI’s energy procurement services. She urges chamber members to contact APPI to receive customized energy consultations that will position them to reduce costs and improve budget certainty.

About APPI

Affiliated Power Purchasers International, LLC (APPI), an independent energy consulting company, provides the Energy Savings Program to members of 130 national and state trade associations. Members benefit by using APPI’s energy procurement expertise and experience to reduce operating expenses immediately and over the long-term. To learn more, visit APPI’s website at www.appienergy.com.



2009 NEWSLETTER

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

Monthly editions available online.
4 Seasonal editions printed each year.

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• FARM • LIFE

- We work for you, not the insurance companies!
- We work with many companies to get you the coverage to meet your needs!
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- 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

Legislative Breakfast

Friday, February 19, 2010



With Senator Richard Alloway &
Gene Barr, Vice President,
Government and Public Affairs,
PA Chamber of Business & Industry

Location:

Antrim House Family Restaurant
104 East Baltimore Street
Greencastle, PA

Time:

7 a.m. - Buffet Line Opens
7:30 a.m. - Meeting Begins

Cost:

\$12 per Chamber member
\$15 per non-member

Sponsored by:



THE FIRST NATIONAL BANK OF MERCERSBURG

Reservations & Payment due by Tuesday, February 16, 2010 by 12 p.m.

Make checks payable to:

Greencastle-Antrim Chamber of Commerce
217 East Baltimore St., Greencastle, PA 17225

Brought to you by:



MEMBERS NEWS.....

F&M TRUST

F&M Trust was selected as a 2009 recipient of "The Wally Amos Community Service Award", presented by the American Literacy Corporation (ALC) at the organization's annual dinner on Thursday, December 3 at The Hershey Lodge and Convention Center. ALC executive director Floyd Stokes presented the award to Ken Ditzler, senior vice president and marketing manager of F&M Trust, for the bank's support of literacy efforts in the community.

F&M Trust Company was named the #11 Best Place to Work in PA large-sized company at an awards ceremony last evening at the Hershey Lodge & Convention Center. This is the sixth time in the past seven years that the local bank was named to the list. Last year, the bank was named the #25 Best Place to Work in PA large-sized company. F&M Trust was first nominated for the Best Places to Work in PA in 2003, finishing 12th overall in the list of medium-sized companies (25-250 employees). That was followed by overall rankings of 14th in 2004 and 47th in 2005 in the medium-sized company group, and 22nd in 2007 in the large-sized company group.

MERCERSBURG AREA COMMUNITY BAND REACHES MILESTONE

With the New Year comes a milestone for the Mercersburg Area Community Band. 2010 marks the 25th season of performances for the Band. A new venue and a special program will be just some of the events marking our quarter of a century year.

Making music in Mercersburg has been a tradition for more than a hundred years. The first organized band began playing in the 1870's as The Eagle Cornet Band and performed until WWII. After the war years the band reorganized as The Mercersburg American Legion Community Band. This band was very active in the area, performing at many parades, festivals and block parties each year. In 1973 the band once again went on hiatus after community support waned.

In the winter of 1984 - 1985 plans were laid for a revival of the band. Then in the spring of 1985 rehearsals began anew. In June of 1985 the Band gave its first performance and we were off and running once again. The Band has performed a series of concerts every year since. Gone are the days of parades and block parties are now a thing of the past as well. The Band now performs at events such as The Gettysburg Brass Band Festival, 4th of July Concert in

Chambersburg, Mercersburg Lions Fair and this year for the first time ever at the St. Thomas Ox Roast.

After a number of successful years the Band, in an effort to help the community with more than just good music, began a scholarship program to benefit a student that has chosen community service through participation in the community band.

This year the Band has something special planned in celebration. The members and Board of Directors voted to have a piece of music composed just for them. The Band hopes to have the new piece in time for rehearsals that will begin in May. Composer Gary Fagan of Virginia has been contracted to create the new music. Debut of the music will be up to band Director Gary Louder.

The Band is hoping to rally support from the community in its efforts to celebrate this important milestone. We have been part of this community for many years and hope to continue for many more. Members come from the Mercersburg area as well as Fulton County, the Chambersburg area and Maryland. The age of the musicians ranges from the teens to the 80's. We hope that everyone will join us for what promises to be a great season.

mercersburgareacommunityband.org

ROTZ & STONESIFER

Rotz & Stonesifer would like to thank all the people who dropped off items and/or donated money during their recent drive for the Franklin County Homeless Shelter. We were able to collect over \$300, lots of food and many other needed items for the shelter. The items were delivered on Friday, November 20th in conjunction with National Hunger and Homeless Awareness Week.

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 month for inclusion.

TOWER BANK

Tower Bank, is pleased to announce the naming of Cheryl Gehr to assistant vice president, cash management sales officer. Cheryl is responsible for managing the Cash Management Division for Tower Bank. These responsibilities include developing and enhancing new commercial relationships, as well as servicing existing clients with their financial needs in Greencastle, Hagerstown, Chambersburg, and the surrounding markets. She also specializes in business development and financial advisory services for not-for-profit organizations. "We are pleased to have Cheryl launching the Cash Management Division for Tower Bank," said Jeff Shank, president and CEO of Tower Bank. "She has been an instrumental part of our company for more than 17 years, and we are confident in her ability to lead and grow this exciting new Cash Management Division in the Tower footprint."

WASTE MANAGEMENT'S MOUNTAIN VIEW RECLAMATION

Announced during the Wildlife Habitat Council's (WHC) 21st annual symposium on November 10, 2009, Mountain View was one of 18 facilities to receive re-certification and 24 Waste Management sites that received new 'Wildlife at Work' certifications. These certifications recognize outstanding native habitat management and environmental education programs developed through partnerships with local organizations.

"Our certified program provides the opportunity to work with our neighbors and local environmental groups on a project that is important to our community—enhancing the natural environment" said Cheryl Shields of WM. "These programs welcome children and adults to visit our site for a unique hands-on experience which they can't get in a classroom."



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MANAGER'S CORNER: *ARE YOU STILL THE KIND OF BUSINESS YOU NEED TO BE?*

One of my favorite thoughts for inspiration is by Jim Cathcart: "How would the person I'd like to be do the thing I'm about to do?" Whenever I ask myself that question, I usually ratchet up what I'm going to do a notch or two – and the result is usually much better than if I'd done "just enough" to get by.

I recently worked with a client I've supported on and off for years. They've always been a great client to work with because I invariably learn something from them. I am also routinely impressed with their willingness to push themselves to expect more of themselves than their competitors. However, during this most recent project, things were different. A few people have left and a few people have joined the team and things are different. Longer term managers behaved differently than I'd ever seen them behave before. New managers behaved in ways different from what had ever been demonstrated before. And "different" in each of these cases wasn't good. Different was tactical not strategic. Different was many of the managers saying, "We can't do anything." Different was more in line with what their competitors do.

In talking with the executive team about the differences, I was told cash flow is tight, they're being asked to do more with less, and the future is a big question mark. My not-so-diplomatic response was: "Join the club. We're all under pressure. We all have cash flow concerns, need to do more with less, and face an uncertain future. However, we won't have a future if we no longer provide the level of service, anticipate our customers' needs, and extend the quality of products our customers expect and deserve. If we start operating below our own standards, why do we deserve our customers' business?" The answer is obviously, "We don't."



That's much easier to say than to do when our current business models are being challenged. However, we need to remember what allowed us to earn our customers' trust and business in the first place. Why did they choose us before and what will it take for them to continue to choose us in the future? If we are without a doubt an organization they will want to continue or start to do business with going forward, we'll be able to meet their needs and ours as well. But we need to live up to our own standards in tough times as well as in the good times to provide this assurance to our customers.

So, are you the kind of organization you need to be? If not, why not? Your customers are waiting for your answer.

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A busy spring is on tap for Penn State Continuing Education at the Franklin County Career and Technology Center

The Penn State Mont Alto Continuing Education Office will again be offering high-demand programs for area residents beginning in January 2010.

A sample of classes offered include:

- Business management
- Medical office (various classes)
- Certified Nursing Assistant (CNA)
- Computer skills training
- Trade and industry (electricity, welding, HVAC, CNC, and more)
- State auto inspection



A variety of personal enrichment classes will also be offered. For more information or to receive our spring schedule by mail, please call Penn State Continuing Education at 717-709-0778.

YOUR COMPANY WANTS TO ADOPT VOIP... HOW DO YOU KNOW IF YOUR NETWORK IS READY TO MAKE THE TRANSITION?

While the cost savings and new applications of Voice over Internet Protocol (VoIP) are rapidly attracting many small to mid sized companies to this popular communication solution, it may come with a significant price to your network. Not only must your network carry more traffic, but VoIP traffic demands very high performance and is more sensitive to normal network problems like delays and choppy communication. Even modest levels of impairment, unnoticed by users of most data applications, will cause significant caller frustration and will not sit well with your customers, business partners, or even your own employees.

Before investing in a large-scale VoIP deployment or even in a small trial, you need to know how well your network infrastructure will handle the additional, quality-sensitive voice traffic. Many seemingly well-planned trials encounter delay after delay, exceed cost estimates, and are eventually cancelled when the network proves unable to meet the unique requirements VoIP places on it. However, these business issues can easily be avoided if your telecommunications provider properly assesses your network ahead of time to truly understand the scope and type of work required to ensure a successful transition to VoIP.

Gartner reports that 85% of networks are not ready for VoIP. What's even more shocking is that 75% of companies that do not perform a pre-implementation analysis of their network infrastructure will not realize a successful implementation. These are astonishing statistics because without conducting a network assessment with a quality assessment tool the potential for wasting time and money is extremely high. In order to increase the likelihood of a successful VoIP implementation, an evaluation of the network must be properly executed and should include the following four steps.

1. Pre-Deployment Assessment

The pre-deployment assessment step analyzes the current capabilities of the network, evaluates its ability to support VoIP, identifies potential problems, and determines the requirements needed to handle expected call traffic. It is strongly recommended that the pre-deployment test is conducted prior to the purchase or installation of any VoIP equipment. The analysis should include such items as bandwidth, utilization, jitter, throughput and latency.

2. Post-Deployment Assessment

The purpose of the post-deployment assessment is to gain a complete understanding of VoIP quality and network efficiencies prior to turning it on. This step determines the level of success and prevents issues with call quality or dropped calls. Whenever new equipment is introduced to a network the chance for unexpected issues rises; therefore, it is critical that post-deployment assessment is not overlooked. This assessment should be immediately performed so any changes can be made in a timely manner.

3. Regular Maintenance Assessment

As you're probably aware, your network is dynamic and constantly evolves. New devices such as IP phones, laptops, switches, and routers are added or removed. Whether it's a minor change or a major one it will impact your network. Therefore, it is important to re-evaluate your network regularly to identify any faults so they can be corrected as soon as possible. Conducting ongoing assessments will help your organization increase quality, optimize system infrastructure, and reduce costs.

4. Break/Fix Strategy

Unfortunately, unforeseen things may happen to a network that's not readily identified by your IT department. The situation may be brought to your company's attention by a customer, an employee or business partner. The Yankee Group has reported that some companies' labor costs grew 30 to 40 percent with VoIP because of dealing with network problems. Having a network assessment tool in place enables one to take action quickly, diagnose the problem, and resolve it, while minimizing its impact to the system as a whole.

Essentially, these four key steps have illustrated the primary objective and the many benefits of conducting network assessments. Whether your company is about to take the plunge into VoIP or has already gone down that path, it is critical to deploy a tool that can accurately analyze your network. Surprisingly, most companies overlook this integral component of the VoIP implementation process and the research clearly shows its negative impact.

As you tap into this relatively new communication solution that's changing how business gets done, make sure you ask yourself this question. What is my telecommunications provider doing to create a network environment that enables my company to take full advantage of VoIP? If network assessment is not included in the response then something is definitely wrong.

ABOUT TELE-PLUS CORPORATION

In 1977, Tele-Plus Corporation began as a small home based business located in McConnellsburg, PA. At the time Tele-Plus initially only offered telecommunication, property protection and life safety solutions primarily to customers located in that same region of Pennsylvania. In 1986, Tele-Plus re-established our corporate operations center into larger facilities located in Hagerstown, MD in order to become more centrally located to our growing region customer base. In 1990, Tele-Plus purchased Lanier Business Products of Western, Maryland which dramatically expanded our pool of trained employees and customer base. The combined companies continued to experience significant growth which caused Tele-Plus in 1999 to construct a new 20,000 square foot facility in Hagerstown, MD. In 2000, Tele-Plus ceased offering traditional Lanier business products in order to totally focus our sales and service efforts of our core products and services to quad state region customers.

Tele-Plus continues to grow as an innovative regional company, serving thousands of area businesses and residences with our full-line of products and 24 hour services. Our commitment to the personal and career development of our employees ensures continued organizational growth, profitability and our dedication to excellence! For more information on Tele-Plus Corporation, call (301) 797-9500 or visit www.telepluscorp.com



Tuscarora Area CHAMBER OF COMMERCE

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BUSINESS PERSON OF THE YEAR

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 of 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 has a strong presence in community activities.

Nomination forms available via the chamber office.

The Value of Photography

How can photography help communicate your message through marketing?

Chace + Smith Photography



Tuscarora Area Chamber
of Commerce Lunch
January 20, 2010
12:00 PM - 1:00 PM
Location: Mercersburg Inn
Cost: \$10
RSVP to info@mercersburg.org
or 328-5827 by 1/18/10

Value of photography

How photography can help grow your business

Intellectual property and licensing



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You must learn these 25 new solutions!

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Stop hurting your cash flow and put an end to your bookkeeping nightmares with this fast-paced and informative Training Course.

Class Dates:

Thursday, January 21, 2010 ~ 9:00 A.M. to 1:00 P.M.
Thursday, February 18, 2010 ~ 9:00 A.M. to 1:00 P.M.



Location: 720 Norland Avenue, Chambersburg, PA 17201
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 1) _____
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The Greater Waynesboro, Tuscarora Area & Greencastle-Antrim
Chambers of Commerce Invite you to a

Legislative Breakfast

Friday, February 19, 2010



With Senator Richard Alloway &
Gene Barr, Vice President,
Government and Public Affairs,
PA Chamber of Business & Industry

Location:

Antrim House Family Restaurant
104 East Baltimore Street
Greencastle, PA

Time:

7 a.m. - Buffet Line Opens
7:30 a.m. - Meeting Begins

Cost:

\$12 per Chamber member
\$15 per non-member

Sponsored by:



THE FIRST NATIONAL BANK OF MERCERSBURG

See reverse side for information on how to register & submit questions.

Gene Barr is the Vice President of Government and Public Affairs for the Pennsylvania Chamber. He directs all legislative and regulatory activity, ChamberPAC and external communications. During his career in Harrisburg, he has worked on a large number of significant legislative & regulatory efforts critical to PA's business climate.

Legislative Breakfast Registration

Friday, February 19, 2010 • Antrim House Family Restaurant

Business: _____

Names of those attending: _____

Reservations & Payment due by Tuesday, February 16 , 2010 by 12 p.m.

Make checks payable to:

Greencastle-Antrim Chamber of Commerce
217 East Baltimore St., Greencastle, PA 17225

Questions for Gene Barr:

Questions must be received by Thursday, February 5, 2010

Fax questions to: 717-597-0709

Email questions to: deanna@greencastlepachamber.org

Mail questions to: Greencastle-Antrim Chamber of Commerce
217 East Baltimore Street, Greencastle, PA 17225

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LEADERSHIP FRANKLIN COUNTY

Inspiring leaders for the advancement of Franklin County.



PARTNER



WITH



US.



DEAR COMMUNITY PARTNER,

Since 1986 over 400 area residents have graduated from Leadership Franklin County (LFC) Community program. With expanded offerings this year, including **Advanced** and **Youth** programs, we are able to provide more opportunities for leadership skills development to a broader audience.

Designed and delivered by volunteer community and business leaders who firmly believe in the program, LFC provides a unique venue for personal and professional development, and an opportunity for organizations or businesses to market their services or products.

To learn more about LFC and partnership opportunities, see the back side of this flyer or contact Noel Purdy, at 264-7101, ext, 212 or npurdy@chambersburg.org.

AUDIENCE PROFILE

YOUTH.

Up and coming leaders who are learning about their community, how to be team players and how they can impact their peer groups, schools and communities.

COMMUNITY.

Educated, diverse cross section of seasoned and emerging leaders who are interested in life-long learning and community service.

ADVANCED.

Professionals who are interested in continued self and organizational improvement through higher-ground leadership development.

Please fill out and mail with check payable to the Greater Chambersburg Chamber Foundation to 100 Lincoln Way East, Ste. A, Chambersburg, PA 17201.

Company Name _____ Contact Person _____
 Address _____ Email _____

Partnership Opportunities (check the pink boxes)

- YOUTH PARTNER** SHARED SCHOLARSHIP \$250 FULL SCHOLARSHIP \$500
COMMUNITY PARTNER SESSION SPONSOR \$250 EVENT SPONSOR \$500 GRADUATION UNDERWRITER \$1000
ADVANCED PARTNER INSIDE THE LEADER'S STUDIO SPONSOR \$500
 NATIONAL SPEAKER SPONSORSHIP EVENT SPONSOR \$5000 RECEPTION SPONSOR \$2500 CORPORATE SPONSOR \$1000

Specific partnership opportunities and benefits on the other side of this flyer.

LFC PROGRAMS.

Youth.

Designed to create a community of young people who are actively engaged in responsible, ethical and effective leadership, the Youth program brings together high school sophomores from all six school districts in Franklin County. Leadership skills development, community awareness and community service drive the curriculum.



Community.

Since 1986, Leadership Franklin County has graduated over 400 area residents from its Community program, developed to produce well-informed, motivated leaders who are willing and capable of working together for the betterment of Franklin County.



Advanced.

A venue for higher-ground leadership development, the Advanced program offers an annual full day workshop with a nationally known leadership expert, and *Inside the Leader's Studio* features a local leader in an interview format with Q&A from the audience.

National Leadership Expert Lance Secretan led a full day workshop last spring based on his books, *ONE: The Art and Practice of Conscious Leadership* and *Inspire! What Great Leaders Do.*



PARTNERSHIP OPPORTUNITIES.

YOUTH PARTNERS*

- For \$250, your organization can provide a Shared Scholarship or for \$500 you can provide a Full Scholarship. Students from all six Franklin County high schools will participate and every effort will be made to match your scholarship with a student from your school district. In return, you get:
 - invitation to meet your student at sessions throughout the year and to graduation.
 - identification on student t-shirts, directory and graduation program.
 - recognition in press releases.

*Program is during school year. Scholarships are being accepted for 2010-2011; student recruitment begins in April 2010.

COMMUNITY PARTNERS*

- For \$250, your organization can sponsor one of seven regular sessions as a Session Partner, in return, you get:
 - name/logo on all handouts and food tables.
 - distribution of marketing materials.
 - recognition in press releases and in the May graduation program.
- For \$500, your organization can sponsor one of four major program events as an Event Partner; in return you get the same benefits as a Session Partner but reach a larger audience.

- For \$1,000, your organization can sponsor Graduation in May as the Underwriter Partner. In return, you get 8 tickets to graduation and the same benefits as above.

*Program sessions September-May; partnerships accepted year-round.

ADVANCED PARTNERS

- Inside the Leader's Studio sponsorship for \$500 (two available):
 - recognition in press releases
 - distribution of marketing materials
 - name/logo on all handouts and food tables

- National Speaker sponsorship opportunities include (next speaker TBD):

Event Sponsor for \$5,000:

- name/logo in program and marketing materials
- banner at event (sponsor provides)
- table favors (sponsor provides)
- 8 tickets to event
- remarks at event

Corporate Sponsor for \$1,000:

- name in program
- 2 free tickets
- recognition in program and marketing materials



Inside the Leader's Studio March 2, 2010 at Wilson College, Colonel Cheri Provancha, Letterkenny Army Depot's first female commander.

Reception Sponsor for \$2,500:

- signage in reception area (sponsor provides)
- 4 tickets
- name/logo in program and

The Value of Photography

How can photography help communicate your message through marketing?

Chace + Smith Photography



Tuscarora Area Chamber
of Commerce Lunch

January 20, 2010

12:00 PM - 1:00 PM

Location: Mercersburg Inn

Cost: \$10

RSVP to info@mercersburg.org
or 328-5827 by 1/18/10

Value of photography

How photography can help grow your business

Intellectual property and licensing