



# Chamber News

July/August 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

## JBHS MOCK INTERVIEWS 2009

The Mercersburg Area Chamber of Commerce partnered with the Tuscarora School District and teacher Lee Ann Witter-Keefer Wednesday May 27, 2009 to provide mock interviews for the mandatory Economics class taught to Juniors. The mock interview is an effort to expose students to real world scenarios. This year 12 chamber members volunteered their time and expertise; Senator Rich Alloway, Marti Statler - AFLAC, Tim Lachemann - DL Martin, Judy Boyd - Whitetail, Cheryl Shields - Waste Management, Rachel Sheaffer - Express Employment Professionals, Noel Purdy - GC Chamber Foundation, Larry Keefer - First National Bank of Mercersburg, Liz Weber - Weber Business Services, Jason Ellis - Tele Plus, Mark Swanger - F&M Trust, and Charlie Daniels - ACS Precision. For information about next year's (session 1 in January, session 2 in May) interviews contact the Chamber.



## MACC BOARD MEMBER GRADUATES LEADERSHIP FRANKLIN COUNTY 2008-09

Rachael Sheaffer, employee of Express Employment Professionals, Fort Loudon resident, and recipient of the 2008/09 Mercersburg Area Chamber of Commerce Leadership Franklin County Scholarship, graduated the 10 month LFC course in May 2009. LFC is currently accepting applications for the 2009/10 year, and the Mercersburg Area Chamber wants to sponsor another student. Requirements for the scholarship, applicant must be a resident of the greater Tuscarora region and employee of a MACC member.

## ANNUAL ECONOMIC PARTNERSHIP BREAKFAST

The Economic Partnership of Mercersburg Area Chamber of Commerce and Tuscarora Area Development Association, and sponsor Tower Bank hosted the 2nd Annual Economic Partnership Breakfast Thursday, June 4, 2009 7:15am at the VFW Post 6240, 20 Veterans Way, Mercersburg.

Senator Alloway spoke those in attendance about SB 850 (see page 4). Franklin County Area Development Corporation President, Mike Ross gave an economic update of Franklin County and discussed current and near future county projects. Specific FCADC involvement in the Tuscarora region since 1986 includes 48 projects, \$72,730,002 project investment, \$15,642,132 low interest loans, 178 new jobs created, and 1,152 jobs retained.

For information about TADA and the Tuscarora Area Economic Partnership contact the chamber 328-5827 or info@mercersburg.org.

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## Upcoming Events

July Power Lunch  
July 15, Location TBD

Mercersburg Townfest  
Saturday, September 26  
Downtown Mercersburg

3rd Annual Autumn Golf Outing  
Friday, October 9  
Whitetail Golf Resort

## 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  
Whitetail Resort

### Board Members

Don Shenberger  
Mercersburg Printing  
Rick Hendrickson  
Mercersburg Academy  
Shawn Meyers  
Steiger, Steiger & Meyers Attorneys  
Liz Martin  
M&T Bank  
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,

Founded June 4, 1924 with the basic tenets of advocacy, facilitation, visibility, progress, and service, this organization has been a part of the fabric of our community operating at different levels of vitality throughout the years. And the fundamentals of its forefathers still hold true.

**ADVOCACY** - We serve on the boards of this county's Industrial Development Authority, the Franklin County Area Development Corporation and the Visitor's Bureau, we also have solid relationships with our elected officials representing our members and this region's best interests.

**FACILITATION** - Our job is to assist others on their path to success. Last year we partnered with the Mercersburg Council for the Arts and allowed them to be an independent committee of the chamber, our Education Committee acts as a liaison between the education and business communities, this committee's #1 project the JB High School "Mock Interview Day" prepares our students for real world experiences, and currently we are assisting the Mercersburg Wellness Council with development and outreach.

**VISIBILITY** - Events, ribbon cuttings, mixers, open houses, our website, publications and civic involvement provide marketing, networking and media opportunities.

**PROGRESS** - In 1953 this Chamber created the Mercersburg Development Association. In 2008 we took a big step for progress and entered into an Economic Partnership with this very organization. Revitalizing and reorganizing under the name Tuscarora Area Development Association, with a service area matching that of the chamber's, Peters, Warren, Montgomery, St. Thomas Townships and the Borough of Mercersburg.

**SERVICE** - Service to our members, we are by our members and for our members. You come first.

It is because of the membership of businesses like you the chamber is celebrating 85 successful years. Thank you!

Respectfully,

*Mary-Anne*

30th Annual

Mercersburg Area Chamber of Commerce Presents

# Mercersburg Townfest

## Saturday, September 26, 2009

### 9:00 a.m.- 3:00 p.m. • Downtown Mercersburg

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



**Artisans & Crafters  
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**Mail Form & Payment to:**

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

*State Senator*



# Richard Alloway II

33<sup>rd</sup> District ★ Adams, Franklin and York Counties



Many district residents have written, e-mailed, called and met with me to voice concerns about SB 850, mostly about line item cuts in programs in which they have a vested and legitimate interest. However, the state is facing a budget deficit of more than \$3 billion, meaning the state cannot fully fund all of its good programs.

Unlike the federal government, which prints money when it runs out, Pennsylvania is constitutionally required to balance its budget. There are two ways to accomplish that -- cut spending or raise taxes. Senate Republicans have strongly voiced our position that spending must be controlled to avoid a tax increase.

SB 850 funds Pennsylvania's most important programs at the same or higher levels than in the current 2008-09 budget. For example, the bill uses \$720 million federal stimulus funds to increase overall spending on public education. For school districts in our 33<sup>rd</sup> Senatorial District, SB 850 would increase funding by nearly \$12 million in 2009-10.

The governor's proposal would provide a larger increase in education spending, but the taxpayers would be forced to maintain these higher levels of funding when the stimulus money runs out in two years. I am hopeful that the economy will have recovered enough for state government to afford these increases without a deficit. However, if the economy does not improve to that level, then working Pennsylvanians could be facing even wider deficits, more painful spending cuts and higher taxes when the federal money runs out. That is not a risk my GOP colleagues and I are willing to take.

The Democrat-controlled House Appropriations Committee recently voted down Senate Bill 850 along party lines. However, House Democrats have offered no alternative to close the estimate \$3 billion gap between revenues and expenditures in the state budget. Democracy is not one side capitulating to come to an agreement with the other. We need to reach a consensus through compromise, and SB 850 is the Republican starting point in that process. Governor Rendell has submitted his proposed budget – and revised it several times as the deficit has grown - but we have yet to see a detailed plan emerge from Democrats in the House or Senate. I am hopeful that they will present an alternative plan quickly that does not balance the budget through burdensome tax increases on working families in Pennsylvania.

Ask yourself this: What has the government done to earn your money? And what would justify government taking more of your money in the form of higher taxes? You work to support yourself and your family, not to serve government. That will be foremost in my mind as the budget negotiations move forward.

Senator Richard Alloway II  
33<sup>rd</sup> Senatorial District - Adams, Franklin, and York Counties

# MEMBERS IN THE NEWS

## HABITAT FOR HUMANITY

Join Habitat for their 15th Annual Pen-Mar Regional Association of Realtors Golf Invitational at Black Rock Golf Course. Friday, August 7, 2009. \$85.00 per player (includes: gold, cart, player gift pack, beverage cart, lunch, dinner and prizes) Prizes will be awarded to: Top teams, hole-in-one, closest to the pin, longest ball and 10K Putt for cash. This will be a SCRAMBLE with rules provided the day of the tournament. Lunch will be provided and a buffet dinner following the tournament.

To register you or your team must do so by Friday July 31, 2009, by calling 301-797-4480 or e-mail [pmrar@mris.com](mailto:pmrar@mris.com). We have a limit of 28 foursomes, so register early. Please come out and support Habitat for Humanity and help make this event a success for the fifteenth year.

## LEADERSHIP FRANKLIN COUNTY Accepting Applications

The deadline is approaching to apply for the 2009-10 Leadership Franklin County class.

Tuition for the year is \$850 before June 30 and \$950 after that date. For more information, including scholarship availability, contact Noel Purdy, executive director of the Chambersburg Chamber Foundation, at 264-7101 or e-mail her at [npurdy@chambersburg.org](mailto:npurdy@chambersburg.org). There also is information on the Foundation's Web site at [www.chambersburg.org](http://www.chambersburg.org).

In addition to 64 hours of curriculum (usually paid by employers), another requirement is for students to work in teams to complete community service projects.

"Leadership Franklin County is a great program to grow local leaders," Purdy said. "It's also a great way for new residents and even long-time residents to meet new people and learn how to get involved. Traditionally, employers have sponsored an employee. But we are seeing a shift recently toward folks paying their own way because they see the value in the personal and professional growth opportunities that LFC can offer."

Leadership Franklin County was instituted in 1986 and more than 400 people have received the training. Program participants:

- Interact with area business and education leaders.
- Establish a network of community contacts.
- Enhance problem-solving and decision-making skills.
- Strengthen communication skills.
- Increase their effectiveness in working with teams.

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.

## TOWER BANK

Andrew Samuel, president and CEO of Tower Bancorp, Inc. (NASDAQ: TOBC) announced that the company has been added to the ABA NASDAQ Community Bank Index, the nation's most broadly representative stock index for community banks. The Index includes approximately 500 community banks with more than \$100 billion in market capitalization. "We are excited about being included in the ABA NASDAQ Index," said Samuel. "We believe being part of the Index will bring our organization added visibility and recognition in the investment community, and provide us the opportunity to become better known among investors and stock analysts outside our own community."

About Tower Bancorp, Inc. - Established to provide the communities it serves with local banking decision-making, Tower Bancorp, Inc. is the parent company of Graystone Tower Bank, a full-service community bank operating 25 branch offices in central Pennsylvania and Maryland through two divisions including 9 Graystone Bank division offices serving six counties and 16 Tower Bank division offices serving three counties.

With total assets of approximately \$1.2 billion, the company's unparalleled competitive advantage is its 300 employees and a strong corporate culture paired with a clear vision that has provided customers with uncompromising services and individualized solutions to every financial need. More information about Tower and its divisions can be found on the internet at [www.yourtowerbank.com](http://www.yourtowerbank.com), [www.graystonebank.com](http://www.graystonebank.com) and [www.towerbancorp.com](http://www.towerbancorp.com).

## 2009 NEWSLETER

Newsletters are bi-monthly, 320 mailed, and a PDF posted on [www.mercersburg.org](http://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

## WELCOME NEW MEMBERS

### Antrim Insurance Agency, Inc.

David Rajtik - President

33 Center Square

PO Box 328

Greencastle, Pa 17225

Phone - 717-593-0500

Fax - 717-593-0502

Web - [www.antriminsurancepa.com](http://www.antriminsurancepa.com)

Email - [info@antriminsurancepa.com](mailto:info@antriminsurancepa.com)

*Insurance*

### Atlas Copco Secoroc LLC

Keith Mackling - Plant Manager

13278 Lincoln Way West

PO Box 271

Fort Loudon, PA 17224

Phone: 717-369-3177

Fax: 717-369-4011

Web - [www.atlascopco.com](http://www.atlascopco.com)

Email - [keith.mackling@us.atlascopco.com](mailto:keith.mackling@us.atlascopco.com)

*Manufacturer*

### KG Media Solutions LLC

Bradley Kipe - Owner

1760 Wisteria Drive, Apt A

Chambersburg, pa 17201

Phone - 717-372-5033

Web - [www.kgmediasolutions.net](http://www.kgmediasolutions.net)

Email - [brad@kgmediasolutions.net](mailto:brad@kgmediasolutions.net)

*Media*

### MCFA - Mercersburg Council for the Arts

Larissa Smith - President

PO Box 27

Mercersburg, PA 17236

Phone: 717-498-0298

Web - [www.mcfapa.org](http://www.mcfapa.org)

Email - [mcfainfo@gmail.com](mailto:mcfainfo@gmail.com)

*Organization*



Opening Day Mercersburg Farmers Market

### Mercersburg Farmers Market

2 Keefer Dr.

Mercersburg, PA 17236

Saturdays 8am - 1pm

Phone - 717-830-9681

*Organization*

### Tuscarora Educational Foundation

Mike Skubon - Chairperson

4773 Fort Loudon Road

Mercersburg, PA 17236

Phone - 328-4534

Web - [www.tefhome.org](http://www.tefhome.org)

Email - [michael.skubon@lpl.com](mailto:michael.skubon@lpl.com)

*Organization*

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"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

## MANAGER'S CORNER: *WHEN THE GOING GETS TOUGH...*

We've all heard the old saying: When the going gets tough, the tough get going. I'd like to alter that saying a bit to: When the going gets tough, the tough keep going.



On the surface, it doesn't seem like much of a change, but I believe it's a more accurate commentary on how "tough" individuals and organizations face tough times. They don't wait for tough times to "get going." They've "been going" well before the tough times set in, that's how they got to be successful and "tough" themselves. They have been monitoring and anticipating their customers' ever-changing needs. They have been modifying their product and service lines to meet their customers' future needs on their customers' timelines - not theirs. They have been acquiring or liquidating assets to support cash flow and capital needs. They have been assessing and reassessing their staffing, skills, and knowledge needs. They have been regularly coaching, developing, and when necessary, changing staff to ensure the team and organization are constantly developing to be the best it can be going forward. They don't wait until the tough times hit. They don't use the tough times as the catalyst to finally act and work to improve production efficiencies, cost control, and overall staff performance.

"Tough" leaders and organizations don't use the "excuse" of tough times to "finally get rid of some poor performers." "Tough" leaders and organizations don't wait for tough times to focus on doing what they do more efficiently. And "tough" leaders and organizations don't wait until tough times to finally pay attention to what their customers have been requesting for months if not years. "Tough" leaders and organizations have been doing the tough stuff all along. That's why they're tough and so many others are not. Being "tough" day-in and day-out isn't always popular or easy, but it makes the tough times less volatile as it doesn't require a complete overhaul of entire organizations - it allows for refinements.

Being "tough" isn't always popular or easy, but it sure beats the alternative. How "tough" are you?

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Representatives from the Mercersburg Chamber of Commerce attended Chamber Day at the Capital Tuesday June 9th. Pictured left to right Marti Statler, AFLAC - volunteer, Mary-Anne Gordon, MACC - Executive Director, Senator Rich Alloway, and Rachel Sheaffer, Express Employment Professionals - Board Member.



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Mercersburg, PA 17236

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## THANK YOU TO RECENT SPONSORS

### ANNUAL DINNER

Event Sponsor - First National Bank of Mercersburg  
Table Sponsors - AFLAC – Marti Statler, Anonymous for Women’s Club of Mercersburg, Auto Sales Unlimited, Bell Insurance, F&M Trust, FCADC, Jane’s Market, Magisterial Judge David Hawbaker, Mercersburg Printing, Modnur’s Pharmacy, Mooney & Associates, M&T Bank, PCI Insurance, Shawn Meyers for Judge Committee, Summit Health for MAC4Wellness, Tower Bank, Valley Quarries, Inc., and Whitetail Resort.

### 1ST ANNUAL HOME & GARDEN FESTIVAL

Event Sponsor - Franklin County Visitors Bureau  
Entertainment Sponsor - First National Bank of Mercersburg.

### ECONOMIC PARTNERSHIP BREAKFAST

Event Sponsor - Tower Bank

“The Mercersburg Area Chamber of Commerce exists to improve the quality of life for those living and doing business in the greater Tuscarora community by working in partnership with its members, affiliates, and government. Focusing leadership on challenges and opportunities, the Chamber strives to empower individual businesses to fulfill their financial and human potential.” - *Adopted April 2008*