

Tuscarora Area CHAMBER OF COMMERCE

Mercersburg, Montgomery, Peters, St. Thomas, Warren

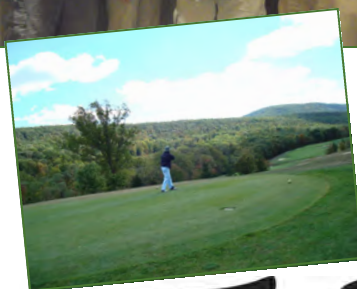
chamber news

www.mercersburg.org
www.tuscaroraareachamberofcommerce.org



October 12th Golf Tournament

Don't miss the 6th Annual Tuscarora Area Chamber Golf Tournament Friday October 12th at Whitetail Resort, sponsored by Craig, Friedly, Potter & Moore and Penn National Insurance. Registration opens at 9:45am. Shot Gun start is 11am. We anticipate 26 teams will enjoy a beautiful day, free beverages, lunch, Century Link's Par 3 Poker and dinner sponsored by First National Bank of Mercersburg are sure to be a hit. Look at the insert in this newsletter for details.



TACC

**2012
ANNUAL
ECONOMIC
PARTNERSHIP
BREAKFAST**

**Thursday,
November 8th**

**Whitetail Golf Resort
Cost \$25 per person**



**Ribbon Cutting &
Grand Opening of
The Irwin House
October 18th
5-7pm**

RSVP 328-5827

BOARD OF DIRECTORS

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Melanie Gordon

First National Bank of Mercersburg

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D.L. Martin Co.

Vice Chair Elect

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Borough of Mercersburg

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Auto Sales Unlimited

Secretary

Judy Boyd

Whitetail Resort

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Dr. Elizabeth George

Summit Health

Debbie Rutherford

Mercersburg Academy

Dwayne Johnson

St. Thomas Development, Inc.

Julie Barthalow

Susquehanna Bank

Chris Shelley

Tuscarora School District

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.

Mercersburg Townfest 2012

The Tuscarora Area Chamber of Commerce hosted the 33rd Annual Mercersburg Townfest Saturday September 29, 2012. We welcomed a record number of vendors, and attendees. None of it could be possible without the Townfest Committee, volunteers, partnerships, and sponsors.

Committee

Townfest planning and execution is completed by a handful of people who love this town. Next time you see Tammy Oberholzer - Borough Manager, Judy Boyd - Whitetail Resort, Gloria Pine - First National Bank of Mercersburg/Buchanan Lioness, Melanie Gordon - First National Bank of Mercersburg/Presbyterian Church of the Upper West Conococheague, Julie Barthalow - Susquehanna Bank, and Chris Arding - TSD School Board/TEF, thank them for their efforts.

Volunteers

5am on the square at Mercersburg Townfest was a beautiful site, perfect weather, a full moon, and the hardest working volunteers in the county; Dr. Elizabeth George - Summit Health/MACWell, Ryan Hutzel - Ryan's Computers, Debbie Rutherford - Mercersburg Academy, Theresa Gourley - Auto Sales Unlimited, Travis Hall - D.L. Martin/Alliance Elevator, Chris Shelley - TSD, Dawn Sheller - Borough of Mercersburg. You were all troopers.

Partnerships

Mercersburg Borough, Mercersburg Borough Public Works, Mercersburg Borough Police Department, MMPW Fire Police, MMPW Ambulance Squad, First United Methodist Church, Mercersburg Academy, Mercersburg Historical Society, Women's Club of Mercersburg, Franklin County Visitors Bureau, Buchanan Lioness, Twine Construction, Penn DOT, Franklin County Young Lawyers, Dr. Paul Orange, residents of East and West Seminary Streets, and Franklin County Probation Department.

Sponsors

Thank those listed on page 3.

How Do You Get Involved in Townfest?

Contact me at 328-5827 or email info@tachamber.org.

Respectfully,

Mary-Anne

MANAGER'S CORNER: *Communicate to Motivate, Connect, or Enhance Performance*

In reading several publications recently on the importance of good communication skills in leaders, I finally identified a way to help my clients better understand what "good communication skills" really means.

Leaders who are "good communicators" does not mean they're good public speakers or that they can craft an effective speech. That's a nice skill to have, but that's not what we're talking about. Leaders who are "good communicators" does not mean they're charming, charismatic word smiths who draw you in with their ability to use words artfully. That's a creative art, but again, not what we're talking about. And, leaders who are "good communicators" does not mean they're good writers, which again is a great skill, but not what we're talking about.

Leaders who are "good communicators" are leaders who understand what information to express or share that will motivate, better connect, or help the performance of others. They share information that will motivate, connect, or enhance performance. So when they receive emails that would make their teams smile and say "Whoohoo," they forward those emails to them. When they get the quarterly data on company performance, they share the appropriate information so their employees feel connected and a part of the overall organization. And when one project team provides an update on a successful process improvement, the leaders ensure the information and insights are shared with others whose performance could benefit with that information.

So what kind of communicator are you? When was the last time you shared information with your teams that made them smile? When was the last time you helped ensure your employees had an opportunity to hear information about another team, another project, or another department? When was the last time you specifically thought, "I need to get this to Joe. He's waiting for this information"? When was the last time you intentionally shared information that would motivate, connect or enhance performance? When was the last time you were a good communicator?



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Beck Construction	FASTSIGNS	Mercersburg Builder's Supply	Stoner's Dairy Farm
Bell Insurance	First National Bank of Mercersburg	Mercersburg Historical Society	Summit Health
C&T Industrial Supply	First United Methodist Church	Mercersburg Journal	Susquehanna Bank
Carl D. Pedersen DDS	Franklin County Visitors Bureau	Mercersburg Lions Club	The Dressing Room
Chambersburg Dental	Hydra-Pneu	Mercersburg Moose Lodge	Waste Management
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PENN STATE MONT ALTO CHANCELLOR DR. DAVID C. GNAGE TO RETIRE

After a distinguished and long career in higher education, Penn State Mont Alto Chancellor David C. Gnage has announced that he will retire at the end of this academic year.

Gnage was appointed chancellor of the campus in January 2002. Under his leadership, Penn State Mont Alto has increased degree options, including the baccalaureate in information sciences and technology with the securities and risk analysis minor, which prepares students for careers within the information technology-intensive global context that defines the new "Information Age"; and the baccalaureate in letters, arts and sciences, a multi-disciplinary, theme-oriented, student-designed major that enables students to prepare for a wide range of careers.

Additionally, the nursing program has doubled in size; and the campus has extended to deliver its degree programs to five off-campus sites with its RN to BS program offered in Gettysburg, Hanover, and York, and the associate's degree in business offered on site at JLG and Manitowoc. Other achievements include the endowment for student scholarships more than doubled, increased grant funding for research and instruction, the enhancement of intercollegiate athletics which has provided Mont Alto's student-athletes the opportunity to compete at the national level, the installation of a brand new baseball stadium, and a new athletics offering in wrestling.

"Dr. Gnage has provided accomplished leadership for over a decade to Penn State Mont Alto. He is a consummate volunteer and steward of the University in the broader community, serving tirelessly to advance the business, health, economic development and educational needs of the region. Dr. Gnage is a generous and considerate colleague, whose accomplishments and commitment to excellence will continue to benefit others for many years to come," said Madlyn Hanes, vice president of Commonwealth Campuses. Under his leadership, Mont Alto also has expanded physically with the purchase of several acres of available land adjacent to campus, and it has continued to build upon its roots as a forest academy with the expansion of the Arboretum and campus beautification projects.

"My primary focuses have been meeting the educational and training needs of the greater community, insuring that the campus has the programs in place to help students achieve their goals, and that faculty and staff have the tools they need to do their work," said Gnage.

With a reputation for outstanding community relations, Gnage serves on the boards of several community groups including United Way, Leadership Franklin County, Totem Pole Play House, and the South Central Workforce Investment Board, where he is active in health careers education. He also has served on the Franklin County Area Development Commission, and as treasurer of the Nicodemus Center. In addition, he is the past president of Healthy Communities Partnership and the Rotary Club of Chambersburg, Pa. He is a member of the Chambersburg, Waynesboro, Mercersburg, and Gettysburg Chambers of Commerce, and of the Washington County Chamber of Commerce in Hagerstown, Md.

Prior to coming to Penn State Mont Alto, Gnage served as the senior officer for finance and administration, vice dean, and finally, interim dean of the Arizona International College of The University of Arizona in Tucson. He also has served on the administration at Broward Community College in Florida where the League for Innovation in Community Colleges named him a "Rising Star." Prior to moving to Florida, he served as a faculty member and administrator at Genesee Community College in New York. While at Genesee, he received the State University of New York Chancellor's Award for Outstanding Administrative Service. He began his career as a professor of mathematics.

After earning a bachelor's degree and a master's degree in mathematics from the State University of New York College at Brockport, Gnage went on to the State University at Buffalo to complete a master of business administration. In addition, he holds a doctorate in public Administration from Florida Atlantic University.

"I have truly enjoyed my time at Penn State Mont Alto," Gnage said, "and I now look forward to spending more time with my family, and to returning to the classroom in my retirement."

After his retirement, Gnage plans to live with his wife Marie Foster Gnage, who is the president of West Virginia University of Parkersburg.

NATIONAL DRUG TAKE BACK

The Mercersburg Police Department collected about **10 pounds** of prescription drugs from residents during the National Drug Take Back initiative conducted in conjunction with the 33rd annual Mercersburg Townfest Saturday.

The drugs were turned over to an agent from the Federal Drug Enforcement Administration on Monday, according to a public information release issued by Mercersburg Police Department.

Smith Painting

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Contact: Rich Smith

Phone: 717-377-7055

Email: rsmith17236@comcast.net

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Dorothy and The Witches of Oz



Meet Al Snow, former WWE Superstar and current TNA wrestling star, who plays the Nome King.



Meet Special Guest Star, The Cowardly Lion, Barry Ratcliffe

October 21st, 2 pm. and 7 pm., admission is \$10, which includes a meet and greet session at the library, and photographs with the stars.

TICKETS ARE LIMITED AND AVAILABLE AT THE FENDRICK LIBRARY IN MERCERSBURG, THE STAR THEATER BOX OFFICE, AND PARTICIPATING RETAILERS. PROCEEDS BENEFIT THE FENDRICK LIBRARY!



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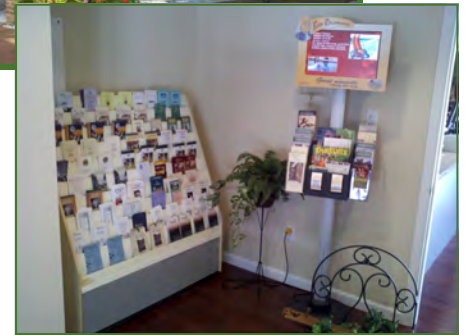
3 South Main St, Suite 4. • PO Box 161
 Mercersburg, PA 17236
 717-328-5827 • mgordon@tachamber.org

Join the Tuscarora Area Chamber & The Dressing Room for the Grand Opening of The Irwin House on the Square in Downtown Mercersburg October 18th 5-7pm

The TACC office has relocated to 3 South Main St. Mercersburg. We are located in the Lower Level office, our door is on the left hand side of the building. (Notice the railing off the sidewalk on the left in the photo above.) **Please update our mailing address to PO Box 161 Mercersburg, PA 17236.**



The Irwin House also has a “Visitor Center” in the first floor lobby, with The Dressing Room connected. There is a brochure rack for Tourism information, maps, etc. and another specifically for Tuscarora Chamber member brochures. This center is a “benefit of membership” brought to you by owners John (a chamber board member) and Ame Flannery.



RSVP to the Grand Opening & Ribbon Cutting via 328-5827.

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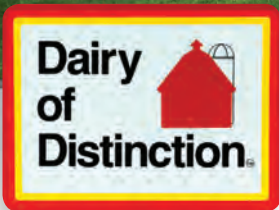
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Left to right:
Lynn Waite, Assistant Vice President, Small Business Relationship Manager, F&M Trust
Jackie Horst, D&C Dairy Farm
Charles Horst, D&C Dairy Farm
Donald Horst, D&C Dairy Farm



In 1991, Nathan Horst (not shown) and his family began operating a successful dairy farm near Chambersburg. As the business grew, it earned recognition as a Dairy of Distinction for exceeding dairy industry standards for quality and cleanliness. In 2010, Nathan's sons **Donald** (right), and **Charles** (center right) as well as Charles' wife **Jackie** (center left) decided to purchase the business from Nathan and operate as **D&C Dairy Farm**.

After talking to several banks about financing, the Horsts chose F&M Trust. The reason was simple: Of all the banks being considered, only **Lynn Waite** (left) and her 100% local F&M Trust team took the time to listen to them and work out an ideal financing solution.

The Horsts couldn't be happier with their decision to work with Lynn and F&M Trust. Today, she continues to provide personal service and financial guidance to help the Horsts as they settle into their role as second-generation owners of the dairy farm.

If you're ready for a wholesome financial relationship with your bank, F&M Trust has all the personal attention and business tools you'll need:

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Left to right:

Warren Hurt

Vice President
Senior Investment
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Ron Froeschle

Vice President
Employee Benefits Officer

Carole Crist

Vice President
Investment & Trust Services

Jim Probst

Vice President
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FREE Community SHRED Event



Friday, October 26



Hosted by

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Hours for shredding - 10 a.m. to 2 p.m.

We hope you will join us at our North End Office!

Bring your papers for on-site shredding. It's the best way to protect your identity and all the paper shredded is destroyed in the safest and most secure way by Absolute Document Destruction.

Please do not bring 3-ring binders, binder clips, or hanging files. Your cooperation will enable us to better serve everyone.

Friday, October 26th

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