

Chamber / Tourism News

Fulton County – Seeing is Believing!



February / March 2005

Chamber of Commerce & Tourism Open House / Mixer

February 16th, 2005 at Howard L. Sipes Funeral Home, Inc.

Main Office at 875 Lincoln Way East, McConnellsburg, (5:30 P.M. – 7:00 P.M.)

More information below.

Presidents Corner

Greetings Fellow Chamber/Tourism Members;

As indicated, with this year we are beginning a new format for the membership. As an organization, we have felt the need for some time to bring more back to our membership. This month, we will have our first 'Business Spotlight' Open House, which is detailed elsewhere in the newsletter.

Next month, it is our intent to provide an educational event that we anticipate will be of interest and benefit to you.

Also this month, we bring our first 'Guest Writer' column. Various Board Members will write this column, and I'm sure the topics will be varied. We hope you find them interesting.

Our first fund drive will be March 18th, 2005. Discussed elsewhere, this will be an event you not only contribute to, but can participate in as well along with the chance of recovering or improving your donation. We have confidence we can count on your support of the event.

Remember, if you ever have an article you would like us to send with the newsletter, send it to Anita by the first of the month you would like it to be listed. This newsletter is available for your use in promoting your business events.

Keeping it short this month, looking forward to seeing you at the Open House, and wishing you continued success in your business endeavors.

Oh – and remember to **BE NICE TO YOUR VALENTINE!**

Brenda Gordon
President, 2005

Guest Article

A Vital Partnership: Business & Education

From the beginnings of public education, school systems have been primarily focused on the important task of providing students with the fundamentals of reading, writing and arithmetic. Classroom teachers used these three vital subjects to prepare young people for their careers in the world of work. It did not matter what career path was chosen, one through college or one going directly into the workforce; all students arrived on the job with the “3 R’s”.

Being able to read and write as well as do basic math transactions are still fundamental skills for on-the-job applications. However, within the past ten years it has become very apparent that employers have additional employee skill expectations.

For example, having good communication skills enables an employee to express ideas and share information on the job. Teamwork skills help an employee to join with others to solve problems and add great value to the world of business and industry. Additionally, being well organized at your desk, in your work cell, or in your thinking process enables an employee to be more efficient and productive.

There are other significant skills that many businesses are looking for when selecting candidates for employment, like: being able to handle many different issues at once, being able to cope with stress, manage time, set priorities, and social skills which enables an employee to “get along” with all kinds of people.

By forming a partnership that links business and education, these additional skills that are desirable in the workplace can be learned right along with the basic subjects of reading, writing and arithmetic.

What would this partnership look like? I am not sure. But if the Chamber of Commerce & Tourism Board of Directors would agree to put the creation of this partnership on its agenda, I feel confident that with creative thinking and planning the channels of communication could be opened with local school educators. The opportunities...endless! The results...positive!

Loy Garber

Spotlight Business
Howard L. Sipes Funeral Home Inc.

The Fulton County Chamber of Commerce & Tourism
would like to invite all chamber members to our
first Spotlight Business Open House/Mixer at the
Howard L. Sipes Funeral Home Inc. located at 875 Lincoln Way East, McConnellsburg PA 17233 on
February 16, 2005 from
5:30 p.m. to 7:00 p.m.

The Howard L. Sipes Funeral Home Inc. main office is located at
6633 Lincoln Highway, Harrisonville, PA 17228. Phone 717-485-3273.
It is a family business that was established in 1875 by Homer Sipes.
Homer passed the business on to his son J. W. Sipes who in turn
passed the business on to his son, Howard L. Sipes.
Jason L. Shives, grandson of Howard L. Sipes, is the supervisor
of the Harrisonville funeral home.
He is a graduate of the Pittsburgh Institute of Mortuary Science.

They opened their branch office in McConnellsburg in 2002.
Darrin Smith is the supervisor of the McConnellsburg funeral home.
He and Jamie (his wife) and their two sons' reside in Harrisonville.
Darrin is a graduate of the Pittsburgh Institute of Mortuary Science.
Darrin also serves as a Chamber Board Member.

Please note that if the McConnellsburg funeral home would have a viewing or service the evening of
February 16th, the open house will be cancelled and rescheduled for a later date.

Note due to health regulations no food will be served.
Beverages will be provided

Manager's Corner – What's the Deliverable?

- Improve relationships with Bender Corporation.
- Evaluate Trade Shows.
- Coordinate Territory Manager Travel.

If your boss sent you a memo with the above goals listed, what would you do?

- A. Say to yourself, "Great! I'll get right on these and show the boss how spectacular I can be."
- B. Ask yourself, "These are unattainable. How am I ever going to accomplish these?"
- C. Go see your boss to clarify what she really wants.

Unless I'm so in sync with my boss that we complete one another's sentences, I'm going with C. Why? Because, as written, the goals are useless. Worse, than that, they're dangerous because they're open to interpretation.

Goal interpretation leads to miscommunication, misdirected resources, a lack of “goal accomplishment”, and lots and lots of frustration.

What does “Improve relationships” mean to you? If you’re the account representative for Bender Corporation, it may mean something completely different than it does to the VP of Sales and Marketing. Therefore, the VP of Sales and Marketing, if that’s the person who has written this goal, has to be very clear in what will constitute an improvement in the relationship. Will this goal be achieved if you call Bender five times a day instead of two? Will it be achieved if you increase sales? Will it be achieved if you reduce the number of times they call you and complain? What needs to happen to allow you to mark this goal “COMPLETED”? I ask my clients, “What are the deliverables?” What needs to be delivered, completed, developed, demolished, moved, installed, increased or decreased to allow us to cross these goals off the list? Once that’s defined, the goal is clear.

By 3/31/05, meet as needed with Bender Corporation contacts to understand and clear their complaint log on service/warranty work.

Ah, now we’ve got clarity. Now we’ve got a deliverable – Clear the complaint log.

If the goals you’re developing with and for your staff aren’t clear and don’t define a deliverable, you’re making it hard for your team to “deliver” success.

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[Sprint Yellow Pages Photo Contest](#)

This contest is for the picture that goes on the front of the phone book.

**Sprint Yellow Pages and
The Council for the Arts
Photo Contest Rules**

1. Photos must be of a Franklin or Fulton County, PA., scene.
2. Entrants must be current Franklin or Fulton County residents.
3. The entry must be a 5 x 7 VERTICAL color photo that will be cropped to a template of 4 x 7. No framed or matted prints will be accepted. Entrant's name and phone number must be attached to the back of each photo. A copy of the entry form must be submitted with each entry. **Limit five (5) entries per person.**
4. Scenes can include an object, flower, animal, historical building, etc.; entries cannot include people, churches, or buildings with names on them. Judging criteria will include the universal appeal of the photo and its appearance against the background of the Sprint Yellow Pages Directory.
5. The deadline for postmark or delivery is Saturday, February 26, 2005. See reverse for mailing address.
6. Judging will be by officials of Sprint Yellow Pages and the Council for the Arts; their employees and families are not eligible to participate. The decision of the judges will be final.
7. Winners will be announced on April 1, 2005 at a 4:30 P.M. to 5:30 P.M. reception at the Arts Council Office/Gallery, 159 South Main Street, Chambersburg, PA. Entries can be viewed there between April 2-9, 9 AM-3 PM Tuesday through Friday and 9 AM-1 PM Saturday.

**Sprint Yellow Pages &
The Council for the Arts
Photo Contest Entry Form**

Name: _____

Daytime Phone: _____

Address: _____

Brief description of entry, including location:

I understand that any photo selected as a winner in the Sprint Yellow Pages/ Council for the Arts Photo Contest becomes the property of Sprint for one time reproduction and use on the cover of the 2005 Sprint Yellow Pages Directory, and that I am not entitled to any compensation or reimbursement for any photo, except for the prize amount if I am chosen as a contest winner. I also understand that if I do not enclose a self-addressed stamped envelope, my photo(s) will not be returned.

Signature _____

Date _____

Entries should be sent to:

Photo Contest

Council for the Arts

159 South Main Street, Chambersburg, PA 17201

Saturday, Feb. 26, 2005 is the deadline for postmark or delivery

Every year Daffodil Days brings hope to thousands of people living with cancer and their families across Pennsylvania.

2005 marks the addition of Daffodils R. Hope, a special Boys™ Bear designed exclusively for Daffodil Days that can be ordered as part of the bear and a bunch.

With your donation of \$25 you'll receive this adorable bear and a beautiful bunch of daffodils. The bear and a bunch is a great way to brighten someone's day. Bring hope to those in your community by ordering your **Bear and a Bunch** today!

Only with your help can the American Cancer Society continue its life-saving research, education, advocacy, and patient services.



All orders must be received by Friday, February 18

**Bunch of Daffodils: \$7 Spirit of Hope Vase: \$15 Bear and A Bunch: \$ 25
Please Call 717.485.4495 to place your order.**



Daffodil Days

1.800.ACS.2345
www.cancer.org

Hope.Progress.Answers.®

The official constitutions and financial information of the American Cancer Society, Pennsylvania Division, may be obtained from the Pennsylvania Department of State by calling toll free, within Pennsylvania.

Chamber Happenings

200 CLUB MONEY DRAWING

The Chamber is having their second annual 200 Club Drawing on March 18th , and we are in need of the support from our membership. To make this fundraising event a success, it is important that all of our members chip in and help out on this one, by buying at least 1 ticket or better yet, multiple tickets. The food will be great and the entertainment will be outstanding, featuring “**One Lane Bridge**”. And to make it even better, maybe you will get lucky and win some money, as 1 out of every 5 tickets is a winner. So plan an an inexpensive, fulfilled evening out for yourself and bring along some friends. Each ticket entitles 2 people to dinner, the drawing and entertainment. Tickets will be available for purchase at the Membership Meeting in both February and March, or by contacting the Chamber office at 485-4064 or contact Theresa Bricker at 485-5674. If you want to take some tickets to be responsible for selling on behalf of the Chamber, please talk to Anita or Theresa and they will be happy to help you. Make plans to attend and Support Your Local Chamber of Commerce.

**** 200 Club Money Drawing****

Friday, March 18, 2005

At the

Hustontown Fire Hall

Dinner begins at 6:30 PM (Doors open at 5:30 PM)

Drawing begins immediately following Dinner!

(Every 5th Ticket drawn is a Winner)

Entertainment all evening, provided by:

ONE LANE BRIDGE

Donation: \$20.00 per ticket

(Each ticket entitles 2 people for dinner, drawing and entertainment)

Dinner features All you Can Eat Turkey Dinner w/all the trimmings,

Dessert and Beverages

Plus Snacks and Beverages during drawing and entertainment

In addition, Small Games of Chance will be available to play

During the course of the evening!

DON'T MISS OUT!

It's going to be a FUN evening!

BASKET BINGO

The Chamber is planning their annual Longaberger Basket Bingo for Sunday, April 17th, at the McConnellsburg Fire Hall, with doors opening at 12:30 PM and Bingo starting at 1:30 PM. Some “new” baskets will be featured this year, and cost to play is \$20 for 25 games of bingo. Specials, raffles and games of chance will also be available at an additional cost. Mark your calendar to attend and Support your Local Chamber of Commerce.

Local Businesses – Be advised we will be contacting you over the next several weeks about supporting the Basket Bingo by sponsoring a basket. By sponsoring a basket you not only help the Chamber, but you gain recognition and mention of your business to the local community. As always, your continued support is **Greatly Appreciated!**

Fulton County Community Directory

Your local Chamber and Tourism Office is once again preparing to put together a “Community Directory/Visitors Guide” for Fulton County. This publication serves multi purposes; 1) To reach our local community and educate our county citizens of what Fulton County has to offer right here in our own back yard, plus 2) To reach out and welcome visitors, newcomers, etc. to Fulton County by making available to them vital information regarding Fulton County.

It has been almost 2 years since we put out our first “Community Directory” and it is definitely time to put together a second publication. The directory will feature vital information of Fulton County as well as advertisements from local businesses, etc.

It is our goal to have this publication on the streets by June (Strawberry Festival Weekend), therefore, we will be contacting you over the next several weeks regarding advertising for your businesses in the publication.

Also, we are certainly open to any ideas, suggestions, etc. that you may have that would contribute to the success of this publication, so please feel free to contact Theresa Bricker at 485-5674 with your thoughts and ideas.

Save the Date 2005

February 14th – Valentine’s Day
 Remember your Sweetie!
 March 18th – 200 Drawing
 April 17th – Basket Bingo
 April 20th – Full Membership Meeting
 at 12:00 p.m.

Chamber of Commerce & Tourism Board Members

Julia E. Dovey – Fulton County Medical Center
 Bobby Snyder – Snyder Insurance Agency
 Kendra McQuade – Primitive Corner
 Sherri Sixeas – Flower Basket and Gift Box
 Loy Garber – JLG Industries
 Cheryl Morton – Morton’s Attic
 Joni Park – Park’s Texaco
 Gerri Ramsey – Community Bankers Insurance Agency
 Stacey Peck – Peck Insurance Agency, Inc.
 Darrin Smith – Howard L. Sipes Funeral Home
 Ellis Yingling – Fulton County Commissioner
 Mark Washabaugh – Professional Uniforms & Advertising
 Howard Tomlinson – Mellott Wood Preserving
 Kathy Fester – Green Leaf Gifts & Things & Fester’s
 Country Mart

2005 Chamber of Commerce & Tourism Officers

President Brenda Gordon
 Vice President Cheryl Morton
 Treasurer Clyde Bookheimer
 Past President Brenda Gordon
 Director of Events & Marketing . . . Theresa Bricker
 Administrative Assistant . . . Anita Mellott