

Chamber / Tourism News

Fulton County - Seeing is Believing!



July / August 2005

July - Full Membership Meeting - July 20, 2005 - Fulton Theater

July 23 - Awards Banquet - Read Further

Friday August 5th - Chamber/Tourism Golf Tournament

August - No Membership Meeting - Have a Great Vacation

August - Fireman's Carnival

Presidents Letter



Dear Chamber/Tourism Members:

It's almost time for our annual Awards Banquet. This year's honors go to Geneo Mellott, Man of the Year; Don Fowler, Outstanding Citizen; John & Barb McGraw - The Log House & Coffee House, Excellence in Small Business; and Lori Bubb, Fulton County Tobacco Cessation Program, Community Service Award. The dinner will be held at the Needmore Bible Church, Saturday evening, July 26th, 2005, beginning at 6:00 pm. Cost per person is \$12.00, and advance reservations are requested in order for the ladies of the church to be able to prepare the proper amount of food. Please call the Chamber/Tourism office at 717-485-4064 and leave your name and the number of reservations needed. It will be ok to pay at the door. Each of these individuals/organizations are very deserving of the recognition afforded them this year and we hope to see you there to help celebrate their accomplishments.

Next up is our 9th Annual Golf Tournament, to be held Friday, August 5, 1:00 pm - Great Cove Golf Club. We need your participation in the way of golfers! Call your friends and come out and spend the afternoon with us. More information further in this newsletter.

It appears the Chamber/Tourism office may be on the move very soon - maybe by September 1st. Our building is for sale, and the potential new owners are going to need the entire building for their business enterprise. We are looking for a **VERY COMMUNITY MINDED** individual or organization to give us housing at a **VERY MINIMAL** cost. If you have or know of someone who may have space, please give the office a call. We find, as ever in life, change is always around us, but as we all know, change can be and generally is a good thing. We are glad for a new business in our county, and we look forward to finding a new home.

Take care everyone.

President, 2005
Brenda Gordon

Awards Banquet

This year's banquet will be held on Saturday, July 23rd, 2005, at the Needmore Bible Church Fellowship Hall. Recipients this year are: - Geno Mellott -Man of the Year; Don Fowler - Outstanding Citizen; Barb & John McGraw (The Log House & Coffee Shop) - Excellence in Small Business; and Lori Bubb- Fulton County Tobacco and Alcohol Cessation Program - Community Service Award. Please plan to join us as we recognize and thank these individuals and organizations for their contribution to our county. The ladies of the church will prepare the meal, and the price will be \$12.00 per person. Please call the office by Monday 18th, 2005 to make your reservations.

Guest Article

Childhood Memories

Whether we realize it or not all of us are influenced in our youth. And most of us do not understand until we are older and look back over our younger years. At least that's the way it was for me.

My Mom, Dad and I lived in a little cottage along Route 30 in St. Thomas behind my grandparents, Ray & Estella Faust. Even though at that age my grandparents' home seemed really large, as I drive by today and see the house it seems somewhat smaller. But what a big influence that house made for me! I remember the large sunporch with all of Grandma's beautiful crocks and pottery planters, with ferns and vines trailing everywhere and the purple grapes hanging on the arbor outside along with the birdbath, ornamental grasses and more ferns and flowers. Grandma's kitchen was filled with graniteware and porcelain pots and pans, the old red and green handled utensils were used daily, and at dinnertime Hall Pottery always covered the kitchen table. The dining room had beautiful china closets with family pieces - Red Geisha Girl and Virginia Rose just to name a few with coffee cups hanging from the hooks. The dining room table always had a nice tablecloth, but a nicer one would come out of the buffet drawer when company was coming. In good weather the front porch with the metal glider and chairs had to be cleaned, and of course the porch floor was broomed in case the weekend brought a bunch of friends and relatives. Since my aunts, uncles and cousins would come home on Sunday, Grandma combined the living room and parlor. The upright player piano was always ready to be pumped and hunting stories and politics would be discussed with everyone sitting in the big overstuffed chairs, feet on the hassocks enjoying each others company. Grandma always had pie on hand with more food coming out of the refrigerator and pantry. She had a way of pulling it all together. And my clothes were often made from feedbag material along with drying dishcloths, kitchen curtains, aprons and so much more. Grandma's bathroom was wallpapered with flamingos and lily ponds. And the bedrooms had old furniture - one was Waterfall, with vanity lights, powder boxes, music boxes and perfume bottles. All pieces of furniture had dresser scarves and a doily.

My Grandfather and Mom cleaned out a small peep-peep house, placed wallpaper on the walls, linoleum on the floor, painted the windows and of course feedbag curtains. I had a small white table, pink baby bed, metal high chair, doll babies, Gene Autry puzzle, Little Golden Books and other things I'm sure I have forgotten. What more could a youngster ask for? But all of this shaped my love for the old stuff - Grandma's stuff.

And now in my store, it's a joy to hear customers talk about their memories of who in their family had what and how they remember it. Deep down inside I share the same memories.

Although I carry a wider arrange of merchandise, I still treasure the 30, 40 and 50's era. And now I say a very big "Thank You" to Grandma and Grandpap Faust for my compassion for the old stuff.

Sincerely,
Cheryl Morton
Morton's Attic

Manager's Corner - Succession Planning: Your Next Big Project

Every day, there are stories in the media discussing the importance of succession planning, yet many of us business owners aren't paying heed. According to a global study released by Korn Ferry International, "40% or less of organizations today have a capable CEO-in-waiting." Also, according to a report released June 13, 2005 by the Canadian Federation of Independent Business (CFIB), four out of ten small to medium-sized business owners intend to retire and exit their businesses within five years. This number is expected to increase to seven in ten over the next ten years. In addition, the CFIB report states that only 35% of these business owners has any type of succession plan. What I find most troubling about this is, those who do have a succession plan, most often have an informal, unwritten plan that has not been shared with the intended successor!

So, do we really need a succession plan? Yes. Take a look at what McDonald's experienced in 2004. Their CEO, Jim Cantalupo died suddenly of a heart attack in early 2004. Because they had a solid succession plan in place, Charlie Bell was named CEO the next day, and their stock price rose -- because this incredibly smooth transition, in the face of disaster, calmed the investment markets. (If they can handle this type of crisis with such aplomb, they certainly can handle other business issues well too...) However, Mr. Bell was diagnosed with terminal cancer in November and died shortly thereafter, so Vice Chair Jim Skinner took over as CEO. Again, this transition had minimal disruption to the corporation in the face of yet another tragedy.

OK, but does this apply to you and me since our companies are far from being global enterprises like McDonald's? It applies to us as well. This is not an exercise reserved for the large conglomerates. What would happen to your business if you were involved in a tragic accident after you left work today? You are injured so seriously - or worse - that you will never return to work. What will happen to your company? If your answer is: "My business would close" or "I don't even what to think about that," you need to think about succession planning. I've experienced personally and professionally, sudden tragic losses of family members, business colleagues, and friends because of illnesses and fatal accidents. No one likes to think about tragic situations, but they do occur and it'd be nice to allow your business to continue to provide for your employees, customers, and vendors alike.

However, succession planning need not just address the tragic situations. It most often addresses the natural attrition of staff. We baby-boomers are edging ever closer to retirement. We hold most of the senior spots in management and other key positions within our organizations. Who are we training as our replacements as we and others on our team retire, move into new positions, or leave our organizations? Succession planning also, is not an exercise to just focus on the top spots. It's also an exercise to ensure that key positions throughout the organization have replacements in the pipeline learning the ropes and gaining relevant experience so they can take over when we and others leave.

If I've made you a believer on its necessity, here are a few Succession Planning pointers to make this project a bit easier and more successful:

1. Ensure the CEO/Senior Management team is intimately involved and supportive
2. Link the Succession Plan directly to the Strategic Plan
3. Continuously monitor the Plan and the development of staff in the pipeline
4. Combine work experience, training, mentoring, special assignments, and web-based activities for future organizational leaders
5. Keep the plan as simple and straightforward as possible.

If you've taken the time to plan your company's finances, marketing efforts, production practices, and sourcing tactics, why haven't you planned for its future staff and leadership? It's time to start your next big project.

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Spotlight Business

Poole's Backhoe & Excavating, Inc.

Established in 1990, Poole's Backhoe & Excavating offers complete service for foundations, utility line installation, roads septic systems, system repairs, water locating and well sub contracting. We guarantee our work and have the most reasonable rates in the area. For honesty, reliability and prompt service call Charlie Poole at (717) 294-3868 or (717) 816-3071.

SBIR Workshop - Register Today

Is research an important component of your company? Are you looking for funding to support it with the idea of commercializing your research? If you answered yes to both of these questions, read on.

Ben Franklin Venture Investment Forum and PENNTAP are hosting a two-part workshop designed to educate small businesses on SBA's SBIR (small business innovation research) and STTR (small business technology transfer) programs. The U.S. Small Business Administration and the Innovation Partnership, a consortium of economic development and business assistance organizations across Pennsylvania, have provided financial assistance for these workshops.

The first part is a half-day session that reviews the basic elements related to these federal funding programs and gives you the opportunity to get on-line to search for research and development funding topics that match your business' core competencies. This free, hands-on session will enable you to determine if this source of federal funding is right for you.

If SBIR/STTR seems right for your company, the second part is a full-day advanced seminar, during which you will learn how to write a competitive proposal and discover winning techniques from entrepreneurs who have been highly successful at receiving SBIR/STTR funding. The cost for this portion of the workshop is \$25, which includes lunch.

Unless you have prior experience with SBIR/STTR, we strongly recommend that you attend both the workshop and the advanced seminar.

Although we have focused on two different business segments, life sciences and manufacturing, do consider either group of sessions, based on location and your schedule.

Life Sciences Focus Workshop - July 19

At Penn State Harrisburg, 8:30 AM to noon, followed by Advanced Seminar - August 24 at Hershey Medical Center, Hershey, 8:00 AM to 5:00 PM, followed by a networking reception.

OR

Manufacturing Focus Workshop - July 20

At Penn State Hazleton, 8:30 AM to noon, followed by Advanced Seminar - August 25 at Best Western East Mountain Inn, Wilkes Barre, 8:00 AM to 5:00 PM followed by a networking reception.

For more information, please contact:

Garry Miller

Program Manager, Technology Transfer & Communications

PENNTAP

Penn State University

(570) 722-5854

sgmiller@psu.edu

PHASE 1 SBIR SEMINAR

REGISTRATION

Please check the events you will attend:

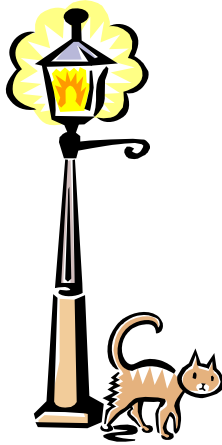
- July 19 Half Day at Penn State Harrisburg - free
- July 20 at Penn State Hazleton - free
- August 24 Half Day at Hershey Medical Center
- August 25 at Best Western Wilkes Barre

COMPLETE & RETURN TO:
PENNTAP
Fax: (570) 722-2396; email sgmiller@psu.edu

NAME(S)	
TITLE	
ORGANIZATION	
ADDRESS	
PHONE	
FAX	
E-MAIL	
PAYMENT METHOD	<input type="checkbox"/> CHECK* <input type="checkbox"/> CASH <input type="checkbox"/> VISA <input type="checkbox"/> MASTERCARD <i>* payable to Penn State University</i>
FOR CREDIT PAYMENTS ONLY	CARD NUMBER _____ EXPIRATION DATE: _____ SIGNATURE: _____
TOTAL AMOUNT ENCLOSED	
(\$25.00 PER PERSON)	

REFUND POLICY: The Venture Investment Forum/PENNTAP understand that your business calendar is dynamic and that the unexpected sometime happens. We allow the following consideration relative to cancellations:

- Before August 7, 2005 - Complete refund
- From August 7 to August 15, 2005 - 50 % refund
- After Aug 13, 2005 - No refund



Fulton County Chamber of Commerce & Tourism

M E M O

Date: July 14, 2005
To: Property/Business Owners in Boro of McConnellsburg
From: Brenda Gordon, President 2005
RE: "Pride" Street Light - Pole Painting

Dear Property/Business Owner;

We have been presented with an opportunity to have 'your' street light pole(s) painted for just the cost of the paint for your pole(s). The paint will be as close to "Hunter Green" as the store can supply.

Randy Clever and his crew will be doing the painting and labor is provided as part of their community service. Randy will be overseeing the entire process.

If you have a street light located on your property and you do not own it - will you please forward the owners information to us at one of the numbers listed below, or forward this information to them in order for us to obtain their approval to have their light painted.

The First National Bank - Presbyterian Church - Fulton County National Bank - Fulton House - Ronnie Richards - Theresa Bricker - Bobby Snyder - Jim Schall, have already agreed to join this project.

Won't you please join with them and others to have this refurbishing of our streetlights done in a uniform manner? Randy will determine how many poles can be done with a gallon of paint, and the cost will be prorated accordingly to each owner.

Thank you in advance for your participation in this worthwhile project.

Chamber/Tourism Office: [717-485-4064](tel:717-485-4064)
Chamber/Tourism email: fultoncountypa@earthlink.net

9th Annual
CHAMBER GOLF TOURNAMENT



When: Friday, August 5th, 2005

Where: Great Cove Golf Course, McConnellsburg, PA

Time: SHOTGUN Start at 1:00 PM

Format: "Scramble" - may make up own 4-some; only 1 player 9HDCP or less

Price: \$55.00 per person

Includes: Greens & Cart Fees; Dinner with Beverages, snacks, etc.;

Awards/Prizes Presentation

Extra's:

Mulligans - \$5.00 each (1 per each 9-holes)

Power Ball - \$5.00 - 1 per player (to be used on woman's tee)

SIGN UP BY July 29th!

Name _____ HDCP _____

Name _____ HDCP _____

Address _____

Address _____

Telephone _____

Telephone _____

Name _____ HDCP _____

Name _____ HDCP _____

Address _____

Address _____

Telephone _____

Telephone _____

Please Make Checks Payable to and Send to:

FULTON COUNTY CHAMBER OF COMMERCE & TOURISM

P.O. Box 141

McConnellsburg, PA 17233

(717) 485-4064 or Contact

Theresa Bricker, Events Coordinator at (717) 485-5674